



**UNFCCC WORKSHOP ON INNOVATION IN  
DEVELOPING COUNTRIES**

**PRIVATE SECTOR EXPERIENCE  
“TECSIS – BRAZIL”**

*BONN, OCTOBER 2014*

# TECSIS TODAY

**FOUNDED IN 1995**

**NUMBER OF EMPLOYEES 8,000**

**ANNUAL TURNOVER US\$700MILLIONS**

**BLADES PRODUCED OVER 45,000**





# TECSIS TODAY

- LARGEST PRODUCER OF **CUSTOMIZED BLADES** IN THE WORLD
- TURBINES WITH **TECSIS BLADES** HAVE, TOGETHER, LARGER THAN **THREE GORGES POWERPLANT** CAPACITY



# PARTNERSHIP WITH GE

- OVER 12 YEARS AND CONTINUING
- **TECHNOLOGY DEVELOPMENT CONTRACTS** FOR ALL OF ITS NEW BLADES (10 YEARS)
- MOLDS, **PROTOTYPE BLADES**, TESTING AND BLADE CERTIFICATION
- **FASTEST “TIME TO MARKET”**
- NTI’s AND NPI’s







## **KEY ELEMENTS OF THE PATH**

- **DESIRE TO CREATE A COMPANY BASED IN TECHNOLOGY**
- **GRADUATION AND POST-GRADUATION AT ITA**
- **8 YEARS AT THE BRAZILIAN AEROSPACE RESEARCH INSTITUTE**
- **PARTICIPATION IN A COOPERATION PROJECT WITH DFVLR AND CCR**
- **“COMPOSITE” – AEROSPACE ENGINEERING AND PRODUCTION COMPANY**

# LESSONS LEARNED



- IT IS POSSIBLE TO CREATE **INNOVATIVE TECHNOLOGY** COMPANIES IN **EMERGING COUNTRIES**
- **EXCELLENT EDUCATION** IS, BY FAR, THE **MOST IMPORTANT** ELEMENT
- **APPLIED RESEARCH** INSTITUTIONS WILLING TO ACCEPT SPIN OFF'S FROM ITS DEPARTMENTS
- THE **COOPERATION** WITH **DEVELOPED COUNTRIES' INSTITUTIONS** ARE ESSENTIAL
  - ITA AND MIT
  - DFVLR AND IAE (THE GERMANS WERE **GENEROUS AND WILLING TO SHARE KNOWLEDGE**)
  - CCRC AND INPE
- MOST EFFICIENT WAY OF COOPERATION IS BY **CONDUCTING A COMMON PROJECT** (EX. DEBRA)
- IDEAL FOR AN EMERGING COUNTRY IS **OPEN COMMERCIAL BORDERS** PROVIDED THAT EXISTS  
A COMPETITIVE INFRASTRUCTURE FOR **SUPPORTING ENTREPRENEURSHIP**  
(**ROADS, PORT, TAXATION, LABOR REGULATION, PREPARED LABOR FORCE** ETC)
- HAVING **EXPOSURE TO HIGHLY DEMANDING SOPHISTICATED** CUSTOMERS AND  
COMPETITORS WERE **KEY FOR MY COMPANY**
- **STRONG IP** REGULATION AND HARMONIZED WITH THE INTERNATIONAL STANDARDS



# THANK YOU

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