

Inatel

A successful story of academy/business cooperation allied with technological entrepreneurship

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Santa Rita do Sapucaí | MG



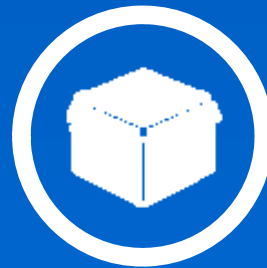
“Vale da
Eletrônica”



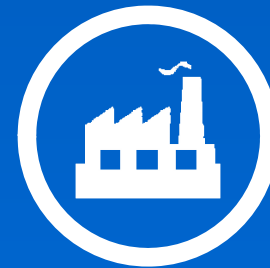
+40 mil
Inhabitants



~USD 1 billion
revenue
(technology
companies)



+14.000
products



+150
companies in
electro-electronic
area



+10.000
Employees

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1965

Instituto Nacional
de
Telecomunicações



Foundation
maintained by a
non-profit
organization



First graduation
course focused in
Telecommunications
Engineering of Latin
America



Graduating
professionals of
excellence for the
last 50 years

Awards



National “Inovative
Entrepreneurship Prize “
2014



Prize “SET 2013”



Trophy “Tele.Síntese 2013
Destaques Inovadores”



Two times awarded
“Santander Best Universities
2013 e 2015”



Prize “Finep innovation 2012”

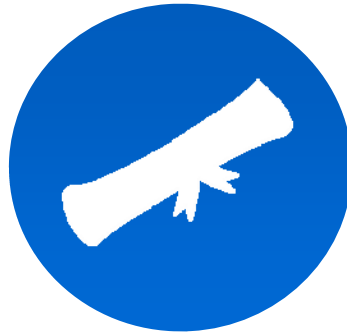


Center of Reference in Radio
communications – Brazilian
Ministry of Communications

Education



Graduation



Postgrad



Masters Degree



Inatel Competence
Center

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Innovative Initiatives



Crowdworking Program



Inatel Smart Campus/Smart House/IoT Lab



Inatel Business School



Inatel's Business Incubator



- Awarded the most Innovative Incubator in Brazil
- Offers ideation laboratories, co-working spaces, consultancy and services to the companies
- Hosts up to 12 incubated companies with an average revenue of USD 80M per year
- 55 graduate companies, generating thousands of job positions in the city

Inatel's Business Incubator



- All students, former students and employees can apply for participating in the Incubation Program
- The Business Plans are evaluated by a board of specialists in finances, administration and entrepreneurship
- The ideas selected enter the Business Incubator program, and start receiving consultancy in finances and administration
- This program lasts for two years

Inatel's Business Incubator



- Every company pays a small fee per month for participating in the program
- Telephony, Internet Access, Acclimatized Rooms, Furniture, 3D Printing services and other convenience services are included in the price
- All the products and ideas developed during the program are property of the company (Inatel does not have rights on intellectual properties)

Inatel's Business Incubator



- More than 55 companies during the last decades participated in the program
- Inatel's incubator helped disseminating the culture of entrepreneurship in the area
- More than 70% of the companies that participate in the program, succeed after they leave
- Thousands of job positions are created in the city by the companies that graduated in the program
- A once agricultural town is now known as the "Brazilian Electronic Valley"

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Partnership with ITU



- 2010/2011 – Postgrad program for Brazilian Regulatory Agency – ANATEL
- 2013 – First distance learning training delivered by Inatel in partnership with ITU, in Mozambique.
- 2014 – Inatel is chosen as the only Brazilian Center of Excellence by ITU (Digital Broadcasting)
 - 2015 – First distance learning training as CoE – “Digital TV Systems”
 - “Satellite Communications” training and “Advanced Topics in Digital Television” are scheduled for 2s2016

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Conclusions – Final Thoughts

- The benefits of allying the Academy with Government and private sector are visible
 - This model can be replicated in other countries
- Having a business incubation program and promoting the entrepreneurship stimulates employees and students
- All those efforts can change a whole region of the country

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The logo for Inatel, featuring the word "Inatel" in a bold, italicized, white sans-serif font. The background is a solid blue color with a pattern of lighter blue squares of varying sizes, some of which have a fine grid or dot pattern.

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