



The Puerto Rico Chamber of Commerce and El Nuevo Día
present



PUERTO RICO CONFERENCE 2015

Investing on Emerging Sectors

Opportunities in the Export
Economy

Manuel Cidre
Moderator

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Facts

Manufacture jobs going down from 177 thousands in 2000 to 68 thousand in 2014

Exports in Puerto Rico are 62 billions dollars for 2014

70% of all export came from the pharma sector , 29% came from other manufacture sectors , 1% from the service sector

The service sector exports slow down from 8 millions in 2005 to 6 million in 2014

Local companies need to focus in the export activity

The service & technology sectors have a big opportunity

We will share the experience of three successful Puerto Rican businessmen and how they develop and grow exports



Wovenware

Christian González

Founder & CEO



How we started?

Since 2003

Two engineers
(Colegiales) with a
passion for solving
complex business
problems.

What we do?

We are software developers.
We design **Web, Mobile, and
Data Analytics** solutions.

How we do it?

We offer services that **enable
the automation of business
processes** through software
based solutions.



Where are we?



30+ Team Members

45+ Clients Served

11 Clients Worldwide

35% Revenue from Exports





WHY WOULD YOU OFFSHORE YOUR SOFTWARE DEVELOPMENT?



...WHEN YOU CAN
NEARSHORE YOUR SOFTWARE DEVELOPMENT.

SEE THE BENEFITS OF WORKING WITH



wovenware



DISTANCE

3 HOURS AWAY

FROM MOST CITIES IN THE U.S.

OUR TIME ZONE IS ATLANTIC STANDARD TIME.



BOSTON



SAN JUAN

PUERTO RICO

IS PART OF
THE U.S.



YOUR PRODUCT



MADE IN THE U.S.A



WOVENWARE CAN BE
AT YOUR LOCATION
IN HOURS

BRING BACK JOBS TO THE U.S. ECONOMY



NEARSHORE FACE DISTANCE MATTERS

When sourcing abroad, a growing number of companies now weigh whether the location is near vs. far

QUALITY



OUR EMPLOYEES ARE
U.S. CITIZENS

Results



"We [Quantum] felt that outsourcing was the fastest and best way to improve our competitive position ... The results [with Wovenware] have been nothing short of impressive."

-- David Kennedy, CEO, Quantum Aviation Solutions,
Interview with CIO Insight

"I can come to Wovenware with my requirements, and they just deliver. But they also make recommendations to make the most of my time and budget. This is what I want in a true partner."

-- Gabriel Ruiz, COO, AXEX Dental

Cloud-Based Application Modernization

Worldwide Deployment
Based in Atlanta & London

Web-Based Application Modernization

Based in Tennessee



Our Target



40% Revenue from Exports

2x Current Sales

#1 IT Solution Provider
in Puerto Rico



Pharma-Bio Serv, Inc.

Víctor Sánchez

President & CEO



History of Exports for PBSV:

- 1999 Italy, 2000 USA, 2006 Pennsylvania (est.), 2008 Ireland (est.), 2011 Panama and Spain (est.), 2014 Brazil (Est. 2015), 2015 Lab Spain

What we did?

- Two ways: 1.- We followed an opportunity sold in PR. 2.- Got our position in the new geographies, then uncovered opportunities in the new geographies, and identified the need/opportunity to establish

What to do?

- Understand your need (reason for exporting and strategy). Understand the other market needs/requirements (legal, need to establish?). Identify the services you will offer. Identify the mechanisms to brand your name. Identify the mechanisms to brand your services (design your pitch).



Pan American Grain

José González Freyres

President & CEO





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Question & Answers



Thank You

Síguenos en:

