



The Puerto Rico Chamber of Commerce and El Nuevo Día present

PUERTO RICO CONFERENCE 2015 Investing on Emerging Sectors

Opportunitties in the Export Economy

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Content

	Slide Name	Slide No
1	Introduction	1
2	Puerto Rico Exports facts	2
2	Panelist Presentations	3,4,5,6,7,8,9,
3	Question & Answers	10





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

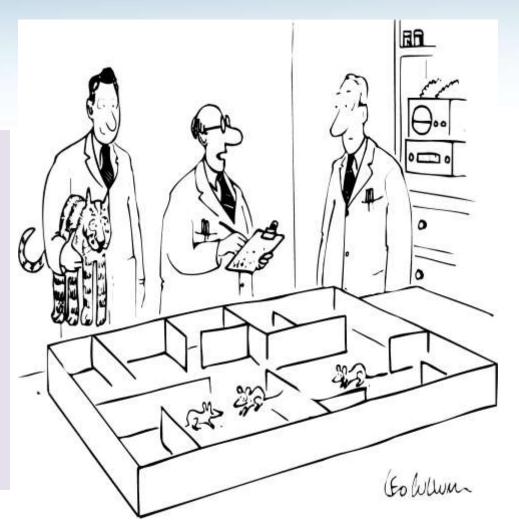
70% of all export came from the pharma sector, 29% came from other manufacture sectors, 1% from the service sector

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



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



3 HOURS AWAY

OLIA TIME ZONE IS ATLANTIC STANDARD TIME











MADE IN



BRING BACK JOBS TO THE U.S. ECONOMY



NEARSHORE FACE DISTANCE MATTERS

When assessing elimant, a growing number of compares now easy's whether the location is come on. for

QUALITY





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



Síguenos en:









