

ENRICH MONTHLY

MONTHLY BUSINESS & INNOVATION NEWS COMPILED BY ENRICH IN BRAZIL



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Dear Reader,

a warm welcome and thank you for your time and interest in our fifth edition of ENRICH Monthly.

End of last year, the media announced that the EU and the Mercosur aim to **create the world's biggest trade bloc** by end of 2019. So far, both sides have been working on a free trade deal since 2000. If the deal is completed, businesses on both sides of the Atlantic could save billions on tariffs.

Let's take a look back: Mercosur originated in 1988, when presidents Raúl Alfonsín of Argentina and José Sarney of Brazil signed the Argentina-Brazil Integration and Economics Cooperation Program. Finally established in 1991 by the Treaty of Asunción, Mercosur was later amended and updated by the 1994 Treaty of Ouro Preto.

The Southern Common Market (MERCOSUR for its Spanish initials - Mercado Común del Sur) is a regional integration process, initially initiated by Argentina, Brazil, Paraguay and Uruguay, and subsequently joined by Venezuela and Bolivia -the latter still complying with the accession procedure. Since its creation, its main objective has been to **promote a common space that generates business and investment opportunities** through the competitive integration of national economies into the international market.

Since its origins, MERCOSUR has been based on the principles of Democracy and Economic Development, which underpins the core values of a human-faced integration.

Following the recent debates and negotiations, the officials from the EU and Mercosur have raised hopes that the deal **could be closed during high-level talks in the last week of June** – and by that creating the **world largest trade opportunities to both sides**.

We hope you enjoy reading the 'ENRICH Monthly' and we are happy to receive your feedback via [email](#)!

All the best for you,
ENRICH in Brazil Team



French Minister met his Brazilian Counterpart

Brazil, May 24 – Jean-Yves Le Drian, the Minister for Europe and Foreign Affairs of France, met with Ernesto Henrique Fraga Araújo, Minister of Foreign Affairs of Brazil.

The ministers reaffirmed the richness of their bilateral relations and the importance of the strategic partnership that has existed between the two countries since 2006. They discussed at length the prospects for strengthening economic and cultural relations as well as defense cooperation. They also discussed cross-border cooperation, given that France shares with Brazil its longest land border through French Guiana. The two countries intend to further strengthen their dialogue in all of these areas.

Jean-Yves Le Drian and his interlocutor discussed international issues of shared concern, as well as regional issues, especially the situation in Venezuela. The meeting also provided an opportunity for an exchange of views on the fight against climate change. France reaffirmed its desire for strong collective mobilization in order to achieve the long-term goals of the Paris climate agreement.

Read more at: [France Diplomatie](#)



© Consulate General of France in Rio de Janeiro

EU and Mercosur on the Verge of Signing Trade Deal



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Argentina, June 6 – During the first state visit of Jair Bolsonaro, President of Brazil, to Argentina, Bolsonaro said “We’re on the verge of signing an agreement between Mercosur and the European Union.” We are all going to win with this: Argentina, Brazil and the other countries of this bloc, [Paraguay and Uruguay],” he added.

President of Argentina Mauricio Macri added that an agreement with the EU is “very close.”

Officials from the EU and Mercosur have raised hopes that the deal could be closed during high-level talks in the last week of June, just before a summit of the G20 group of leading economies in Osaka on June 28-29.

Paraguayan Foreign Minister Luis Castiglioni told Spanish news agency EFE on Wednesday that he would come to Brussels on June 27 and 28 with “every intention” of striking a deal. The European Commission did not respond to a request for comment on these dates.

Read more at: [Politico](#)

[Factsheet Mercosur \(European Commission\)](#)

Brazil Undergoes new Period of Liberalization and Modernization of the Economy

Paris, June 5 – The president of the National Confederation of Industry (CNI) , Robson Braga de Andrade, told an audience of 120 French businessmen that Brazil is beginning to enter "a new period of liberalization and modernization that will attract foreign investment and increase competitiveness to the national industry".

Robson Braga de Andrade participated in the 6th Brazil-France Economic Forum at the headquarters of the French Ministry of Economy and Finance in Paris. The meeting was with the CNI in partnership with the French Business Movement (MEDEF).

The president of the Council of the French Business Movement (MEDEF), Alexis Duval, pointed out that Brazil is by far one of France's main partners in Latin America. "We have some 900 French companies in Brazil that create about 500 thousand jobs. This Economic Forum is a privilege to get to know concrete projects better. The private sector in both countries should play a leading role in the development of our economic and trade relations," said Duval, who is also the CEO of Tereos, the world's third-largest sugar producer.

According to the president of the CNI, with structural changes in the tax system, which are also already being processed in Congress, Brazil will eliminate the sources of legal insecurity, as well as the excess of bureaucratic obligations that penalize the entrepreneurs. The industry supports these reforms and other measures expecting that they will help balance the public accounts, contribute to debureaucratization, improve business environment, incentivize investments, and promote economic and social development of Brazil.

For Robson Braga de Andrade, France has a strategic role in cultural and commercial relations with Brazil. Over the last ten years, the flow of bilateral trade between Brazil and France has fluctuated significantly. Although data shows a slowdown in recent years, there is an important space for expanding trade and investment between Brazil and France. A survey conducted by CNI in 2018 pointed to France as one of the main destinations for which Brazilian exporting companies would like to expand their sales performance.

The CNI president stressed that the private initiative of the two countries will be boosted if governments commit to advancing the negotiation of issues that negatively affect the business environment between Brazil and France. The agreement between Mercosur and the European Union will provide ample market access opportunities for both Brazil and France. It will also allow the creation of a stable normative framework for economic relations between the blocs, guaranteeing isonomic conditions of competition to Brazilian exporters and investors, in relation to the other countries that have similar agreements with the European Union.

Read more at (Portuguese): [CNI News Agency](#)

"We have some 900 French companies in Brazil that create about 500 thousand jobs"

~ Duval, CEO of Tereos

France is one of the main destinations to which Brazilian exporting companies would like to expand their sales performance

Brazil's National Museum Seeks Funds in Europe

Brazil's National Museum director headed to Europe on May 21st for a two-week fundraising trip to help finance the rebuilding of the institution devastated by fire last year.

Alexander Kellner, director of the Rio de Janeiro-based museum, visited Germany and France in search of support after failing to get the much-needed aid in Brazil. "Our objective is to show our reconstruction efforts and explain how institutions from other countries can contribute," Kellner said before boarding a plane in Rio de Janeiro.

"This tragedy transcends our borders. It is not just Brazil which suffered. The fire affected collections from other countries."



Beyond funds needed for the reconstruction of Latin America's main natural history museum, the institution needs money to safeguard artefacts rescued from the ashes of the gutted building. The total cost of restoring the National Museum will reportedly be around 100 million reais (approx. 23 million Euro). After the blaze, the education ministry released the equivalent of 2.2 million Euro for emergency works to preserve the building's facade. But other public funds have not yet been disbursed.

Read more at: [France 24](#)

Launch of the KLIMAPOLIS Laboratory

São Paulo, May 24 – The third KLIMAPOLIS Workshop was held at the institute of Astronomy, Geophysics, and Atmospheric Sciences (IAG), University of Sao Paulo (USP), Brazil between May 20th and 24th.

KLIMAPOLIS is a 5-year joint project (2017-2022) between Germany and Brazil to establish and develop a long term cooperative research on urban air pollution and climate change in metropolitan areas of Brazil. The project has been funded by the German Federal Ministry of Education and Research (BMBF), and will address the questions of co-evolution of urbanization, climate change and air pollution in several metropolitan areas of Brazil.

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metropolitan areas of Brazil. The objective is to co-design with city officials and assess win-win solutions that will lead to the development of smart cities, resilient to climate change and air pollution. This will be achieved by integrating complimentary expertise through staff exchange between Brazil and Germany, training courses and joint workshops

The workshop was attended by 42 participants from Germany and Brazil, which included natural and social scientists as well as local stakeholders in Sao Paulo.

