Inatel

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

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“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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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

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Awards

- National “Inovative Entrepreneurship Prize “ 2014
- Trophy “Tele.Síntese 2013 Destaques Inovadores”
- Prize “Finep innovation 2012”
- Prize “SET 2013”
- Two times awarded “Santander Best Universities 2013 e 2015”
- Center of Reference in Radio communications – Brazilian Ministry of Communications
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Innovative Initiatives

- Crowdworking Program
- Inatel Business School
- Inatel Smart Campus/Smart House/IoT Lab
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
• 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)
  - “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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