

# IEEE – CASS Industry Tour (2017)

## Background

The electronic industry is almost inexistent in the region. There are some exceptions but their role and weight into the international electronic industry is negligible. Another important fact to consider is the lack of interest outside the Academia to be part and participate at the CASS, i.e. the chapters in several countries of the region are going to disappear because we cannot meet the minimum of 12 active members. On the other hand, universities are forming very good engineers in electronics that cannot find a job in their field because there is no industry. The last fact to consider is that there are several small companies (startups) willing to play a role and wanting to take the risk but they don't know how to do it.

Based on all the facts presented above it is necessary to train our young engineers that are willing to create a company on how to do it. They need to know how to get capital from a VC, how to present their product to the community, how to present their products outside their own countries, and how to participate in a global market covering hundreds of millions of potential customers. We also need to know the projects they are doing or thinking, and give them real business feedback that will allow them to become the entrepreneurs they are looking for.

To get all those results a tour across the region will be made with the participation of an experienced entrepreneur and a VC. In each city we are going to visit, our experts will first give a talk regarding their experience and then they will listen all the companies and/or projects that are interested to present their ideas and get direct feedback. During the tour we will create a database of companies/projects associated to our domain, so we can start working with them on other CASS activities.

The tour was organized as a 2016 outreach initiative and was funded by the CAS Society with a budget of \$ 5,000. The tour was co-financed by Synopsys.

Based on the budget restrictions only 2 cities were visited during the tour, Bogota, and Lima. More cities can be covered in the future.

## Participants

The tour considered 3 speakers, Victor Grimblatt, Raul Camposano, and James Hogan. Unfortunately, James had to cancel his participation because of personal issues. His part was covered by Raul and Victor. Unfortunately, the cancellation was done at the last minute, so no refund were possible

### Victor Grimblatt

Victor is currently R&D Group Director and General Manager of Synopsys Chile, leader in Electronic Design Automation (EDA). He opened the Synopsys Chile R&D Center in 2006. He has expertise and knowledge in business and technology and understands very well the trends of the electronic industry;

therefore, he is often consulted for new technological business development. Before joining Synopsys, he worked for different Chilean and multinational companies, such as Motorola Semiconductors, Honeywell Bull, VLSI technology Inc., and Compass Design Automation Inc. He started to work in EDA in 1988 in VLSI Technology Inc. where he developed synthesis tools being one of the pioneers of this new technology. He also worked in embedded systems development in Motorola semiconductors.

### Raul Camposano

Raúl is currently the CEO of Sage, a startup in physical design tools for semiconductors. He is also a partner at Silicon Catalyst, an incubator for semiconductor solutions. He was previously the CEO of Nimbic, a startup that was acquired by Mentor Graphics in 2014. From 1994 to 2007 he was with Synopsys, where he served as Chief Technology Officer, Senior Vice President, and General Manager. Prior to joining Synopsys, Raúl was a Director for the German National Research Center for Computer Science, Professor of Computer Science at the University of Paderborn, and a Research Staff Member at the IBM T.J. Watson Research Center. Raúl holds a B.S and M.S. in Electrical Engineering from the University of Chile, and a Ph.D. in Computer Science from the University of Karlsruhe. He has published over 70 technical papers and written and/or edited three books on electronic design automation. Raúl has contributed significantly to building the design community as a whole serving on numerous editorial, advisory and company boards. Raúl was also an Advisory Professor at Fudan University and the Chinese Academy of Sciences. He was elected a Fellow of the IEEE in 1999 and to the board of directors of EDAC (the EDA Consortium) in 2012.

### James Hogan

Jim is currently the managing partner of Vista Ventures, LLC. Jim has worked in the semiconductor design and manufacturing industry for more than 40 years gaining experience as a senior executive and board director in electronic design automation, intellectual property, semiconductor equipment, material science and IT companies. Currently, Jim serves on several private companies' board of directors. Additionally, Jim serves as a strategic advisor to several private and public companies.

### Bogota (Colombia) – October 2<sup>nd</sup> 2017

The event was made at ACIEM Cundimarca (Asociacion Colombiana de Ingenieros – Colombian Association of Engineers), 45 persons attended the event and 9 were connected through videoconference. The program was the following:

1. Welcome – ACIEM President, CASS Chair
2. Latin America Technology Industry Situation – Victor Grimblatt
3. Tech Industry and Startups in Latin America – Raul Camposano
4. Entrepreneurship and Venture Capital – Victor Grimblatt and Raul Camposano

During the afternoon 16 individual meetings with entrepreneurs were held by Raul and Victor.



## Lima (Peru) – October 4<sup>th</sup> 2017

The event was made at Colegio de Ingenieros del Peru (Engineering College of Peru). 35 persons attended the event. The program was the following

1. Welcome – Luis Mendizabal (Colegio de Ingenieros del Peru)
2. Latin America Technology Industry Situation – Victor Grimblatt
3. Tech Industry and Startups in Latin America – Raul Camposano
4. Entrepreneurship and Venture Capital – Victor Grimblatt and Raul Camposano

5. Technology Industry in Peru, Current Situation and Prospective – Sergio Rodríguez (PRODUCE)

2 presentations were made in the afternoon by local companies

1. Tecnología e Inversiones Peruanas SAC – Jose Mauricio Valdez

2. CIDE – PUCP (Gwendolyn Sanchez Pena, Allison Juarez Ruiz)





## Final Remarks

The audience was quite important for the region and we had the opportunity to meet with entrepreneurs and academicians.

It was interesting to discuss about the industry and the potential opportunities for the region instead of discussing just about technology.

We have seen an interest from the audience to create technological startups, however we have also seen a lack of business knowledge.

We have detected the need of specific tech incubator with ties to the Valley. This is an idea to explore.

The event was a success and should be repeated yearly covering other cities of the region.