On the last day, the Klimapolis Laboratory was launched with two inaugural lectures from Prof. Dr. Paulo Artaxo and Dr. Cathrin Zengerling and two panel discussions. The lectures and panel discussions highlighted the urgent need to tackle simultaneously air pollution and climate change issues as well as discussion on transformative research that provide science for accountable urban governance.

Read more at: [KLIMAPOLIS](#) & [Climate Service Centre Germany](#)



Brazil-Sweden Friendship Group Officially Launched

Relations between the Federal District and Sweden solidified during the launch of the Brazil-Sweden Friendship Group, on June 11th, in the Chamber of Deputies. Besides the Swedish ambassador to Brazil, Per-Arne Hjelmhorn, representatives of the Secretariat of International Relations (SRI), Federal Representative Maria Rosas and members of the House's Environment Commission participated in the event.

One of the highlights of the ceremony was when the director of the Swedish Embassy's Science and Innovation Department, Jakob Paulsen, quoted Governor Ibanez and congratulated the Federal District as a showcase of good practices for the country, on issues such as smart cities and innovation.

Then, in the auditorium of the Urban Cleaning Service (SLU), SRI presented to the Swedish delegation of the International Solid Waste Association (ISWA) socioeconomic data from the Federal District, taking the opportunity to garner support for the events of the Sweden-Brazil Innovation Week, an event to be held in Brasilia in September of this year.

Read more at (Portuguese): [Agência Brasília](#)

BNDES Experiments with Blockchain Technology

RIO - Frequently called "black box", the National Bank for Economic and Social Development (BNDES) has been making, since last year, the first experiments using blockchain technology - a database introduced by bitcoin that uses cryptography (see below) - with the aim of increasing transparency in financial transactions.

One of the initiatives, BNDESToken, is part of a kind of currency of its own and has already had two proofs of concept - simulated test in an operation already carried out. In parallel, BNDES has already done three tests in projects funded by the Amazon Fund with TruBudget, a blockchain tool developed by KfW, the German development bank. The experiences involve some of the most questioned areas of activity of the BNDES and other public agencies, such as sponsorship of the cinema through tax waivers, financial support to environmental NGOs and financing to state governments.

In general, the token replaces money in transactions, such as a voucher - each unit of BNDESToken equals \$ 1.00. Instead of transferring money to the client, BNDES transfers tokens. The customer, in turn, pays his suppliers with these tokens. The transaction is completed when the supplier goes to the BNDES and exchanges the tokens in reais, receiving payment from the bank and not from the contracting company.

With everyone involved (bank, client, suppliers, control bodies) within the blockchain system, every transaction is recorded and rules can be created for the transfers - for example, if the sponsorship fee of a movie production has a limit of food expenses, only the amount of tokens equivalent to this ceiling can be used to pay companies in the sector, avoiding deviations of purpose.

Read more at (Portuguese): [Estadão](#)



São Paulo Shows Greatest Innovative Potential in Brazil

The startup and innovation environment of the city of São Paulo is one of the greatest in Brazil, in addition to being the municipality with the most significant number of emerging companies in the country, as [Rio Times](#) published. Abstartups, the Brazilian Startups Association, stated that the city is a home to more than 2,600 young companies.

This year's the Globe Startup Ecosystem Report (GSER) highlighted that São Paulo is one of the top 30 ecosystems with the highest growth potential. The capital city's startup ecosystem can generate as much potential as Montreal (Canada).

The GSER is the world's most comprehensive and widely-read research on startup ecosystems, and offers the very first global ranking of Life Sciences ecosystems, in partnership with Hello Tomorrow. Its findings are based on data from thousands of startup founders and research on over a million companies. The Global Startup Ecosystem Report is the world's most comprehensive and widely-read research on startup ecosystems. An ongoing effort since 2012, the GSER is the product of a global alliance of over 300 partner organizations working together to understand success factors for startups, scaleups, and startup ecosystems everywhere.

