



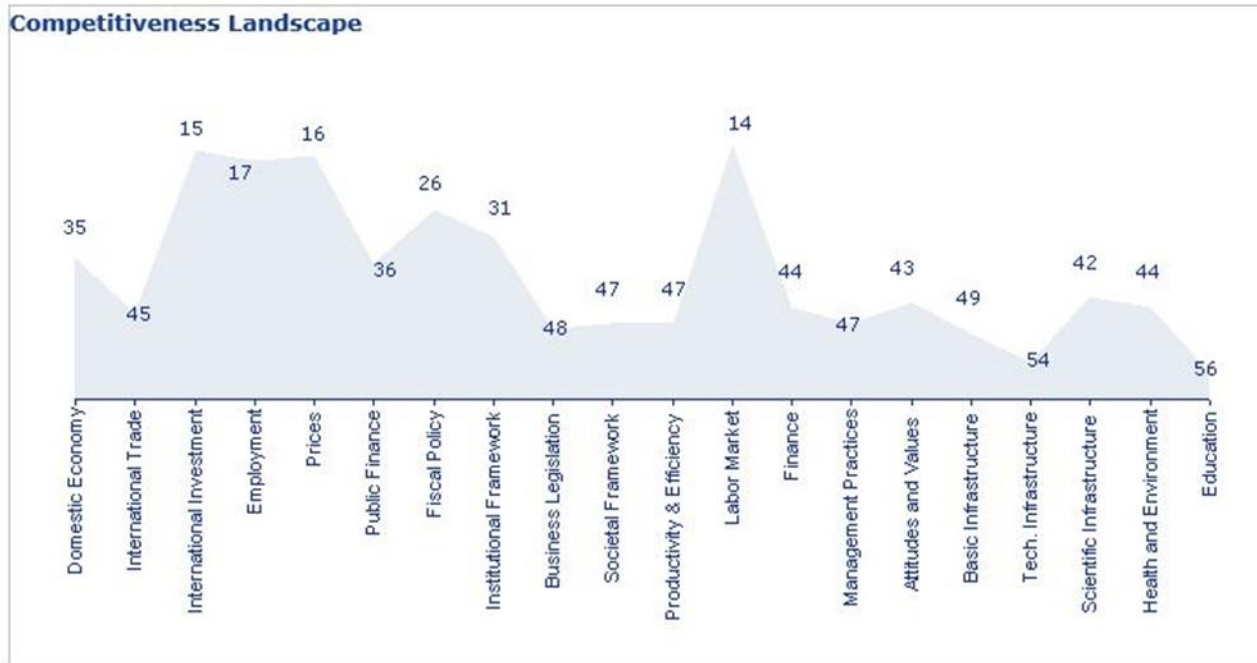
RED GLOBAL DE MEXICANOS CALIFICADOS EN EL EXTERIOR 1ST REGIONAL MEETING EUROPE

ENTREPRENEURSHIP
BRUSSELS, BELGIUM
2ND AND 3RD JUNE, 2014

SOME CONTEXT



- “The Mexican government announced plans Monday to invest about \$100 billion in rail, road, telecom and port projects over the next five years, including Mexico's first high-speed rail links” –AP– July 15, 2013
- “Mexico (CFE) would move almost 5.8 billion cubic feet of gas per day in a planned investment of USD \$2.25 billion” –Reuters– May 21, 2014
- “Pemex will invest more than USD \$ 2.1 billion to produce shale gas” –General Director interview– March 31, 2014
- “Total investment required to develop and produce shale gas and oil is estimated in USD \$ 226.8 billion” –General Director interview– March 31, 2014



IT'S NOT ABOUT THE BIG COMPANIES

It's about reinforcing competitiveness of Small and Medium Business to:

- Promote employment
- Transfer global performance practices
- Knowledge transfer
- Enable businesses based on ideas
- Close the gap among Universities and Real Job Market

WHO WE ARE



RGM

- A network of qualified professional, middle and upper management
- They went to study and initiate/continue their professional career outside Mexico
- They were moved aboard from Mexico into Global roles to contribute the performance of their companies in a competitive world

Expertise

- Mechanics
- Electronics
- Information Technology
- Quality
- Innovation
- Business transformation
- Industrialization
- Chemical processes
- Project Management
- Building
- Transport and Logistics
- ...

