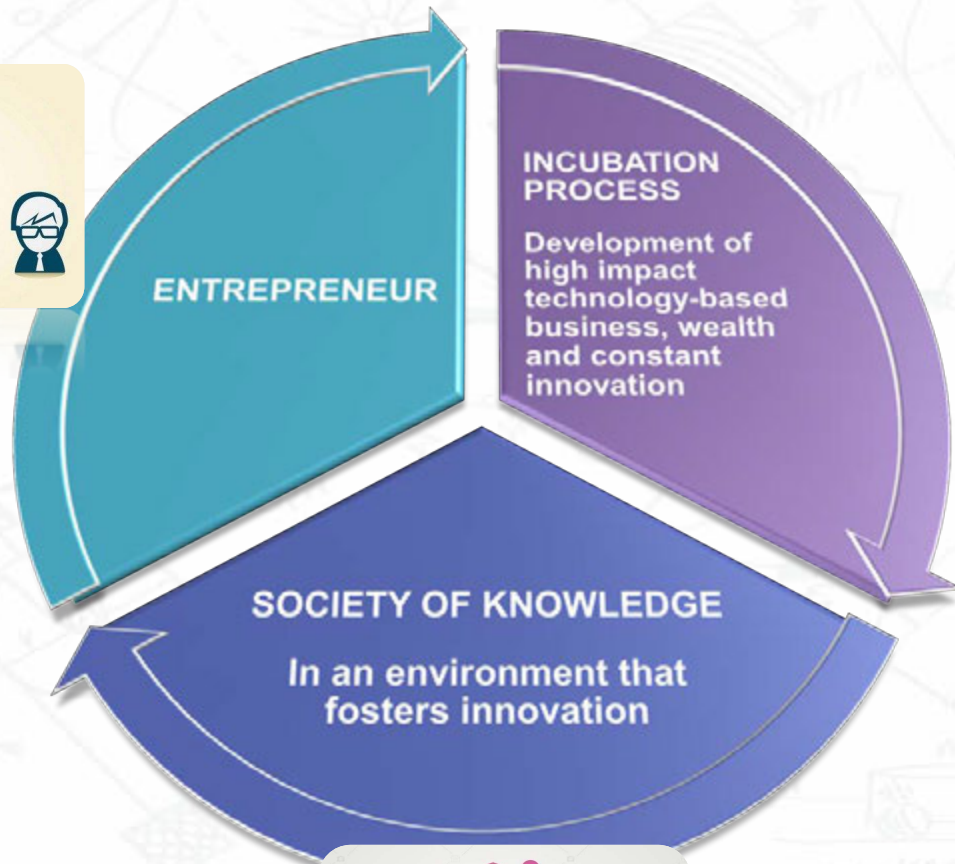




TECHNOLOGY-BASED ENTERPRISES INCUBATOR CENTER

Dr. María del Pilar Pérez Hernández
Director

TECHNOLOGY ENTREPRENEURSHIP

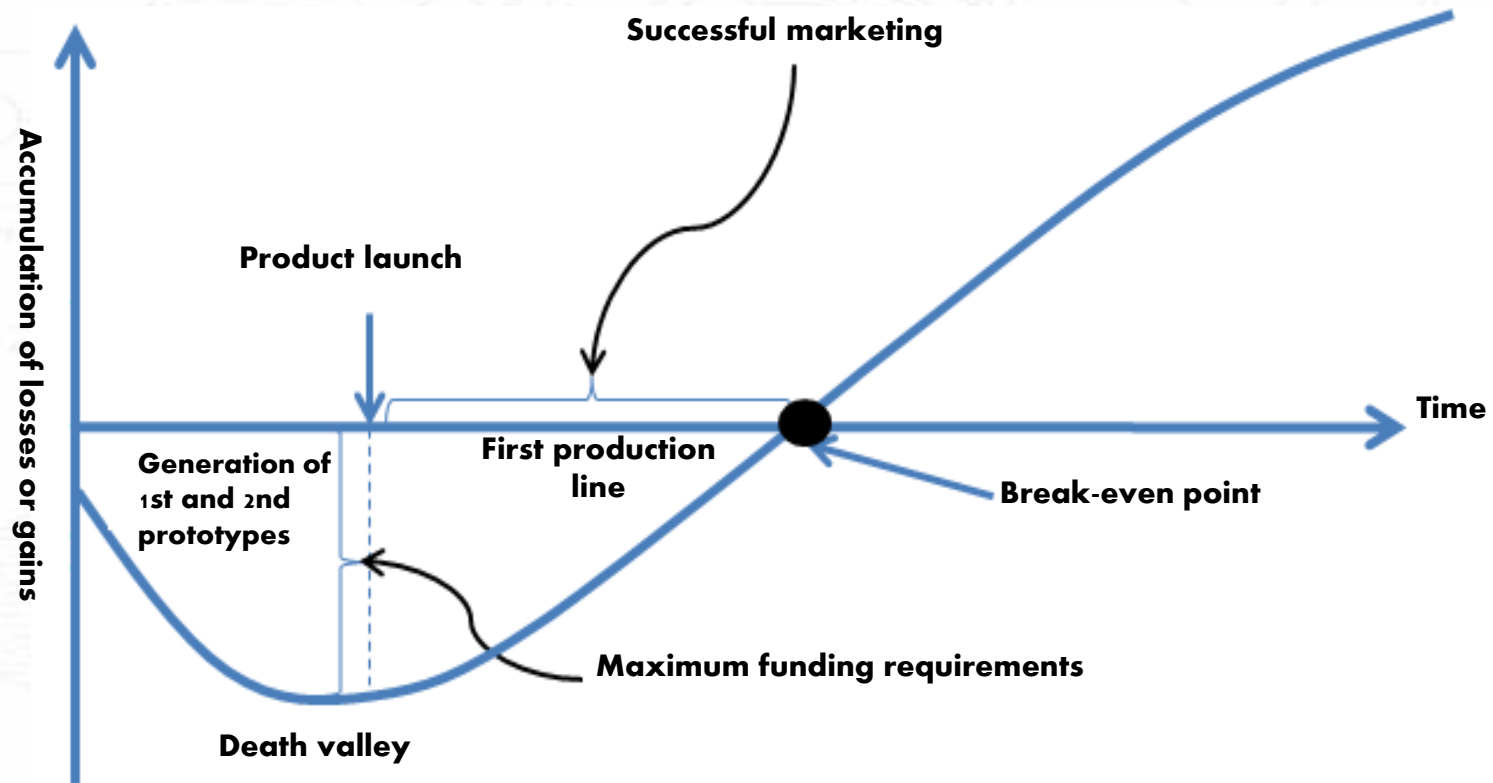


THE TECHNOLOGY-BASED ENTERPRISES INCUBATION CENTER

- The Technology-Based Enterprises Incubation Center (CIEBT) is the public agency in charge of promoting the entrepreneurial culture in the bachelor, undergraduate and postgraduate levels of IPN.
- Our mission is to generate and consolidate innovative polytechnic enterprises, with social and economic impact.
- For 5th consecutive year, CIEBT has been recognized as a High-Impact-Incubator by the Mexican Secretariat of Economy through the National Institute of Entrepreneur, and is one of the main incubators in the country in the generation of technological innovation enterprises.



THE ROLE OF CIEBT



TECHNOLOGICAL ENTREPRENEURSHIP

Last semester students of higher education and postgraduate

Graduates with experience in companies, identified business opportunities

Teachers and researchers in retirement process, and with wishes to commercialize their work



Entrepreneur

Ingenuity

Ability

Idea

Vocation
INNOVATION

Technological approach

Market opportunity

Teachers and researches who want their work resulting in companies

Young Teachers and researches with stays in other countries



**TECHNOLOGY BASED
ENTERPRISE**

- Creating quality Jobs
- Investment in R & D
- Sales generation
- Companies with sustained economic growth

THE CIEBT AND THEIR POLYTHECNIC INCUBATOR NETWORK

Global trends in business incubation:

- Beyond hosting
- FabLab laboratories and rapid prototyping
- Specialization
- Pivoting on the market
- Solutions to technological challenges
- Funding sources diversification

Technology Based Enterprise Incubator Center

Mexico City: Zacatenco and Casco of Santo Tomás,
information and communication technologies, advanced manufacturing, chemical and health

Traditional Incubators: Hidalgo, any kind of technology

Technology Based Incubators:
Durango and coming soon
Guanajuato, on agroindustry





CIEBT
INCUBATOR
HIGH IMPACT



www.ipn.mx/ciebt

The IPN has
+500,000
People in their community



- administrative workers
- researchers
- students
- graduates

Some of them with
GREAT IDEAS
Who they want to develop

Many of these ideas are **Technology-based**:

- Health Technologies
- Healthy Foods
- Technological Solutions
- Green Technologies
- Urban Mobility
- Responsible Business

With us they **recibe coaching** in:



Research of new Technologies



Design



Technological Intelligence

POLYTECHNIC ENTERPRISES



Generate more
effective jobs



They have greater **growth**

OPORTUNITIES



<http://www.ipn.mx/CIEBT/>



POLYTECHNIC INCUBATION MODEL (MIP)

Entrepreneur profile

Lean Start
up

Competitive technological
intelligence

Attracting
entrepreneurial
initiatives

Formalizing Service

Development of
entrepreneurial skills

Idea-Project generation

Enterprise generation

Strengthening enterprise

SERVICES OFFERED BY CIEBT



- Technical validation
- Commercial validation
- Intellectual property
- Competitive intelligence
- Link to the enterprising environment



HOW DOES IT WORK?