The report shows that São Paulo has a fruitful and robust environment for novel businesses especially in the financial and scientific fields. The metropolis is the financial center of Brazil and it is the home to one of the five largest stock exchanges in the world. According to the study, the fintech as well as life-sciences are the sectors to watch.

In addition to reduced tax burden – the federal government offers various exemptions across income, import, and export taxes, as well as on manufactured

products – São Paulo ranked among top 10 regions with most affordable talent. The city is home to several leading sciences and technology universities, including University of São Paulo (USP), which was the number one South American university in the 2019 World University Rankings.

“São Paulo has everything that a vibrant startup ecosystem need, highly skilled workforce, diversity of its industries, public and private partners deeply engaged to create a global leader community,” said Amure Pinho, President at Brazilian Association of Startups.

To Arnobio Morelix, research director of Startup Genome, São Paulo, when compared to other Brazilian cities with robust innovation ecosystems (e.g. Rio de Janeiro, Belo Horizonte, Florianópolis, Curitiba and Recife) shows a differentiator that offers a more significant potential for development. The [Rio Times](#) cited Morelix stating “São Paulo is one of the Brazil's most interconnected poles with the world. In the international startups market, one is competing with the entire world, not only with national companies.” For Morelix, innovation ecosystem propels based on various factors such as the creation of training programmes in technology, establishment of coworking, and knowledge-sharing organizations.

Read more at: [Rio Times](#) & [GSER](#)



“São Paulo is one of the Brazil's most interconnected poles with the world,”

~ Arnobio Morelix, research director of Startup Genome

How 4 Brazilian Cities are Driving Innovation in the Country

With incentives to entrepreneurship and support to startups, São José dos Campos, Recife, São Paulo and Florianópolis are creating new businesses and developing new technologies.

São José dos Campos is a home to a Technological Park, which has more than 300 companies and teaching and research institutions and about 6 thousand people on a daily basis. Since its inception, the site has already received R \$ 1.9 billion in investments. Besides its Park, the city undertakes various innovation initiatives in cooperation and collaboration with startups. One of them is Cidade Limpa, an app developed exclusively for the São José dos Campos City Hall to report graffiti and irregular disposal of garbage and rubble.

Last year, the city also launched the "San José in the palm of the hand" program, with 10 free applications that cover health, urban mobility, sports, public safety and city maintenance. In the environmental area, the city signed a contract with Visiona Tecnologia Espacial, which provides satellite monitoring services and detection of changes in the territory.



Florianópolis has a Municipal Innovation Council with 36 members that deliberate the use of the budget for any initiative affecting the municipality, in addition to a Fiscal Incentive Program for Innovation. "The program allows startups to receive up to 20% of the ISS and IPTU taxes paid by companies," said Marcus Rocha, superintendent of Science, Technology and Innovation of the city's city hall. Since 2018, there have been about R \$ 1 million invested in eight startups.

in addition, the Florianópolis Innovation Network, which houses four Innovation Centers of ACATE (Catarinense Technology Association) has the goal to stimulate and scale innovative businesses in the municipality. In all, there were 210 events held, 222 entrepreneurs attended and 33 trainings performed.

One of the initiatives promoted by the city of **São Paulo** is the Pitch Sampa, an innovation program carried out by the City Hall to solve urban challenges quickly. In this year's edition, there are two proposed challenges: How to verify, in an automated way, the quality of the answers given to the citizen through SP156 and How to safely automate and optimize the monitoring of Telecentre units. For each challenge, PitchSampa offers mentors to public servants and managers to leverage project development. Startups also have the opportunity to use public space for validation and prototyping of their solution.

The city of **Recife** also houses one of the main technological parks in Brazil, the Porto Digital. The Park operates in three main axes: strengthening the local system of science, technology and innovation; generation, development and attraction of business to the city and structuring of sustainable environments. "Porto's goal is to implement innovation and science policies. In addition, we have a work to revitalize many buildings," said Pedro Guedes, technical advisor of the Secretariat of Economic Development, Technology and Innovation of the City of Recife.