Industries

- Pharmaceutical
- Transport
- Information technologies
- Telecommunications
- Electronics
- Finances
- Mining
- Services
- ...

Experience

- ABB
- SIEMENS
- ALSTOM
- Nestlé
- General Electric
- Nyrstar
- Cisco Systems
- Mercer
- Microsoft
- SAP
- Oracle
- Ubisoft
- Swiss Re
- CEMEX
- ...

UPDATING CAPABILITIES INVENTORY MUST BECOME A CONTINUOUS PROGRAM

ROLES WE PLAY / WE CAN PLAY



STAGE	STEP	ROLES
Idea	Feasibility	Facilitator to develop business model
	Business case	Facilitator to develop business model
Project	Planning	Act as a lead coordinator and facilitator
		Knowledge transfer
	Execution	Encourage partners to join the process
		Help mobilizing resources
	Closing	Facilitator to work it out
Program	Stabilizing	Facilitator and knowledge transfer
	Improving	Facilitator and knowledge transfer
	Innovation	Coordinator and knowledge transfer

OUR CAPABILITIES CAN SUPPORT PROGRAMS ALL ALONG THEIR LIFECYCLE

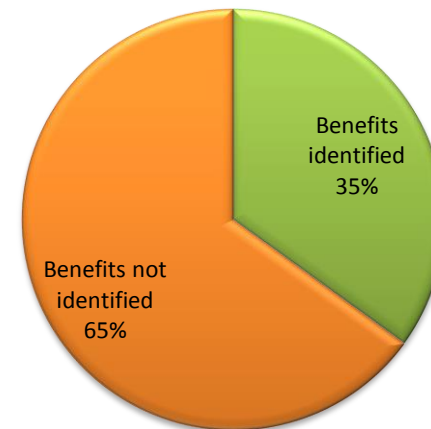
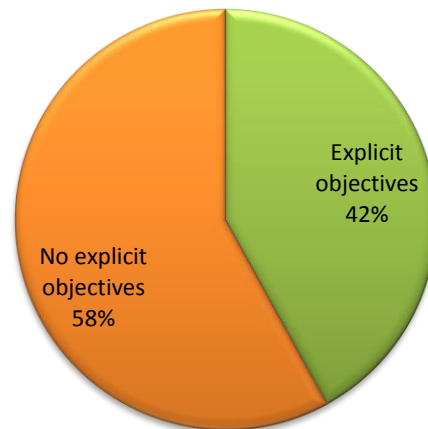
PROJECT PROFILE



SUCCESS CRITERIA

- Impact; enough to improve metrics
- Volume; enough to create a trend
- Enterprise enabled for international competitiveness
- Increased value added in products – moving from brute force to brain force
- Reflect benefits in quality of life of employees
- Social responsibility oriented

OUR PORTFOLIO HAS 100 PROJECTS



WE REQUIRE TO THINK DIFFERENT FOR THE PROJECTS TO MEET THE CRITERIA



APPROACH

- Two paths for action
 - Improve our own projects for direct entrepreneurship
 - Leverage our capabilities to promote entrepreneurship outside the RGM network
- Enabling effort to promote research, innovation and entrepreneurship in young people

PROPOSED ACTIONS

- a Mentoring program for competitiveness and internationalisation
 - Enterprises
 - Executives
 - Students
- b Exposure program on research, innovation and entrepreneurship directed to young people
 - Develop interest for research from childhood
 - Feed industry with academic knowledge
 - Develop entrepreneurship spirit thru example
- c Enhance RGM internal cohesion
 - RGM wide events coordination platform
 - Programs synergy

IT'S ABOUT CONNECTING KNOWLEDGE AND NEEDS, PEOPLE AND NOVELTY

NEXT STEPS

