



THE COMPETITIVENESS AND INNOVATION CENTER OF THE STATE OF AGUASCALIENTES (CECOI)

GENERAL INFORMATION

Experience: The Competitiveness and Innovation Center of the State of Aguascalientes (CECOI)

Country: Mexico

Coordinating Institution: Government of Aguascalientes State, Mexico

Other institutions involved: Ministry of Economic Development from the state of Aguascalientes, Ministry of Rural Development and Agro-Industrial of Aguascalientes, Ministry of Tourism of Aguascalientes, Institute for the Development of Knowledge Society of Aguascalientes, State Trust Funds

Duration of the experience: from January 2014 to date

Webpage: www.cecoi.org.mx

Social networking accounts: Facebook: CECOI; Twitter: @cecoiags

Area of the successful experience: SMEs, innovation and high impact entrepreneurship

DETAILED INFORMATION

1) Description

The Competitiveness and Innovation Center of the State of Aguascalientes (CECOI) is a public agency that promotes high-impact entrepreneurship, innovation, linking and development of business competencies and institutional skills that enhance the growth and economic development and competitiveness of the State and the region.

CECOI has institutionally strengthened the areas that drive economic development in the state by contributing to a favorable business environment through an efficient service and innovative programs of high value, to support the opening of new Start-Ups, training, business advice, consulting, linking business-government - academy, promoting collaboration networks and the development of the information technology sector. It also helps



reduce the digital gap and leverage business resources for improved competitiveness of enterprises of different economic sectors

2) Beneficiaries

Since its creation to present, the CECOI has registered 13,492 beneficiaries among entrepreneurs, micro, small and medium businesses in Aguascalientes and the region. It represents a space to turn an idea into a business, by helping develop skills, abilities and bonding with other sectors that allow them to participate in supply chains and programs that support their growth. It also helps students entering work market to participate in collaborative networks to build technological solutions to social and business needs.

3) Implementation

To achieve its objective, the Competitiveness and Innovation Center of the State of Aguascalientes is structured in three strategic areas:

I. Business Development

II. Strategic Information and liasons.

III. International Competitiveness and Information Technology

Having been approved the Law of Creation as a decentralized entity of the State Public Administration, the CECOI is an independent legal entity that has its own budget, and equity. The Government allocates a budget annually to cover operating expenses of the Center.

The Directorate-General submits the annual draft of economic resources, as well as the annual operations plan and the programs and strategic projects for the areas designed to fulfill the purpose of the Centre. Those draft documents have to be approved by the Board of Governors that also approves the guidelines to which CECOI's programs and activities should adhere to. The Board will also approve the mechanisms for coordination and implementation of actions between the public and private sectors that aim to improve the competitiveness and innovation with the participation of all stakeholders in the integration of productive chains and development of new technologies.

Each strategic area runs multiple different programs to provide attention to entrepreneurs and businessmen and women according to their identified needs.

The image on the right shows the Organizational Chart from the Competitiveness and