Today, the park houses more than 300 companies and about 9 thousand workers. Since its foundation in 2000, Porto Digital has restored 84,000 square meters of historic real estate. In addition, there are more than 50 startups incubated and accelerating this year. In May 2016, the park also inaugurated the LOUCo (Laboratory of Urban Objects Connected), laboratory for creation, development and rapid prototyping of solutions that improve the quality of life of people in the cities.

Annually, the city also promotes the REC 'n'Play. For four days, activities, workshops, lectures, panels and business roundtables with technology specialists are offered in various parts of Recife. Another innovation initiative is the Living Lab, an Internet-focused space of Things and solutions to urban problems with prototyping in public space.

Read more at (Portuguese): [StartSe](#)

The Importance of Technology Parks for Innovation

The current conditions and challenges of Brazil's technology parks were discussed by senators of the Science and Technology Commission (CCT) on June 12th. The parks are spaces where companies, universities, business incubators, research centres and laboratories are concentrated to create a favourable environment for technological innovation.

In Brazil, according to the National Association of Entities Promoting Innovative Enterprises (Anprotec), of the 103 technology parks, 43 are in operation, 37 are being implemented and 23 are in the design phase. They bring together 1,337 companies installed, 38,365 direct jobs, 2,950 masters and 1,100 PhDs linked to the universities involved.

Knowledge only works if it becomes innovation. And the ability to generate innovation is cumulative, as if it were a spiral that needs to involve the actors correctly in a given environment and on a basis that is being fed back. Innovation needs interaction in an environment designed for this, so that people meet and exchange information. - Innovation is what comes to market and sells, generates wealth and tribute. Parks need to transform academic knowledge and research into service and high added value product and processes to reach the market. When that happens, we have innovation.

The director of business development at the São José dos Campos (SP) Technological Park, Elso Alberti Junior told that the project of the São José Technology Park transformed the city

and helped to improve the Human Development Index (HDI), today above 0.8.

Finding talents and investing in people was also the tone adopted by Rodrigo Romão do Nascimento, Deputy Director of the Digital Metropolis Technology Park. One of the great challenges of universities and Brazilian technology and innovation companies is to absorb the professionals trained in the national market, avoiding the exodus to countries considered more attractive because of career opportunities and more advantageous salaries.

Representative of Tecnopuc (Scientific and Technological Park of PUC-RS) at the hearing, Audy said that the first years of the park were aimed at consolidating entrepreneurship among students. 250 startups were generated. The goal, for the next ten years, is to generate a thousand. Today there are 171 organizations installed in the park, 7,100 people employed.

At the hearing, Senator Flávio Arns (Rede-PR) recalled the role of the parks in Israel, which is a country with several challenges in terms of land and soil, but has developed a lot because of investment in research and innovation. He also stressed the importance of beginning investment in elementary school when children have, for example, access to the fundamentals of robotics.

Read More at (Portuguese): [Senado Federal Brasília](#)

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Northeast Accounts for 86% of Wind Energy Production in the Country

The Northeast, alone, is responsible for 86% of Brazil's wind energy production, according to data released by the Brazilian Wind Energy Association (ABEEólica), an institution that brings together some hundred companies in the wind industry, including wind turbine plants, wind turbines, wind farm operators, investors and several suppliers of the production chain.

ABEEólica shows that the country already has more than 7 thousand wind turbines in 601 wind farms. Piauí is among the largest producers of clean energy in Brazil. The state ranks fifth among the largest wind power producers in Brazil, with a total of 1,638.10 megawatts (MW). Piauí is the second largest producer of solar energy in Brazil, with a capacity of 278.2 MWE, and nine plants.

The wind has become the second most used in Brazil for the generation of electricity and there are already 15GW of installed capacity. Of the 15 GW of installed capacity, 86% are in the Northeast. In addition, there are another 4,6 GW already contracted or under construction, which means that at the end of 2023 there will be at least 19.7 GW capacity, considering only contracts already made possible in auctions and with free market grants published and contracts signed so far. New auctions and new contracts in the market should increase the projected numbers considerably.

