



Fondo Multilateral de Inversiones
Miembro del Grupo BID

REPORTE DE ESTADO DEL PROYECTO ENERO 2018 - JUNIO 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

País Administrador

ECUADOR

País Beneficiario

ECUADOR

Agencia Ejecutora:

PuenteLabs LLC

Líder equipo de diseño:

PAULA AUERBACH

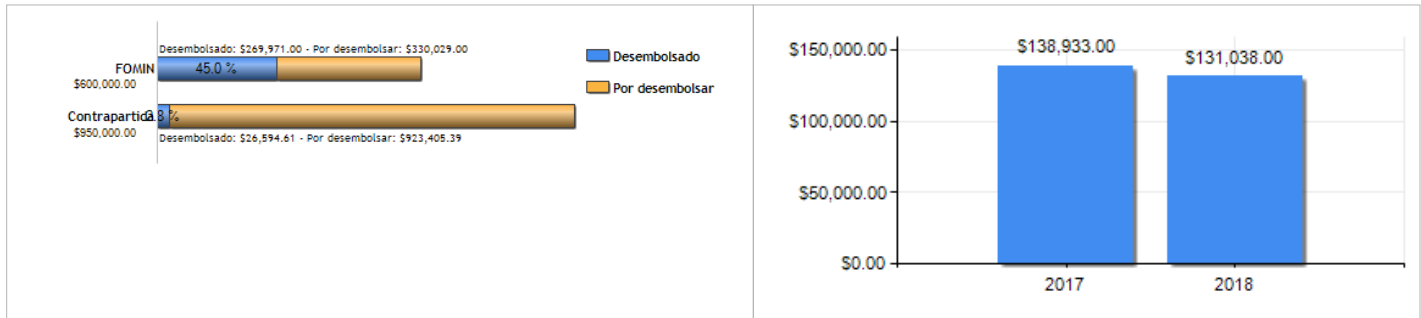
Líder equipo de supervisión:

PAULA AUERBACH

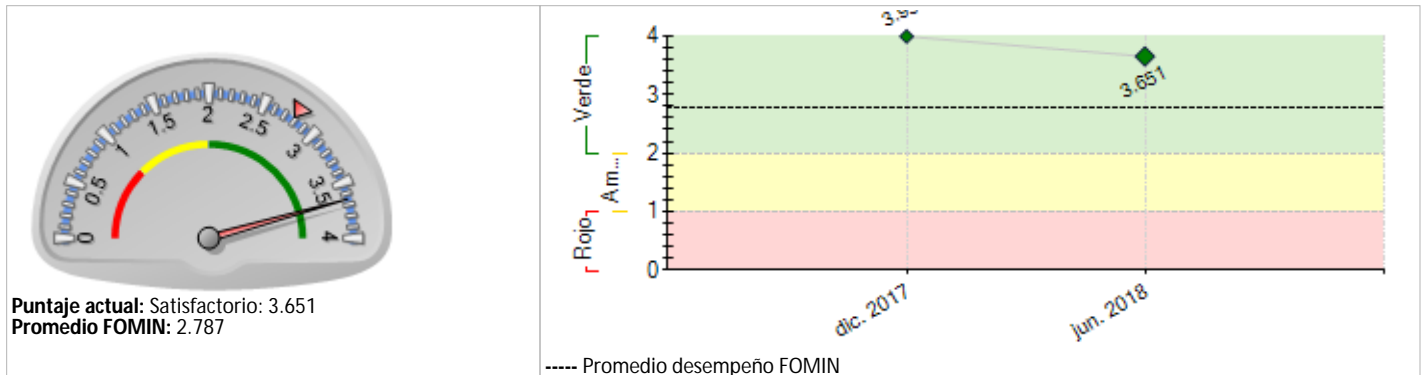
CICLO DEL PROYECTO



RECURSOS



PUNTAJE DE DESEMPEÑO



RIESGOS EXTERNOS

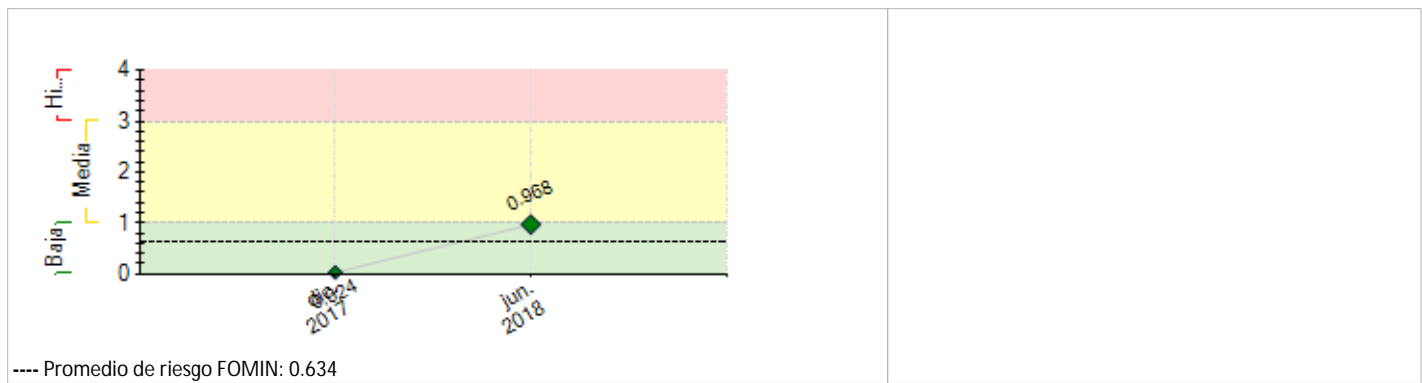
CAPACIDAD INSTITUCIONAL

Riesgo

Administración Financiera: Alto

Adquisiciones: Alto

Capacidad Técnica: Baja



SECCIÓN 2: DESEMPEÑO

Resumen del desempeño del proyecto desde el inicio

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

- Share knowledge (EDUCATE), focused on entrepreneurship and investment, with 2138 people from LATAM. Countries of origin: MEX, BRA, ARG, URU, COL
- Gather 395 people from the technology sector based in Silicon Valley, with the objective of updating them regarding the LATAM entrepreneurship ecosystem
- Generation of 83 meetings (CONNECT) in Silicon Valley for LATAM entrepreneurs. Countries of origin: MEX, BRA, URU, ARG, CHI, COL
- Host 284 people in Silicon Valley. Delegations organized by LATAM corporations and governments. Countries of origin: URU, ARG, CHI, BRA
- Support for 8 LATAM startups (LAUNCH ASSIST) during their establishment in Silicon Valley. Countries: BRA, ARG, MEX, CHI, COL

2. Currently some of the metrics have slowed down (EDUCATE & CONNECT). Main reasons:

- Decrease of LATAM delegations visiting SV and low funding for travel & videos development
- Webinars would be the solution for all

3. The main risks for the project is lack of additional funding. To mitigate, we have identified services which can be monetized.

4. The future perspective of achieving the objectives would be moderate. Metrics have been widely successful, but additional funding is needed. If we get 200-250K of additional funding (2018) it will become highly likely.

5. Main actions from PuenteLabs for the upcoming semesters is organizing more online activities (webinars) and monetize services

Comentarios del líder de Equipo de Supervisión

De acuerdo con los comentarios de la Agencia Ejecutora

El compromiso es conseguir fondos de contraparte de al menos US\$200.000 hasta Diciembre 2018 para asegurar la continuidad de las actividades del proyecto