CARE AND BUSINESS DEVELOPMENT	STRATEGIC INFORMATION AND LINKS	INTERNATIONAL COMPETITIVENESS AND TECHNOLOGIES
<p>Entrepreneurial Training Program</p> <p>Detection of training needs Monthly Training Program Program of specialized courses. Program to Strengthen entrepreneurial skills</p>	<p>COMPETITIVENESS INDICATORS</p> <p>INEGI IMCO CIDE CIMAT ITESM OECD</p>	<p>DEVELOPMENT OF INFORMATION TECHNOLOGIES AND PROMOTING ADOPTION OF TECHNOLOGY IN OTHER ECONOMIC SECTORS .</p> <p>Support Fund TO PROSOFT Software Industry Monitoring the State Strategy for the Development of Industry Information Technology Quality Models and Professional Certifications</p>
<p>BUSINESS UNIT</p> <p>Business diagnosis Business advice consultancy Development and implementation of improvement Plans or business</p>	<p>PROMOTION OF RESEARCH AND INVESTIGATION (I + D + i)</p> <p>Linking technology development projects with universities and research centers and DT</p>	<p>SUPPORT MECHANISMS FOR PROMOTING INNOVATION AND ACHIEVE THE REDUCTION OF THE DIGITAL DIVIDE .</p> <p>Program for the adoption of technology to streamline processes and improve competitiveness E -commerce</p>
<p>ONE-STOP BUSINESS MANAGEMENT</p> <p>Support for opening Companies Formalities Legal and commercial regulations Industrial Property (trademarks, patents and copyrights)</p>	<p>LINKING GOVERNMENT - ACADEMY - INDUSTRY</p> <p>1. Students inserting the Productive Sector 2. Participation in the analysis of educational relevance of academic programs at institutions of higher education</p>	<p>PROMOTION OF ENTREPRENEURSHIP HIGH ADDED VALUE .</p> <p>Programme for the Development of Entrepreneurial Skills in young Value-added projects Collaborative networks "networking"</p>

Innovation Center of the State of Aguascalientes.

4) Accomplishments and Results



Among the most relevant results that the Competitiveness and Innovation Center of the State of Aguascalientes has had is the total number of beneficiaries, up to 13,492 entrepreneurs and businessmen who have received a service or participated in programs and projects.

- 375 training courses have provided a total of 8041 entrepreneurs and business people.
- There have been a total of 874 advisory and consulting

business sessions that include the design and implementation of improvement or business plans.

- A total of 141 new start-ups created.
 - 11 cooperation agreements with 10 academic institutions and 1 entity of the Federal Government to assist in actions that benefit the development of the entrepreneurial ecosystem state.
 - Aguascalientes hosted the second edition of Exchange Competitiveness and Innovation and Entrepreneurship, CECOI was the host and was in charge of the event organization.
 - In the program for Development of the Software Industry, 21 projects were successfully accomplished, encouraging investment and employment generation.
 - 300 certifications on quality models and specializations for both companies and professionals of the IT sector.
 - On a monthly basis, an activity report is issued which includes photographic evidence, statistics, monitoring of programs and projects of the center, as well as the most relevant success stories of participants during the month.
 - The institutional communication program includes the database administration for the dissemination of the programs and projects developed in the institution.
- Use of social networks website and other electronic means to disseminate and positioning the Center.
- For every entrepreneur, there is a registration, diagnosis and follow up through an online platform called Entrepreneur Support Network.



5) Offer cooperation with the region to exchange experiences

Cooperation mode	Terms of cooperation that the institution offers to regional partners (mark with an X)	Dates that can facilitate cooperation (example : between November 2015 - year 2016/2017 ...)
Share information by e-mail	X	From October 2015 to December 2016/17

Teleconferences	X	From October 2015 to December 2016/17
Video Conferences	X	From October 2015 to December 2016/17
Workshops	X	From October 2015 to December 2016/17
Mentoring	X	From October 2015 to December 2016/17
Technical tours and visits of experts	X	From October 2015 to December 2016/17
Other (s) - participate in the creation of other centers of competitiveness	X	From October 2015 to December 2016/17

6) Main contact information:

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7) Additional contact information:

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The collection of succesful experiences is one of the most important tasks of the **Inter-American Competitiveness Network (RIAC)**. As of now, more than 200 projects implemented by countries of the Americas are accesible in the **Signs of Competitiveness in the Americas Report 2012 -2015**: www.riacreport.org. The Organization of American States (OAS) operates as the RIAC Technical Secretariat and serves as liason between countries and multilateral/academic institucions. In 2015, the collected experiences and intellectual contributions will guide the panel discussions during the IX Americas Competitiveness Forum (ACF) – Guatemala City, November 16-18, 2015.

For the latest information on the RIAC and the Signs Report follow us in Twitter [@riacnet.org](https://twitter.com/riacnet.org) #RIACreport