Elbia Gannoum, president of the Brazilian Energy Association Wind, highlights the quality of wind in Brazil. He says that Brazil is blessed with great amount of wind and also by the quality of it.

It is also worth mentioning that for several periods, the Northeast assumes the role of energy exporter, a reality totally opposite to the history of the submarket which is by its nature an energy importer.

Piauí is the 3rd largest producer of solar energy in Brazil and has the two largest solar and wind energy parks.

In the country, the generation of solar energy is divided into centralized (GC), produced by 2,400 large and distributed plants (GD), whose origin is about 66 thousand photovoltaic solar panels implanted in houses, commerce and industries, among others.

The states lead the production of solar energy in Bahia, production capacity of 669.9 MW and 26 projects; Minas Gerais, with 666 MW and 26 plants; Piauí, with installed capacity of 278.2 MW and nine plants; São Paulo, with 238.9 MW and 12 projects; Ceará, with 160.3 MW and eight plants. Piauí has the two largest solar energy parks. The second largest solar energy production park in Brazil is Solar Nova Olinda, in Piauí, with a production capacity of 210 MW. The second largest wind energy park in Brazil is the Araripe III complex, in Piauí, with a capacity of 357.9 MW.

According to Governor Wellington Dias (PT), investors are producing clean energy because the winds in Piauí are stronger at night than during the day. Therefore, it is possible to reach a certain peak of wind production in the fall, since during the day there is stability with the production of solar energy. "That makes a big difference. The world works with its generators producing 40-45% of its capacity and here in Piauí generators produce more than 70% of capacity. It's the same investment that entrepreneurs make to generate almost twice as much energy from the same equipment," Wellington Dias said.

Governor Wellington Dias says that Piauí has the potential to quickly consolidate itself as a major producer of wind and solar energy in Brazil and worldwide because it has already been studied and is being explored.

Read more at (Portuguese): [Meionorte](#)

BNDES Broadens Access to Credit for Technology-Intensive Sectors

The National Bank for Economic and Social Development launched on Wednesday, May 22, the BNDES Direct 10 Program, which will support investments in sectors of high technological complexity and knowledge-intensive, such as Information Technology and Communications (ICT) Education, Creative Economy, Energy Efficiency, Health Equipment, Auto parts, Capital Goods (BK) and Defence.

Focus are small and medium enterprises of Education, Creative Economy, Energy Efficiency, Health Equipment, Auto Parts, Defence, ICT and BK. The aim is to stimulate the innovative effort of small and medium-sized enterprises in these and other sectors that can access the resources.

The BNDES Direct 10 was designed to support companies that promote improved productivity, generate the jobs of the future, create high value-added products, promote the expansion of broadband infrastructure and increase energy efficiency. The focus of the new product is small and medium-sized enterprises, with annual revenues between R \$ 3 million and R \$ 300 million, which may have direct access to BNDES for financing between R \$ 1 million and R \$ 10 million.

The product launched on Wednesday is part of a new portfolio that is being formatted by BNDES for micro, small and medium-sized companies, a segment that already accounts for more than 40% of the institution's disbursements. The goal is to offer customized products for the need and profile of each type of customer.

In this sense, in April the Bank launched the BNDES Crédito Pequenas Empresas line, whose main attribute is agility and, as a focus, the generation of jobs by micro and small companies. Earlier in May, President Joaquim Levy launched BNDES Crédito Direto Médias Empresas, whose design sought to shape the reality of medium-sized companies by looking at the type of investment that these companies actually make. Alongside these two credit options, driven by the size of clients, MSMEs now have a more transversal product, which aims to meet the specific needs of a group of companies with a high impact on productivity and the generation of added value for the economy.

