



Fondo Multilateral de Inversiones
Miembro del Grupo BID

REPORTE DE ESTADO DEL PROYECTO

JULIO 2018 - DICIEMBRE 2018

SECCIÓN 1: SÍNTESIS DEL PROYECTO

NOMBRE DEL PROYECTO: Puente Labs

Nro. Proyecto: RG-T2852 - Proyecto No.: ATC/ME-16044-RG

Propósito: To support LAC entrepreneurs grow their businesses so they can become sources of accelerated KE job creation

Pais Administrador

ECUADOR

Pais Beneficiario

ARGENTINA, BRASIL, CHILE,
COLOMBIA, ECUADOR, MÉXICO,
URUGUAY

Agencia Ejecutora:

PuenteLabs LLC

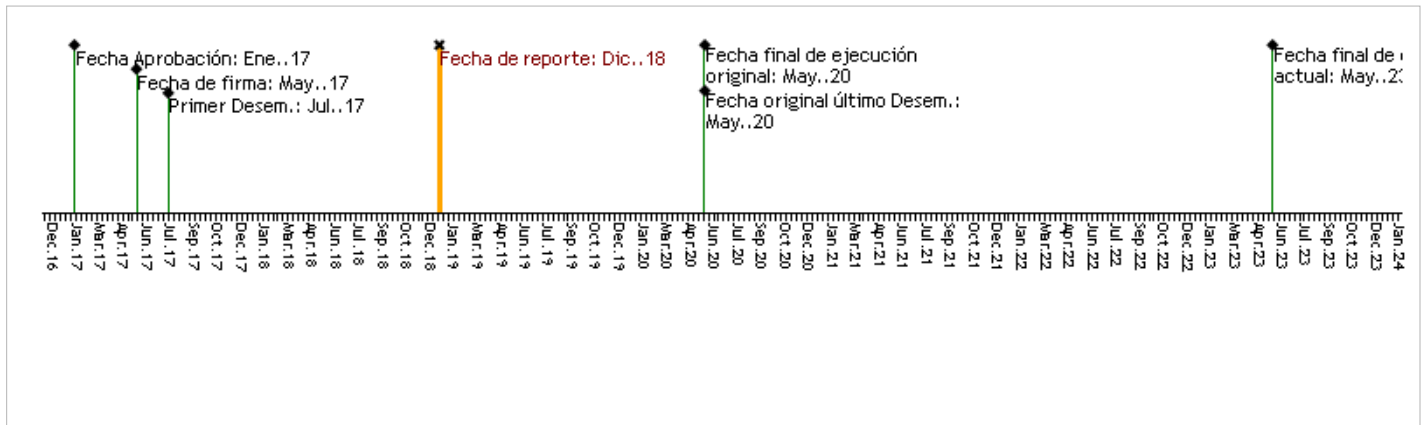
Líder equipo de diseño:

PAULA AUERBACH

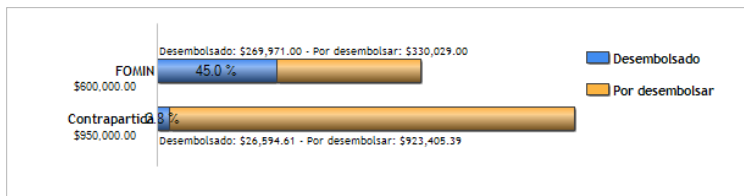
Líder equipo de supervisión:

