



PROGRAM OF THE 2ND LATIN AMERICAN AND CARIBBEAN INCUBATORS CONFERENCE

DATES	: 24 - 26 July
PLACE	: Sheraton Hotel
	Pedro de Valdivia Lounges, Level Z, Santa María Avenue N° 1742, Providencia, Santiago de Chile
TOPIC	: Entrepreneurship and Latin American Incubators: Policies, Models, Results and Successful cases.
DAY 0	: Monday July 23, 2007. 15:00 - 17:00 hrs
	Registration process at Pedro de Valdivia Lounges on Level Z
TOPIC	: Pre-Conference: National Chilean Incubator Meeting: 09:00 - 18:30 hrs.

DAY 1	: Tuesday July 24, 2007
TOPIC	: Entrepreneurship and Latin American Incubators: Policies, Models, Results and Complementary Industries

08:30 - 08:55	ARRIVAL AND REGISTRATION OF PARTICIPANTS - SEATING BY 9:00	
09:00 - 09:40	<p>WELCOME AND INAUGURATION SPEECHES</p> <ul style="list-style-type: none"> ▪ Minister of Finance of Chile Government, H.E. Mr. Andrés Velasco Brañes ▪ Program Manager of the Information for Development Program (<i>infoDev</i>), World Bank, Ms. Valerie D'Costa ▪ President of IASP Latin American Division, Mr. Carlos Gianella ▪ Chairman of CHILEINCUBA, Mr. Alvaro Bustos Torreblanca 	Latin American Presentation of Entrepreneurships Full day
09:40 - 10:00	INAUGURATION OF INCUBATOR AND ENTREPRENEUR STANDS BY THE AUTHORITIES / MEDIA INTERVIEWS	
10:00 - 11:30	<p>FIRST SUBJECT: GOVERNMENT POLICIES IN INNOVACIÓN, TECHNOLOGICAL DEVELOPMENT, ENTREPRENEURSHIP AND INCUBATION IN LATIN AMERICA AND THE CARIBBEAN (Global Framework, Objectives, Programs, State of progress and Results)</p> <p>10:00 - 10:10 Moderator: Chairman of PERUINCUBA, Mr. Roberto Taype T.</p> <p>10:10 - 10:30 Presentation of the Government Policy of the Innovation, Technology and Economic Development in Chile: Policy and Programs to Promote Entrepreneurship and Business Incubation</p> <ul style="list-style-type: none"> ▪ Mr. Adrián Magendzo, Sub Manager of Entrepreneurship, Innova Chile, CORFO <ul style="list-style-type: none"> - Vision of Innovation and Technology Development of Chile and Incubation - Entrepreneurship - Projection of Innova Chile Committee for the country ▪ Panelists' Comments on the presentation: Regional Experiences of the Government Policies for Incubation, Creation of Business and Entrepreneurships (Government Representatives) <ul style="list-style-type: none"> - <u>Perú</u>, Mr. Marcos Salazar, Responsible of Innovation and Technological Perspective Office, Industrial Technological Innovation Committee, Ministry of Production - <u>Argentina</u>, Mr. Pablo Angelelli, National Coordinator for Progress for Entrepreneurship and Development - <u>Uruguay</u>, Mr. Alvaro García, Director, Development Corporation - <u>Brazil</u>, Sr. Paulo Cesar R. C. Alvim, Manager of the Office Access to Innovation and Technology of SEBRAE. <p>10:30 - 11:15</p>	
11:15 - 11:30	<ul style="list-style-type: none"> ▪ Questions and comments from the public 	
11:30 - 11:50	COFFEE BREAK	