ONLINE
SUMMONS



REGISTER



EVALUATION
PROCESS



IF YOU ARE
ACCEPTED

1



IDEA-PROJECT
GENERATION

REQUIREMENTS:

- Technology-based idea.
- Beta Prototype.

YOU WILL LEARN:

- Contextualize the idea.
- Technological and market validations.
- Concepts of intellectual property protection.
- Knowledge about basic finance for the Project.

2



COMPANY
GENERATION

REQUIREMENTS:

- Commercial Prototype.
- You have to cover technical, commercial and certificates requests.

YOU WILL LEARN:

- Selling services or product.
- Financial forecasts.
- You will complement technical, commercial and certificates request.
- Create a business image.
- Marketing strategies.

3



BUSINESS
ACCOMPANIMENT

REQUIREMENTS:

- Firm less than two years old.
- Frequent sales.

APRENDERÁS A:

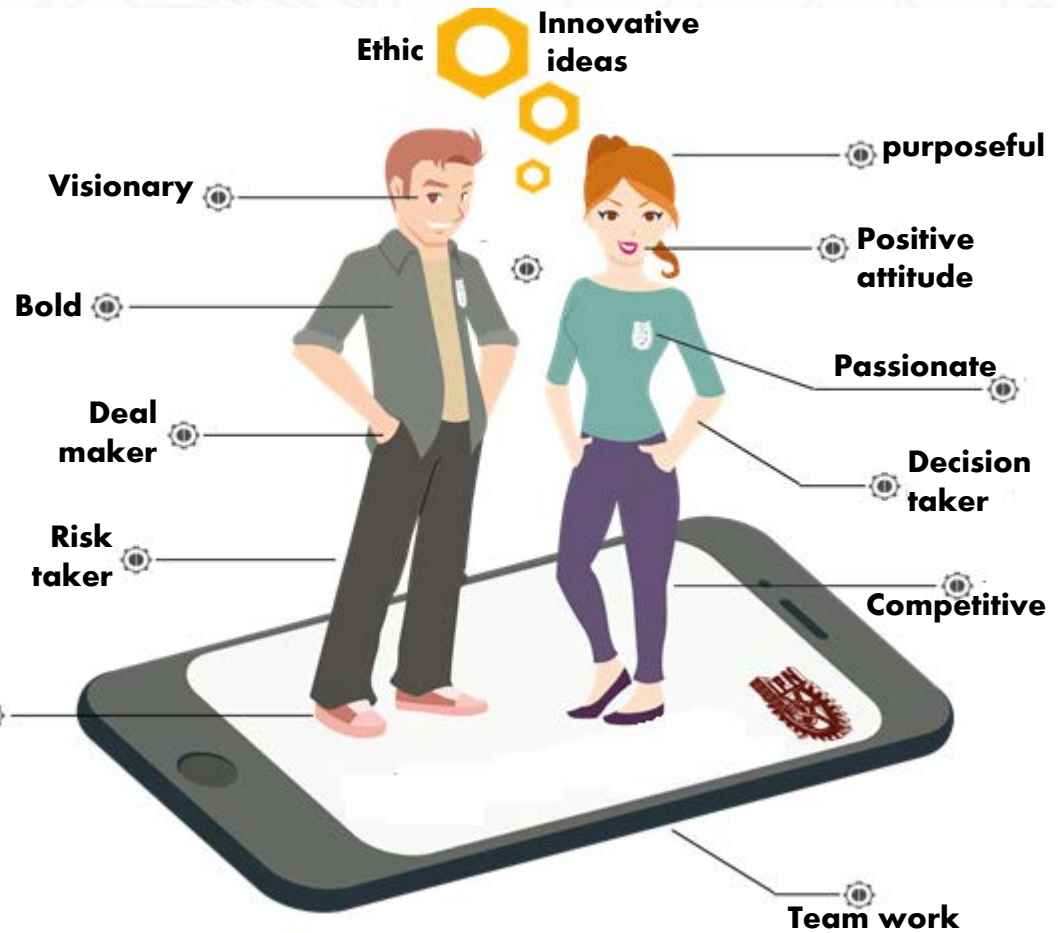
- Identify areas of opportunity.
- Knowing tools that allows you to grow and stay in the market.
- Improve the business model.
- Reviewing the financial and the accounting statements.



PROFILE OF THE POLYTECHNIC ENTREPRENEUR

We support the development of future entrepreneurs

Community with solid technology education





Directory

Dr. Enrique Fernández Fassnacht
General Director

Dr. en C. Julio Gregorio Mendoza Álvarez
General Secretary

Dr. José Francisco Plata Olvera
Secretary of Extension and Social Integration

Dr. María del Pilar Monserrat Pérez Hernández
Director of the Technology-Based Enterprises Incubation Center

“LA TÉCNICA AL SERVICIO DE LA PATRIA”