PAULA AUERBACH

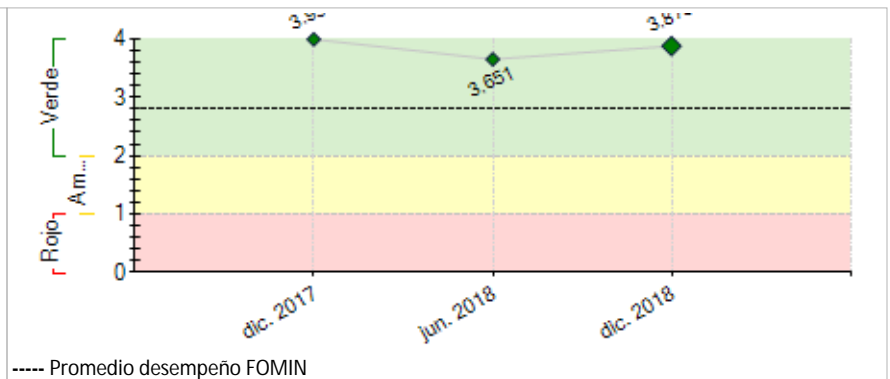
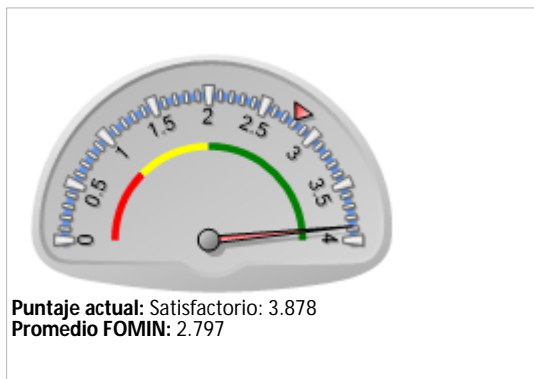
CICLO DEL PROYECTO



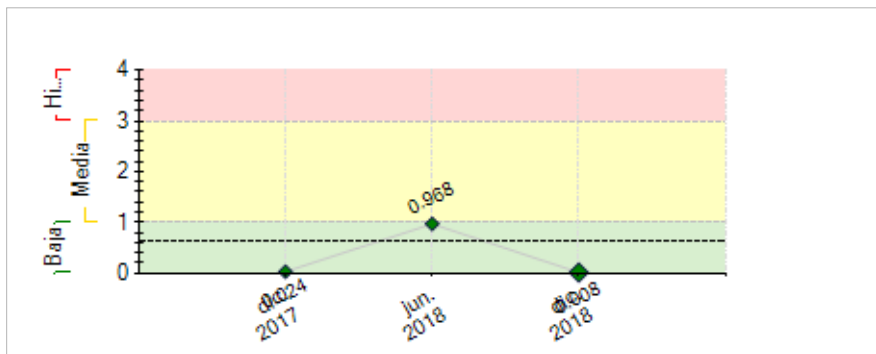
RECURSOS



PUNTAJE DE DESEMPEÑO



RIESGOS EXTERNOS



CAPACIDAD INSTITUCIONAL

Riesgo
Administración Financiera: Alto
Adquisiciones: Alto
Capacidad Técnica: Baja

---- Promedio de riesgo FOMIN: 0.646	
--------------------------------------	--

SECCIÓN 2: DESEMPEÑO

Resumen del desempeño del proyecto desde el inicio

1. Outcome of the project has been moderately satisfactory. Accumulated results:

- Share knowledge (EDUCATE), focused on entrepreneurship and investment, with 2,264 people from LATAM. Countries benefited: BRA, ARG, URU, COL, PAR, MEX
- Gather 787 people from technology sector based in Silicon Valley, with the objective of updating them regarding the LATAM entrepreneurship ecosystem.
- Generation of 124 meeting (CONNECT) in SV for LATAM entrepreneurs. Countries benefited: BRA, ARG, URU, CHI, COL, MEX, PAN
- Host 316 people in SV. Delegations organized by LATAM corporations and governments. Countries benefited: URU, ARG, CHI, BRA
- Support for 12 LATAM startups (LAUNCH ASSIST) during their establishment in SV. Countries benefited: BRA, ARG, MEX, CHI, COL, VEN

2. Currently, the EDUCATE metric has continue to slow down. Decrease of LATAM delegations visiting SV. Webinars are solutions & have secured partners in LATAM.

3. The main risk of the project continues to be additional funding. To mitigate, we have developed services. Specifically, soft landing for selected startups & made to suit workshops & trips.