11:50 - 13:30	SECOND SUBJECT: REALITY OF INCUBATION IN LATIN AMERICA AND THE CARIBBEAN: MODELS AND RESULTS.
11:50 - 12:00	Moderator: Mr. Manuel Bello, Manager, Uronova
12:00 - 12:30	<ul style="list-style-type: none"> ▪ Models and Results of Incubation in the LAC Region: Evaluation & Impact Assessment of the <i>infoDev</i> Global Network of Business Incubators across more than 50 countries worldwide, Mr. Seth Ayers, ICT Policy Specialist, <i>infoDev</i> (World Bank) <ul style="list-style-type: none"> - Reality of Latin America and the Caribbean in matters related to Incubation: Types of Incubators and Models that are recognized on the Continent (Technological Incubators, Mixed Incubators, Social Incubators). - Incubator Initiative case study video - Common elements and differences in Latin America and Caribbean experiences - Conclusions from the Assessment and Projections for the Incubation industry
12:30 - 13:20	<ul style="list-style-type: none"> ▪ Panel of commentators: Representatives of the countries analyze the assessment from their own national reality (Models, results, projection of the Positioning and Incubators: <ul style="list-style-type: none"> - <u>Argentina</u>, Mr. Carlos Galián, President of National Association of Science Parks and Incubators. - <u>Uruguay</u>, Mr. Andrés Lalanne, Sun Director PANDO Technological Polo, member of the Board of URONOVA, National Association of Incubators. - <u>Brazil</u>, Mr. Christiano Becker, Director of ANPROTEC - <u>México</u>, Dr. Juan Villalvazo N., Expert, Guadalajara University, México. -
13:20- 13:30	<ul style="list-style-type: none"> ▪ Questions from the public
13:30 - 15:00	LUNCH AT RESTAURANT BY SWIMMING POOL
15:00 - 16:30	PANEL: “SUPPORT FOR INNOVATION & ENTREPRENEURSHIP IN THE LAC REGION: THE ROLE OF INTERNATIONAL ORGANIZATIONS”
15.00 - 15:10	Moderator: Ms. Valerie D’Costa, <i>infoDev</i> Program Manager (World Bank)
15:10 - 16:10	<p>Brief presentations followed by moderated discussion</p> <ul style="list-style-type: none"> ▪ Ms. Annalisa Primi , Innovation, Industrial development and Intellectual property Expert, Productive and Entrepreneurial Dept., United Nations, CEPAL, Chile, ▪ Representative of Inter-American Development Bank/Multilateral Investment Fund ▪ Mr. Germán Ríos, Andean Development Corporation, Deputy Director ▪ Ms. Josephine Arpaillange, Project Responsible, European Union Delegation in Chile
16:10 - 16:30	<ul style="list-style-type: none"> ▪ Questions from the public
16:30 - 16:55	COFFEE BREAK

16:55 - 18:50	SUBJECT: INDUSTRIES COMPLEMENTARY TO INCUBATION: FINANCING INDUSTRY
16:55 - 17:05	Moderator: Mr. Marcelo Vásquez., New Business Manager, Chile Fundation.
17:05 - 17:30	<ul style="list-style-type: none"> ▪ US reality and process by expert Ms. Susan W. Matlock, President and CEO of the Innovation Depot, Inc., a business incubation program that assists in the development of emerging biotechnology/life sciences, information technology and service businesses. Subjects: Approach, customer focus, conditions, operation and results.
17:30 - 18:30	<ul style="list-style-type: none"> ▪ Cases Presentations: <ul style="list-style-type: none"> - <u>Chile</u>: Mr. Fernando Prieto, President of Southern Angels, Chilean Angels Network - <u>Argentina</u>, Mr. Lic. Gabriel Jacobsohn, Manager of Venture Capital Forum - CREARCIT, Director of Scientific and Technological Entrepreneurship Institute - IECyT - <u>Costa Rica</u>, Mr. Marcelo Lebendiker, President of Techno Park - <u>Uruguay</u>, Ms. Beatriz Moratorio, Financing and Venture Manager, National Corporation of Development
18:30 - 18:50	<ul style="list-style-type: none"> ▪ Questions from the public
19:00 - 20:30	<p>INAUGURATION COCKTAIL - RESTAURANT BY HOTEL SWIMMING POOL</p>

DAY 2 : Wednesday July 25, 2007	
TOPIC : Industries Complementary to Incubation (cont'd), Successful Cases and Progress in the development of Incubation in Latin America and the Caribbean: The operation of networks and alliances within the REDLAC/RELAP framework	
09:00 - 10:55	SUBJECT: INDUSTRIES COMPLEMENTARY TO INCUBATION: PATENTING INDUSTRY
09:00 - 09:10	Moderator: Mr. Claudio Maggi C., Manager of Development, Chile Fundation
09:10 - 09:35	<ul style="list-style-type: none"> ▪ Presentation of a Chilean case: Rosario Retamal S., OTRI Chairman, Chile Subjects: Relevance, Objectives, Focus Group, Systems of operation, Conditions and characteristic, Results and projection
09:35 - 10:35	<ul style="list-style-type: none"> ▪ Brief presentation followed by moderated discussion: Latin American experiences in Patenting: <ul style="list-style-type: none"> - <u>Brazil</u>, Mr. Roberto de Alencar Lotufo, Executive Director of the Innovation Agency INOVA, UNICAMP - <u>Argentina</u>, Dr. María Clara Lima, Director of Intellectual Propierty, National University of La Plata. - <u>Peru</u>, Ms. Carolina del Río, Expert Intellectual Property, Clark & Modet Study - <u>Uruguay</u>, Dr. María Balsa, Loyer, Expert in Intellectual property
10:35 - 10:55	<ul style="list-style-type: none"> ▪ Questions from the public
10:55 - 11:20	COFFEE BREAK

PANELS OF INCUBATORS EXPERIENCES IN LATIN AMERICA AND THE CARIBBEAN		
11:20 - 13:00	Parallel panel N° 1-A about Experiences	Parallel panel N° 1-B about Experiences
	Subject: Promotion for Entrepreneurship and the Creation of Companies: Successful Experiences and Tools in Incubators management.	Subject: Promotion for Entrepreneurship and the Creation of Companies: Experiences and successful Tools in Incubators management.
11:20 - 11:30	Moderator: Mr. Alan Farcas, General Manager, Endeavor Foundation, Chile	Moderator: Ms. Verónica Lizana, Octatis Acelerador Incubator, Chile
11:30 - 12:45	<ul style="list-style-type: none"> ▪ Presentation of cases of Latin American and Caribbean countries: a) Mr. Carlos Lucero, Córdoba Incubator, Argentina. b) Mr. Gonzalo Dias Guimaraes, ITCP, University of Rio de Janeiro, Brasil. c) Mrs. María Liliana Gallego Yepes, Incubator of Technological Base of Antioquia, Colombia. d) Mr. Manuel Lorenzo, Technological Entrepreneurial Acelerador of Panamá. e) Mr. Víctor Hugo Aguilera, International Institut for the Entrepreneurial Innovation, 3IE, Valparaíso, Chile. <ul style="list-style-type: none"> - Factors that enabled successful experiences and tools. - Brief description of the environmental possibilities and difficulties evaluated by the incubators. - Reading of the environment and how they face it. Principal action lines and/or projects that allowed facing the environment. 	<ul style="list-style-type: none"> ▪ Presentation of cases of Latin American and Caribbean countries: a) Mrs. Eugenia Campos, INCUBA-CMD, Buenos Aires, Argentina. b) Mrs. Julia Zardo, Genesis Institut from Catholic University of Rio, Brasil. c) Mrs. Angélica Muñoz Molano, Executive Director of Agroinnova Incubator, Colombia. d) Mrs. Tula Mendoza, Continental University, Lima, Perú. e) Mr. Luis Duarte, Virtual Incubation, Santiago Innova Incubator, Chile <ul style="list-style-type: none"> - Factors that enabled successful experiences and tools. - Brief description of the environmental possibilities and difficulties evaluated by the incubators. - Reading of the environment and how they face it. Principal action lines and/or projects that allowed facing the environment.
12:45 - 12:55	<ul style="list-style-type: none"> ▪ Closing comments by the moderator - Common and distinguishing elements of the experiences. - Better procedures to be imitated. 	<ul style="list-style-type: none"> ▪ Closing comments by the moderator - Common and distinguishing elements of the experiences. - Better procedures to be imitated.
12:55 - 13:15	<ul style="list-style-type: none"> ▪ Questions from the public 	<ul style="list-style-type: none"> ▪ Questions from the public
13:15 -14:45	LUNCH AT RESTAURANT BY SWIMMING POOL	

14:45 - 19:00	<p>SUBJECT: PRESENTATION OF THE WORK PERFORMED IN THE REDLAC/RELAPI PROJECT</p> <p>Moderator: Mr. Christiano Becker, Director of ANPROTEC</p> <ul style="list-style-type: none"> ▪ Presentation of Incubation Initiatives in the Caribbean: Mr. Roshan Seebaluck, Regional Business Incubation Expert, EU SFA 2005 ICT Project, St Vincent and the Grenadines ▪ Presentation of the RedLAC/RELAPI work: Activities and Program: Ms. Sheila Oliveira Pires, Executive Director of ANPROTEC ▪ Presentation of iDISC - the <i>infoDev</i> Incubator Support Center: Ms. Heidi Humala, Program Analyst, Information for Development Program (World Bank) ▪ Presentation of the Program of internships: Mr. Manuel Bello, Manager, Urunova ▪ Presentation of the first draft related to the REDLAC/RELAPI Strategic Plan: Consultant of the Strategic Plan, Mr. Pablo Angelelli 	<p>14:45 - 18:30</p> <p>Parallel Conference: France Experience in Innovation, Technological Development and Incubators. Five experts with other chilean experts present and comment. "LOUNGE C"</p>
16:20 - 16:40	COFFEE BREAK	
16:40 - 19:00	<p>WORKSHOP ON THE ACTION PLAN OF THE NETWORK BASED ON THE FIRST DRAFT OF ITS STRATEGIC PLAN</p> <p>Workshop coordinator: Presentation and Introduction of the Group work. Contracted Company.</p> <ul style="list-style-type: none"> ▪ Analysis Workshop for the RedLAC/RELAPI Work and Strategic Plan: The following subjects will be discussed in group using an active methodology. Moreover, moderators and secretaries will be assigned, as well as speakers group: <ul style="list-style-type: none"> ▪ Vision and Mission ▪ Strategic Objectives ▪ Plan of priority activities ▪ Structure to work ▪ Contributions and commitments of members ▪ PLENARY PRESENTATION OF THE WORKSHOP ▪ ELECTION OF THE REPRESENTATIVES TO SUBMIT THE CONCLUSIONS 	
20:00 - 22:30	DINNER AT CASTILLO HIDALGO PALACE, SANTA LUCÍA HILL (transportation by mini bus)	

DAY 3 : THURSDAY JULY 26, 2007	
TOPIC : SUCCESSFUL CASES, RedLAC AND RELAPI PLENARY SESSION AND RESULTS OF THE LAST INTERNATIONAL MEETINGS.	
	Panel N° 2 about Experiences
09:00 - 11:00	SUBJECT: PROMOTION FOR ENTREPRENEURSHIP AND THE CREATION OF COMPANIES: SUCCESSFUL EXPERIENCES AND TOOLS IN INCUBATOR MANAGEMENT
09:00 - 09:05	Moderator: Mr. César Yammal, Supervisor RedLAC Project, Infodev.
09:05 - 10:35	<ul style="list-style-type: none"> ▪ Presentation of cases of Latin American and Caribbean countries: <ul style="list-style-type: none"> a) Ms. Mariela Scudelati, Technological Polo of Bahia Blanca, Argentina. b) Mr. John Restrepo, Technological Park of Software, Colombia. c) Mrs. Soledad Fernández, GENERAUC, Incubator. Chile d) Mr. Eduardo Ismodes, Catholic University of Perú, Lima, Perú. e) Mr. Andrés Lalanne, Technological Polo of Pando, Montevideo, Uruguay. f) Mr. Aldo Aspilcueta, OCTANTIS Acelerator Incubator, Chile. - Factors that enabled successful experiences and tools. - Brief description of the environmental possibilities and difficulties evaluated by the incubators. - Reading of the environment and how they face it. Principal action lines and/or projects that allowed facing the environment.
10:35 - 10:45	<ul style="list-style-type: none"> ▪ Closing comments by the moderator <ul style="list-style-type: none"> - Common and distinguishing elements of the experiences. - Better procedures to be imitated.
10:45 - 11:00	▪ Questions from the public
11:00 - 11:25	COFFEE BREAK
11:25 - 12:15	TOPIC: CONCLUSIONS FROM PREVIOUS INCUBATOR ASSOCIATIONS' MEETINGS
11:25 - 11:30	Moderator: Mr. Carlos Galián, Presidente AIPyPT
11:30 - 12:00	<ul style="list-style-type: none"> ▪ 2nd Global Forum of Business Incubators, Hyderabad, India, Nov 2006: Seth Ayers, <i>infoDev</i> (World Bank) ▪ NBIA Annual Conference, Seattle, USA. April 2007: Tracy Kitts, Vice President and Chief Operating Officer, NBIA ▪ IASP Annual Congress. Barcelona, Spain, July 2007: Carlos Gianella, Latin American Representative.
12:00 - 12:15	▪ Questions from the public

12:15 - 13:30	<p>CLOSURE PLENARY CONFERENCE: CONCLUSIONS, AGREEMENTS AND TASKS FOR THE NEXT CONFERENCE Moderator: Mr. Alvaro Bustos Torreblanca, Chairman of CHILEINCUBA</p>
12:15 - 12:25	<ul style="list-style-type: none"> ▪ Group 1 Speaker of the workshop: Situation and projection of the Incubation Industry within the frame of REDLAC/RELAPI. Strengths, Weaknesses, Projection and Proposals
12:25 - 12:35	<ul style="list-style-type: none"> ▪ Group 2 Speaker of the workshop: Situation and projection of the Incubation Industry within the frame of REDLAC/RELAPI. Strengths, Weaknesses, Projection and Proposals
12:35 - 12:45	<ul style="list-style-type: none"> ▪ Speaker of the subject Government Policies: Conclusions and Proposals
12:45 - 12:55	<ul style="list-style-type: none"> ▪ Speaker of the subject Models: Conclusions and Proposals
12:55 - 13:05	<ul style="list-style-type: none"> ▪ Speaker of REDLAC Work Plan, Activities 2007 and Third Latin American Conference 2008\
13:05 - 13:15	<ul style="list-style-type: none"> ▪ Impressions of the conference and projections for the future by <i>infoDev</i> (World Bank), Mr. Seth Ayers
13:15 - 13:30	<ul style="list-style-type: none"> ▪ Comments from participants
13:30 a 19:30	<p>Field visits to Chilean Incubators (with lunch)</p> <p>Field Visit to Incubators and Chilean Entrepreneurship centers: Two field visits will be organized in accordance with the number of participants. The first will be conducted to know the Metropolitan Region Experiences, including the GENERA UC, Octantis and Santiago Innova.</p> <p>Note: sign up for visit during first conference day - forms will be available at registration desk and in the folders</p>