Read more at (Portuguese): [Crypto ID](#)

Connect Startup Brazil Launches Call for Companies



Joint programme, the Connect Startup Brazil, results between the Ministry of Science, Technology, Innovations and Comunicações (MCTIC), the Brazilian Industrial Development Agency (ABDI), Softex and the executor partner the National Council for Scientific and Technological Development (CNPq). The programme announced the launch of the call for companies interested in developing innovative solutions with the support of early stage startups .

The Conecta Startup Brasil stands out from other initiatives by focusing on early stage startups connected to solve real market demands. Their actions range from ideation, through connection, training, mentoring and also access to both the market and investments. Approved projects may receive up to R \$ 200,000 in investments.

"The goal of the program is to increase the density of industries and companies that are better equipped to deal with new types of innovation, whether startups or open innovation in general. Also, increasing the density of startups prepared to handle the market," said Guto Ferreira, the president of ABDI.

For companies, the Conecta Startup Brasil is an opportunity to strengthen the open innovation culture, participate in the innovation ecosystem, access new technologies and develop innovative and adherent solutions to their needs. Universities and Research and Development Centers benefit from the interaction with the market and the ecosystem itself.

The initiative also assists investors by delivering more robust startups and solutions tailored to market needs. The same is true for industry and other sectors, which now have innovative solutions thanks to a higher density of startups with an industrial profile.

Read more at (Portuguese): [Softex](#)



Refinancing Loans from FINEP Stimulates Companies to Invest More in R&D

A study by the Institute of Applied Economic Research (Ipea) shows that refinancing loans from the Financier of Studies and Projects (Finep) stimulated the beneficiary companies to invest more equity in their Research and Development (R & D) projects than companies of the same size as did not use public resources managed by the public company.

According to the researchers, access to Finep's direct credit is responsible for raising, on average, 76% the hiring of personnel employed in scientific and technological areas. Therefore, the number of specialized employees acts as a reliable indicator of the actual spending on R & D in the private sector.

Over the last eight years, the value of the FNDCT dedicated to loans via Finep has turned in around R \$ 1 billion per year, with a maximum volume of R \$ 1.36 billion in 2013 and a minimum of R \$ 900 million in 2017. In the year the total amount of R \$ 1.11 billion was lent.

Read more at (Portuguese): [Valor](#)

Goethe Goes Global: Scholarship for Masters

Entries for the 2019 edition of the Goethe Goes Global-Stipendium are open. The Goethe University scholarship, funded by the Johanna-Quandt-Foundation Frankfurt, is an opportunity for students of diverse fields of knowledge who have completed a bachelor's degree in excellence in their discipline and are interested in master's programs.

Goethe Goes Global-Stipendium is a platform for exchanging ideas with other international researchers as well as providing practical research experience under the supervision of excellent teachers at a renowned university with state-of-the-art facilities. Among the benefits is a monthly grant of € 1000 for the standard period of study in a master's program at Goethe-University (usually 2 years). For a period of five years (2016-2020), the university is offering 20 scholarships per year for various master's and master's degrees with special emphasis on research.

Read more at: www.uni-frankfurt.de/masterstip & [DWIH São Paulo](#)



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Success Story

German-Brazil Cooperation Based on Passion and Patience

by Johanna Haunschild, Fraunhofer IPK

Berlin. Based on an interview with Dr. David Domingos for ENRICH in Brazil.

The ENRICH in Brazil interview series for ENRICH Monthly continues with Dr. David Domingos, a German-Brazilian scientist and the managing director of the Fraunhofer Project Centre for Advanced Manufacturing at Technological Institute of Aeronautics (FPC@ITA) based in São José dos Campos, São Paulo state. The purpose of this interview series is to share the stories of people and organizations that have established successful scientific and technological cooperation between Europe and Brazil.

With the establishment of the FPC@ITA, Dr. Domingos has achieved something that was unimaginable for Fraunhofer ten years ago. He built an important bridge between Germany and Brazil in terms of applied research, initiating several projects with industry in Brazil. The offers focus on the process chain in industrial companies, including sustainable innovations in the areas of corporate management, product development, and production systems as well as manufacturing and automation technologies. Opened in March 2018, the centre has still a long road ahead to achieve its core vision to become one of the leading research and development suppliers and institutional references for innovative solutions in Brazil.