4. The future perspective of achieving the objectives would be moderate. Metrics have been successful, but additional funding required. If we are able to secure 250K by July 2019, we can continue to expect the perspective of achieving the project to go up.

5. Main action from Puentelabs for the upcoming semester is securing the planned webinars, execute confirmed services.

Comentarios del líder de Equipo de Supervisión

Parcialmente de acuerdo con los comentarios de la Agencia Ejecutora

The challenge is to build a business model that is sustainable

Puentelabs has not been able yet to assure funding for 2019operation

Resumen del desempeño del proyecto en los últimos seis meses

1. Main achievements 3rd semester:

- We continue to deliver valuable connections in SV for LATAM entrepreneurs. During this 3rd semester we did 41.

- We have expanded the connections we make. In this 3rd semester we started connecting LATAM entrepreneurs also with LATAM clients and investors, which are from different LATAM countries.

- The amount of funding has also increased during this 3rd semester. We helped entrepreneurs raise \$5.4M compared to 200K in the 2nd semester.

2. Main areas of difficulties and delays:

- Funding. We continue to struggle finding and securing funding from larger sources, since the startups we support, do not have the monetary capability. We secured \$180K funding, which would have helped us reach the goal of \$200K for December 2018, but the deposit was delayed and it wasn't within our reach to change that. The amount is still committed and we will receive it January or February 2019.

3. Main achievements/goals expected for 4th semester:

- Finalize the \$180K pending deposit previously committed from a third party. Also secure commitment of \$75K from another supporter. These \$75K would probably be deposited starting the 5th semester.

- Achieve 100 valuable connections for entrepreneurs.

- Double the funding of LATAM startups to \$10M

- Increase Launch Assist to 15 startups total.

Comentarios del líder de Equipo de Supervisión

De acuerdo con los comentarios de la Agencia Ejecutora

SECCIÓN 3: INDICADORES E HITOS

Indicadores		Linea de base	Intermedio 1	Intermedio 2	Intermedio 3	Planificado	Logrado	Estado
Fin: To support LAC entrepreneurs grow their businesses so they can become sources of accelerated KE job creation	I.1 KE-jobs created by companies supported through PL's Connect and Launch phases	0	50	400	1200	2000	0	
			May. 2018	May. 2020	May. 2022	May. 2023	Dic. 2017	
Propósito: To support LAC entrepreneurs grow their businesses so they can become sources of accelerated KE job creation	R.1 KE-jobs created by companies supported through PL's Connect and Launch phases	0	50	400	1200	2000	0	
			May. 2018	May. 2020	May. 2022	May. 2023	Dic. 2017	
Componente 1: Educate Peso: 40% Clasificación: Muy Satisfactorio	C1.11 People (entrepreneurs and other ecosystem actors) utilize knowledge via PLs Educate platform	0	400	1600	4896	7344	2264	En curso
			May. 2018	May. 2020	May. 2022	May. 2023	Dic. 2018	
Componente 2: Connect Peso: 25% Clasificación: Muy Satisfactorio	C2.11 People participating in programs/meetings about LAC organized for SV ecosystem	100	250	490	823	988	392	En curso
		Jun. 2017	May. 2018	May. 2020	May. 2022	May. 2023	Dic. 2018	
	C2.12 Meetings generated for entrepreneurs through Connect (Accumulated)	0	6	38	85	110	124	En curso
			May. 2018	May. 2020	May. 2022	May. 2023	Dic. 2018	
C2.13 People participating in programs organized for government/corporate delegations through Connect	140	250	1000	3060	4590	284	En curso	
	Jun. 2017	May. 2018	May. 2020	May. 2022	May. 2023	Dic. 2018		
Componente 3: Launch Assist Peso: 20% Clasificación: Satisfactorio	C3.11 Companies supported through Launch Assist	0	3	12	22	27	3	En curso
			May. 2018	May. 2020	May. 2022	May. 2023	Dic. 2017	
C3.12 \$ raised by companies supported through Launch Assist (accumulated)	0	15000000	30000000	50000000	75000000	0	En curso	
		May. 2020	May. 2021	May. 2022	May. 2023	Dic. 2017		
Componente 4: Community Peso: 15% Clasificación: Muy Satisfactorio	C4.11 PL's community grows (in percentage increased accumulated)	0	200	800	3200	6400	1099	Atrasado
			May. 2018	May. 2020	May. 2022	May. 2023	Dic. 2018	

