

Internationalisation Enablers

Highlights from p2p exchanges between ENRICH in Brazil SLHs, EBN members & IASP members



PORTO DIGITAL



Location
Recife, Brazil

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Mission: The Núcleo de Gestão do Porto Digital implements actions to stimulate the internationalization of companies in the Park through the promotion of business roundtables, participation in international events, exploring the best exposure potential of companies and enterprises (products, technologies, R&D activities, etc.) residents of Porto Digital, engagement and international networking. The program aims to facilitate take-off and soft-landing of companies through articulation with international and local actors. These actions are possible thanks to a series of partnerships between Porto Digital and international institutions, including:

- **UK Department for International Trade:** Joint support for individual activities to expand collaboration and partnerships between British and Brazilian companies in the ICT and Creative economy
- **Business France:** MoU to foster and develop collaboration, trade, investment and business between companies in France and Porto Digital, in ICT and Creative field.
- **Avante:** Joint work in promoting business in IT field in Brazil and Cuba, expanding the commercial relations.
- **Deep Dive:** immersion in sophisticated ecosystems for the enhancement of business models of startups with products and client (in partnership with APEX).
- **Soft Landing:** Startups' exchange with infrastructural and institutional support and access to markets and partnership relation among technology parks, accelerators and incubators from different locations (same or different countries).
- **Benefits for companies:** a 60% Reduction of ISS (Service Tax) and a 25% reduction on IPTU, or even a total exemption of the tribute up to 10 years, in cases of installation in historic building at the city center of Recife




TECNOPOLIS PARCO SCIENTIFICO



Location
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Mission: Tecnopolis promotes, manages and develops the activities of the Technology Park through:

- the management of technological, logistic and real services dedicated to public and private entities located in the Park
- the attraction of laboratories, R&D centres, institutions and innovative companies which are offered a dynamic and technologically equipped environment and assistance in development and network projects
- the creation of new innovative companies and university spin-offs (incubators) characterized by technological, organizational and market complexity
- the enhancement and technology transfer of research results in favor of companies, through the presence in specialized networks with similar institutions, the connection with private investors and proprietary scouting and advanced marketing methodologies
- support for local authorities and public administrations in promoting local development through joint participation in cooperation opportunities, including on an international scale, based on the model of science and technology parks
- advanced technological training activities, carried out in partnership with universities and institutions and dedicated to innovative profiles from different sectors

Main sectors of companies supported (inbound and outbound):

- **ICT, Microelectronics, Biotech, Health, Agrifood**

Main destination countries/countries of origin:

- **Origin:** Italy, Spain, Greece, Slovenia
- **Destination:** Italy, Spain, Portugal, UAE, Greece, Albania

Tecnopolis offers a personalised service for each foreign company interested in landing in Puglia using its own network of relations with Public Institutions, Banks and Private companies