But let's take one step back. When Dr. Domingos started as a researcher in 2009 at the Fraunhofer Institute for Production Systems and Design Technology (IPK) based in Berlin, Germany, the institute had only a few research projects in Brazil and even barely had established any contacts and relations with Brazilian industry. During this time, Dr. Domingos started using his vacation not only to visit family and friends, but also to build up a business network by simply making appointments with companies and research institutions in Brazil. It took around two to three years of patience before personal efforts bear fruits. In 2011, the first project was launched with Voith Hydro in the field of welding technology for manufacturing water turbines. The initial contact phase was supported by the BMBF, the German Federal Ministry of Education and Research, that provided financial support for starting the business. The pivotal step, however, that played a significant role in the successful establishment of the FPC@ITA was the SENAI project. The development of a strategic partnership for the Fraunhofer Gesellschaft with the Brazilian National Confederation of Industry (CNI) and the National Service for Industrial Training (SENAI) consequently led to the planning, implementation and evaluation of 25 SENAI Innovation Institutes (ISIs) for applied research in Brazil. This partnership started back in 2012 and is still running nowadays. For Dr. Domingos, the partnership is considered as one of his major accomplishments.

An important point when building contacts and networks to other countries and with organisations from diverse cultures is certainly not only the aim of expanding own contact base and the gains that come along with networking, but first and foremost it involves the passion and interest in implementing projects and ideas. Persistence and not giving up, even if one sometimes sees the clashing of different working cultures as an obstacle, is usually present when convictions and passion are behind it. And exactly these valuable traits has also Dr. Domingos. For him, cooperation and collaboration per se are the main advantages, as he sees them as an exchange of ideas and values, gaining of new perspectives against the background of different cultures and perceptions. As the German and Brazilian culture and values are similar, bilateral exchange in science and technology businesses generates new ideas and creates the basis of positive changes benefiting both parties.

With a first degree in mechanical engineering at the UFSC in Santa Catarina and a master's degree in Aachen at the RWTH in the field of production engineering, Dr. Domingos completed in December 2016 at the TU Berlin his Ph.D. But even before his studies in Aachen, Dr. Domingo's has had first points of contact with Germany as he already completed a one-year internship at the Fraunhofer Institute for Production Technology (Fraunhofer IPT) in Aachen in 2002. The close partnership between the UFSC and German universities and research institutes, which are partly culturally conditioned by predominantly German immigration, supported the career and decision making process of Dr. Domingos.

“Patience and a long breath are the key success factors”

In Germany, Dr. Domingos had to overcome some obstacles especially in the business area. To prove oneself and to prove one's own value might be well known to many who chose to live in another culture.

Nevertheless, he does not seem to have completely lost the necessary and well-known Brazilian flexibility in his daily work: so to say, our interview started with some small talk about private matters and especially about sports. Dr. Domingos is a passionate runner, cyclist and a swimmer.

“I apply a mix of the Brazilian flexibility as well as the German pragmatism in my day-by-day work, and this works fine”

What he appreciates at Fraunhofer the most, is the great freedom that the work as a scientist offers to him. On one hand, the opportunity to contribute and create one's own ideas and, on the other hand, the chance to create and build up something new. This work environment and mind-set guided Dr. Domingos since March 2018 when the Fraunhofer Project Centre for Advanced Manufacturing @ ITA has officially opened its doors in São Jose dos Campos.

The joint venture is considered as the official seal on a strategic cooperation between the German research institution Fraunhofer IPK and one of the top engineering schools in Brazil (ITA). Based within the facilities of the Technological Institute of Aeronautics (ITA), the centre aims at the joint acquisition and implementation of industrial and publicly funded research and development projects, pooling the resources and expertise of both Fraunhofer IPK and ITA.



We thank Dr. David Domingos very much for sharing his valuable experience and being an “Ambassador” for increasing scientific and technological cooperation between Europe-Brazil.