Hitos	Planificado	Fecha Vencimiento	Logrado	Fecha en que se logró	Estado
H0 Conditions Prior	7	Nov. 2017	7	Jul. 2017	Logrado
H1 Companies supported through LAUNCH ASSIST during their establishment in Silicon Valley	7	Jul. 2018	8	Jun. 2018	Logrado
H2 [*] Local Contribution signed agreements up to USD 200.000	200000	Dic. 2018	17200	Jun. 2018	

[*] Indica que el hito ha sido reformulado

FACTORES CRÍTICOS QUE HAN AFECTADO EL DESEMPEÑO

[No se reportaron factores para este período]

SECCIÓN 4: RIESGOS

RIESGOS MÁS RELEVANTES QUE PUEDEN AFECTAR EL DESEMPEÑO FUTURO

	Nivel	Acción de mitigación	Responsible
1. PL might not achieve the targets agreed upon in the project	Baja	As Puentelabs keeps moving forward, the most valuable metric is connecting Latin American entrepreneurs with our network in Silicon Valley and Latin America. The CONNECT and LAUNCH ASSIST METRICS, which are High Touch/Low Volume, have been positive. EDUCATE has slowed down because there is plenty of content available from other sources. Additionally, it's Low Touch/High Volume. We will achieve the metrics, but our day to day shows us, that the most important activity is connecting entrepreneurs with our network.	Project Guest
2. PL might fail to secure the rest of the project's counterpart funding	Baja	Currently, we consider the severity of this risk as Severe, but we will bring it down to Medium if we secure 250K of additional funding by July 2019. We are waiting for a 90K deposit from Tec de Monterrey and additional 90K by June. By July we would expect a 75K deposit from Argentine government.	Project Guest

NIVEL DE RIESGO DEL PROYECTO: Baja NÚMERO TOTAL DE RIESGOS: 4 RIESGOS VIGENTES: 2 RIESGOS NO VIGENTES: 0 RIESGOS MITIGADOS: 2

SECCIÓN 5: SOSTENIBILIDAD

Probabilidad de que exista sostenibilidad después de terminado el proyecto: PP - Poco Probable

FACTORES CRÍTICOS QUE PUEDEN AFECTAR LA SOSTENIBILIDAD DEL PROYECTO

[No se reportaron factores para este periodo]

Acciones realizadas o a ser implementadas relativas a la sostenibilidad:

- We have already developed products and services that can be monetized by Puentelabs. We're in the process of promoting them.
- We continue to manage the budget in a responsible manner and keep our monthly operational costs to a minimum.

SECCIÓN 6: LECCIONES PRÁCTICAS

	Relativo a Risk	Autor
1. - Hemos aprendido que el riesgo es muy alto si nos enfocamos a obtener capital de gobiernos latinoamericanos. Adicionalmente, sus procesos y expectativas, son difícil de alinear. Hemos tardado más de 1 año en cerrar contribuciones con los gobiernos de México y Argentina.		Franco, Fernando Fernando
2. - Uno de los objetivos de las conexiones que hace Puentelabs es que los emprendedores puedan tener acceso a potenciales inversionistas y clientes. Hemos confirmado que cobrarle por adelantado a dichos emprendedores por estas conexiones, no es viable, pero están abiertos a ofrecer un porcentaje a Puentelabs si reciben inversion y/o cierran un contrato con un cliente. Esto puede aportar a la sostenibilidad de Puentelabs.	Sustainability	Franco, Fernando Fernando