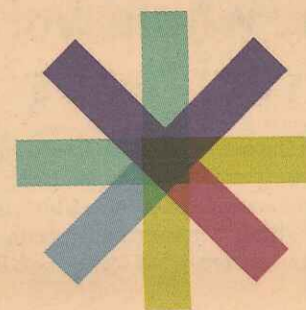




# export to

SPONSORED BY  
Taylor Vinters



A Business Weekly initiative - online and in print - to help local companies identify new global markets for trade and potential expansion opportunities.

www.taylorvinters.com

## Chile hot for Cambridge Connection collaborations

Cambridge Connection, which is promoting the UK technology cluster to new global partners, has opened up Chile for the respective business communities.

Having helped set up several new trade links with peers in Singapore, the collaboration powerhouse has brokered a collaborative opportunity for Cambridge in South America through its efforts in Santiago.

Struan McDougall of Cambridge Capital Group, a key player in the initiative told Business Weekly that new territories were on the radar, including Hong Kong.

"Cambridge Connection Santiago is an extension of Cambridge Connection Singapore last year. Cambridge Capital Group is going international to assist our portfolio companies and attract foreign investors into the Cambridge cluster.

"In June we will be repeating our event in Singapore with Taylor Vinters and going on to Hong Kong where we have personal connections through two of our members. In Chile we work with one of our international members, Zentynel, a private life sciences investment group."

The Chile venture was supported by UKTI and a range of high profile Chilean sponsors including Fundacion Chile, the Cambridge Society of Chile, Fraunhofer Chile, Carey (Chile's leading law international law firm) and Chile Global Angels.

Cambridge early-stage companies who took part in a 'Pitch Fest' at the Prince of Wales Country Club were Pneumacare, Ionscope and Knowledge Transmission - a portfolio company already selling into South America - as well as Cambridge Capital Group itself and eight local hi-tech start-ups.



CCG and friends at the Pitch Fest in Santiago

Receptions were hosted by the UKTI and Carey law firm. CCG International investors also visited Harting Group, a private chemical business diversifying into Omega 3 and anti-cholesterol nutraceuticals. McDougall said: "Today Chile is one of South America's most stable and prosperous nations. It leads Latin American nations in

human development, competitiveness, income per capita, globalisation, state of peace, economic freedom, and low perception of corruption. It also ranks high regionally in sustainability of the state and democratic development. In May 2010, Chile became the first South American nation to join the Organisation for Economic Co-

operation and Development.

"Chile is a founding member of the United Nations, the Union of South American Nations and the Community of Latin American and Caribbean States. Since July 2013, Chile is considered by the World Bank as a high-income economy and hence as a developed country."

## Cambridge EdTech firm signs key distribution deal in Mexico

Knowledge Transmission, a Cambridge educational technology (EdTech) startup has signed a distribution contract with Mexico-based Mantis ELT and Provesa.

Mantis and Provesa have joined together in partnership to deliver these ground breaking social learning courses to clients in Mexico and Central America.

Provesa is the fastest growing education distributor in Mexico and Mantis is a highly regarded editorial packaging company that creates courses for the largest publishers in the world

Sam Loose, CEO of Knowledge Transmission said: "Without a doubt Mantis and Provesa are the right distributor for Northern Latin America, their staff are some of the best known educators in Mexico and Central America, having worked for all for the largest global publishers, both Latin America and internationally.

"With the combination of their localised content for the High school market delivered via our platform and their excellent distribution contracts with the state and private sector, we are moving forward our

launch date from August to May."

Knowledge Transmission is an online social learning platform that aims to be the way students access content in emerging economies. Knowledge Transmission delivers online learning courses from international publishers to universities, schools and other education organisations via a client branded platform, providing the technology and content students need for today's learning.

Berta de Llano, owner of Mantis ELT, said: "Our tertiary and high school market is ready for an affordable learning solution that works in Mexico and Central America.

"We have many issues with connectivity and this is the first educational platform that provides online and offline access via their use of HTML 5 technologies.

"The speed of the platform is something rare in digital offerings and really the solution we have been searching for to deliver ELT content to our mass educational market. We look forward to introducing a variety of ELT programs on the KT platform to both state and private institutions over the next years to come."



Pictured left to right: Luis Javier Olivar, Berta de Llano, Sam Ezra Loose and Javier Arellano