Resumen del desempeño del proyecto en los últimos seis meses

1. Main achievements 2nd semester:

- Share knowledge (EDUCATE), focused on entrepreneurship and investment, with 236 people from LATAM. Countries of origin: MEX, BRA, ARG, URU
- Gather 77 people from the technology sector based in Silicon Valley, with the objective of updating them regarding the LATAM entrepreneurship ecosystem
- Generation of 38 meetings in Silicon Valley for LATAM entrepreneurs. Countries of origin of entrepreneurs: MEX, BRA, URU, ARG, CHI, COL
- Host 9 people in Silicon Valley. They were part of delegations organized by LATAM corporations and governments. Countries of origin: BRA
- Support for 5 Latin American startups (LAUNCH ASSIST) during their establishment in Silicon Valley. Countries of origin of startups: BRA, ARG, CHI, MEX, COL

2. Currently some of the metrics have slowed down (EDUCATE & CONNECT). Main reasons:
- Decrease of LATAM delegations visiting SV and low funding for travel & videos development
 - Webinars would be the solution for all.

3. Main actions from PuenteLabs for the upcoming semesters is organizing more online activities (webinars) and monetize services. The main goal is to secure at least 200K of additional funding by December 2018.

Comentarios del líder de Equipo de Supervisión

De acuerdo con los comentarios de la Agencia Ejecutora

SECCIÓN 3: INDICADORES E HITOS

	Indicadores	Línea 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	2138	En curso
			May. 2018	May. 2020	May. 2022	May. 2023	Jun. 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	395	En curso
		Jun. 2017	May. 2018	May. 2020	May. 2022	May. 2023	Jun. 2018	
	C2.12 Meetings generated for entrepreneurs through Connect (Accumulated)	0	6	38	85	110	83	En curso
			May. 2018	May. 2020	May. 2022	May. 2023	Jun. 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	Jun. 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	390	Atrasado
			May. 2018	May. 2020	May. 2022	May. 2023	Jun. 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	Responsable
1. PL might fail to secure the rest of the project's counterpart funding	Media	PuenteLabs is deep in the process of securing 200K from the Mexican Government (INADEM) in the second semester of 2018, which would comply with the goals set with FOMIN. Furthermore, PuenteLabs is developing services which can be monetized and increase the metrics of the project. Currently, we consider the severity of this risk as Severe, but we will bring it down to Medium if we secure the 200K and additional funding.	Project Guest

2. PL might not achieve the targets agreed upon in the project	Baja	During the second semester of the project, some of the metrics have not grown as fast as expected, nevertheless, PuenteLabs is on track to comply and surpass them. For this third semester, PuenteLabs will develop webinars which will be able to reach a larger number of entrepreneurs in Latin America. This will improve our metrics on EDUCATE, and keep us within budget.	Project Guest
NIVEL DE RIESGO DEL PROYECTO: Media 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

Factor	Comentarios
[X] Ausencia de un plan de sostenibilidad o inadecuada implementación del mismo	El mecanismo de financiamiento de las actividades del proyecto aún no es sostenible y debe asegurar fuentes de financiamiento
[X] Fondos de financiamiento de las actividades	
Acciones realizadas o a ser implementadas relativas a la sostenibilidad: - We developed new products and services which could be potentially monetized. This would bring in additional funding for PuenteLabs. - We have maintained the lowest possible burn rate in our budget, without compromising the metrics of the project.	

SECCIÓN 6: LECCIONES PRÁCTICAS

	Relativo a	Autor
1. We had planned to develop highly produced educational videos for our EDUCATE metrics, but because of the lack of additional funding, we have not been able to make them. So, it's important to pivot, be creative, and come up with a more cost effective way of obtaining the required metrics. That's why we have come up with the idea of organizing webinars with experts in Silicon Valley, sharing knowledge with entrepreneurs based in Latin America.	Implementation	Franco, Fernando Fernando
2. Latin American governments were considered as potential sources of funding for this project, but they are very bureaucratic and their processes are long and slow. It's important to consider being more self sufficient by developing products and services which could be monetized and also increase the metrics of the project.	Design	Franco, Fernando Fernando