TECHNOLOGY-BASED ENTERPRISES INCUBATOR CENTER

Dr. María del Pilar Pérez Hernández
Director
TECHNOLOGY ENTREPRENEURSHIP

ENTREPRENEUR

INCUBATION PROCESS
Development of high impact technology-based business, wealth and constant innovation

SOCIETY OF KNOWLEDGE
In an environment that fosters innovation
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

- Product launch
- Generation of 1st and 2nd prototypes
- First production line
- Maximum funding requirements
- Successful marketing
- Break-even point
- Accumulation of losses or gains
- Death valley

Time
TECHNOLOGICAL ENTREPRENEURSHIP

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

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

Teachers and researchers who want their work resulting in companies

Young Teachers and researches with stays in other countries

TECHNOLOGY BASED ENTERPRISE

- Ingenuity
- Ability
- Idea
- Vocation
- INNOVATION
- Technological approach
- Market opportunity
THE CIEBT AND THEIR POLYTECHNIC 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
The IPN has +500,000 people in their community. Many of these ideas are Technology-based.

Some of them with GREAT IDEAS who they want to develop.

With us they receive coaching in:

- Technical Validation
- Research of new Technologies
- Design
- Technological Intelligence

They have greater growth opportunities.

Generate more effective jobs.

http://www.ipn.mx/CIEBT/
POLYTECHNIC INCUBATION MODEL (MIP)

- Entrepreneur profile
- Competitive technological intelligence
- Idea-Project generation
- Enterprise generation
- Strengthening enterprise

Steps:
1. Attracting entrepreneurial initiatives
2. Formalizing Service
3. Development of entrepreneurial skills
4. Lean Start up
SERVICES OFFERED BY CIEBT

- Technical validation
- Commercial validation
- Intellectual property
- Competitive intelligence
- Link to the enterprising environment
HOW DOES IT WORK?

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 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

Ethic
Innovative ideas
Purposeful
Positive attitude
Passionate
Decision taker
Competitive
Team work

Visionary
Deal maker
Risk taker
Focused on market
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”