

GIZ Business Trip of Central American Companies from the IT and Green Tech Sector to Germany (12-16 March 2018)

Company profiles for the b2b matchmaking on 15th of March 2018 in Stuttgart



Six companies work in Green Technologies (GT) and IT respectively

IT

Company	Country	Business Model
Kinetos	Costa Rica	Contact center / data mining
Infoware	Costa Rica	Collaboration platform for project management / middleware
Korinver	El Salvador	Apps for business
Meteo Tech	Guatemala	IT-based meteorological software and services
Quality XP Development	Costa Rica	E-commerce platform / IoT provider for Costa Rica
Grupo CIV	Honduras	Data Center, hosting, domain

GT

Company	Country	Business Model
DELLOBO S.A.	Costa Rica	Water analysis and treatment, solar energy, boiler
MERELEC	El Salvador	Energy trading in Mexico, Central America
MAPRECO	El Salvador	Waste management, waste water treatment, biogas
REPELSA	Guatemala	Hazardous waste management (mercury, PCB)
Innovative Business Solutions	Honduras	Renewable energy, energy efficiency, water treatment
Servicios Ecológicos	Honduras	Recycling and waste management

The members of the IT sector



Company	KINETOS	INFOWARE	KORINVER
Participant	Manrique Feoli	Adriana Díaz	Mauricio Quevedo
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Company Profile	KINETOS offers a Software as a Service- platform that automates and personalizes the communication and relationship with customers. It is designed for businesses that require to manage processes and communication with a large amounts of customers in a very personal way. The software also provides Big Data Analysis and smart follow up to customer processes. Among the customers are the Costa Rican Health System and Social Security Office and the Tax Authority.	Infoware offers two services: A collaborative platform that is provided as a service for customers who require a comprehensive solution for planning, execution, communication and supervising their business processes. The second product is a middleware and integration platform that can transport, translate, decompose and adapt messages between two or more applications. It can interact with proprietary systems like UNISYS and IBM mainframe platforms, also Unix Servers, database servers and client / server systems.	KORINVER focuses on offering and developing effective software solutions internationally. KORINVER has experience in developing their own apps and uses that knowledge for creating and maintaining tailored systems for third parties. The company uses and promotes Agile Methodologies, more specifically Scrum. Among its customers are the airlines Avianca and TACA and the Salvadorean Ministry for Economy.
B2B Partner	KINETOS is looking for a commercial European partner for its SAAS platform with recognized ties and credibility with customers in the market.	INFOWARE is looking for a partner with good contacts to potential customers in Germany (municipalities have already signaled interest) to start distribution of its middleware.	KORINVER is looking for partners interested in cost savings assuring quality in software development.

The members of the IT sector



Company	Grupo CIV	Quality XP Development	Meteo Tech
Participant	Erwin Vásquez, CEO and Founder	Carolina Araya, Marketing & Business Development Manager	Norman Avila, CEO and Founder
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Company Profile	<p>CIV (Centro de Inversiones Varias) offers information technologies solutions and operates in four areas:</p> <ol style="list-style-type: none"> 1. web services/e-commerce 2. servers/hosting/domains 3. digital marketing/big data 4. SAAS apps <p>CIV has more than 12 years of experience and offers specialized technical support in English and Spanish. CIV makes business in Latin America and the US.</p>	<p>QXD is an offshore software development company. QXD has specialized in building next-generation products, solutions, platforms, and IP in emerging technology domains, working hand-in-hand with start-ups in joint IP development, prototyping, new product introduction, concept development, product re-engineering, and emerging market-focused IoT solutions. QXD also offers ecommerce software solutions and delivers custom mobile applications to businesses.</p>	<p>Meteo Tech works in software development, IT integration and is a solution provider for small companies in Guatemala. During the last 8 years, Meteo Tech has focused on mapping, weather and climate related application development and IT consulting for meteorological services. The aim is to be the first Latin American virtual meteorological service providing key information to companies that rely on weather data.</p>
B2B Partner	<p>The business focus for Germany is data-based consumer behavior analysis and interaction with users in niche markets (stores, warehouses, subscriptions, memberships). CIV wants to sell its services (B2B, B2C) and establish strategic alliances (B2B).</p>	<p>QXD is looking for a partner in Germany to introduce their e-commerce platform which is suitable for all kinds of business sizes. On the other hand QXD is interested in representing a German company in the field of machine learning/IoT.</p>	<p>Partnership with weather companies in Germany, Outsourcing opportunities in weather related software development. New services and technologies that could be offered in Central America (lightning detection, agro-business weather technology etc.)</p>

The members of the Green Tech sector



Company	Dellobo Consultores	Innovative Business Solutions (IBS)	MERELEC
Participant	Ronald Lobo Rojas, CEO	Marvin Tróchez, CEO	Gustavo Chávez, CEO
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Company Profile	DELLOBO is an engineering company which has specialized on water treatment (disinfection, filtration, dosing systems etc.), boiler technology and renewable energy technologies (e.g. solar). DELLOBO activities cover consulting services but also system installation. The company represents technology providers in the Costa Rican and Central American market.	IBS has three business areas: energy efficiency, renewable energies (especially solar and solar thermal energy) and water treatment. IBS has developed and implemented renewable energy projects for commercial applications as well as for large scale projects. The recently established water unit develops wastewater treatment and water purification projects.	MERELEC is a Salvadorean company which trades energy in the regional Central American energy market (Mercado Eléctrico Regional, MER). Currently, the activities are being expanded to Mexico which recently has liberalized its energy market. Renewable energies are expanding rapidly in Central America and so MERELEC is also exploring new business models, such as the installation of solar systems.
B2B Partner	DELLOBO wants to establish partnerships with German companies providing boiler technology, water treatment solutions, green energy and dosing systems.	IBS is looking for technology providers in renewable energies, energy efficiency and wastewater treatment. IBS offers to represent German companies in the Central American market.	MERELEC is offering its good position in the Central American energy market to partner with German companies for the transfer of new business models/technologies in energy trading and renewable energies.

The members of the Green Tech sector



Company	REPELSA	MAPRECO	Servicios Ecológicos
Participant	Pablo Saravia, General Manager	Xiomara Merlos, General Manager	Esther Ayala, Administrative Manager
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Company Profile	<p>REPELSA is dedicated to hazardous waste management and has two main fields of activities. The first one is the treatment of mercury contained in fluorescent bulbs. The second one is the separation of PCB (Polychlorinated Biphenyl) for instance in older transformer stations and its export and treatment abroad. REPELSA is also interested in entering the renewable energy market in Guatemala, especially solar power.</p>	<p>MAPRECO rents portable toilets and septic tanks. The company has expanded its business activities offering also treatment solutions for industrial and municipal water. MAPRECO plans to build a biogas plant making use of the waste of its toilets and septic tanks as part of the raw material. The possible capacity of the biogas plant is 500 kW.</p>	<p>Servicios Ecológicos is dedicated to recycling and waste management. Materials currently processed are paper, cardboards, low and high intensity plastic.</p> <p>Servicios Ecológicos is planning to start collecting and processing organic waste in order to transform them into organic compost or for biogas production.</p>
B2B Partner	<p>REPELSA is looking for an strategic alliance with German partners for recycling, treatment and re-use or further processing of waste materials (mercury powder, rare earth, glass and aluminum) and for providing services in solar power (feasibility studies, installation of solar systems).</p>	<p>MAPRECO is looking for German partners in composting, waste to energy (biogas) and waste water treatment.</p>	<p>Servicios Ecológicos is looking for German technology for processing organic waste to compost. Another option is a partnership to jointly develop the business model, possibly with a green seal or under a German brand.</p>

Central America at a glance



- 47 million inhabitants
- 6 countries: Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua, Panama
- The region is economically integrated (SICA)
- Since 2005: Free Trade Agreement with U.S. (CAFTA)
- Since 2013: Bi-regional association agreement between the European Union and Central America, including free trade
- GDP growth in 2016: 3,5%
- The countries seek to modernize and diversify their economies through the promotion of new economic sectors with growth potential such as IT or Green Tech
- Key element are small and medium sized companies which represent 95 % of the companies in Central America

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