



UNITED NATIONS



SIXTY YEARS WITH LATIN AMERICA AND THE CARIBBEAN

Seminar: "Offshore corporate services in Latin America and the Caribbean"

Celso Furtado conference room, ECLAC

Santiago, Chile, November 18, 2008

Programme

- 8:30-9:00 Registration
- 9:00-9:30 Introduction/welcome
Laura López, Secretary of the Comisión, ECLAC
Carlos Alvarez, Executive Vice-President, Chilean Economic Development Agency (CORFO)
- 9:30-11:00 Offshore corporate services: opportunities and challenges for Latin America and the Caribbean
Moderator: René Hernández, ECLAC
Keynote speaker: Gary Gereffi, Duke University
Comments:
Michael Mortimore, Head of the Unit on Investment and Corporate Strategies, ECLAC
Norberto Varas, Teleperformance
- 11:00-11:15 Coffee break
- 11:15-13:00 Foreign direct investment in offshore corporate services: impacts for local economies
Moderator: Mario Castillo, CORFO
Juan Zepeda, PROESA (El Salvador)
Vanessa Gibson, CINDE (Costa Rica)
Manuel San Pedro, Arcor, former executive director of Cluster Córdoba Technology
Raúl Rivera, Foro Pro Innovación (Chile)
Ailtom Barberino, Stefanini
- 13:00-14:30 Lunch
- 14:30-15:45 Eliminating bottlenecks: strategic agendas for the offshore corporate services industry
Moderator: Carlos Razo, ECLAC
Part I: Presentations
Chile: Mario Castillo, CORFO
Dominican Republic: Mildred Santos, CEI-RD
Brazil: André Limp, APEX
Uruguay: Irene González, CUTI (Cámara Uruguaya de Tecnologías de la Información)
- 15:45-16:00 Coffee break
- 16:00-17:30 Part II: Comments
Gary Gereffi, Duke University
Marc Vollenweider, Evalueserve
André Schenkel, Citigroup
Maria Angela Barros, Motorola Brasil and President of ANPEI (Associação Nacional de Pesquisa, Desenvolvimento e Engenharia das Empresas Inovadoras)
Summary and final comments: Márcia Tavares, ECLAC
- 17:30-18:00 Closing session:
Liliana Macchiavello, Executive Vice-President of the Chilean Foreign Investment Committee
Martine Dirven, Officer in Charge of the Division of Production, Productivity and Management, ECLAC