

**Call for  
Enterprises  
and  
Entrepreneurs**

**20  
24**  
APRIL - JULY

**Be part of your company's  
internationalization through  
IELSM**



**8.0**

**INTERNATIONAL  
ENTREPRENEURSHIP-LAB  
SMART MONEY**



**An authentic digital platform  
to readapt the business and  
internationalize companies**



UNIVERSIDAD DE  
GUANAJUATO

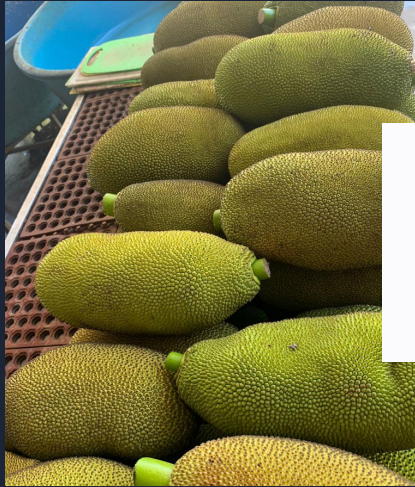


# EXAMPLES OF OUR SUCCESS

## JackFruit Guys

Mexican company dedicated to providing the world with the highest quality “yaca” products. Today is a partner of the IELSM. Jackfruitguys has found new market niches and distributors in Germany.

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## PHR Servicios

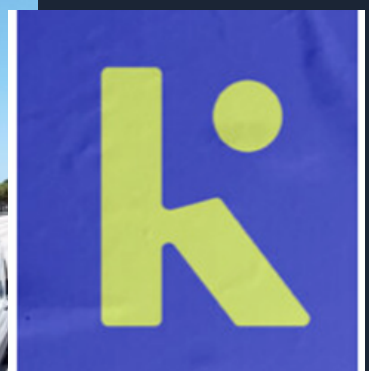
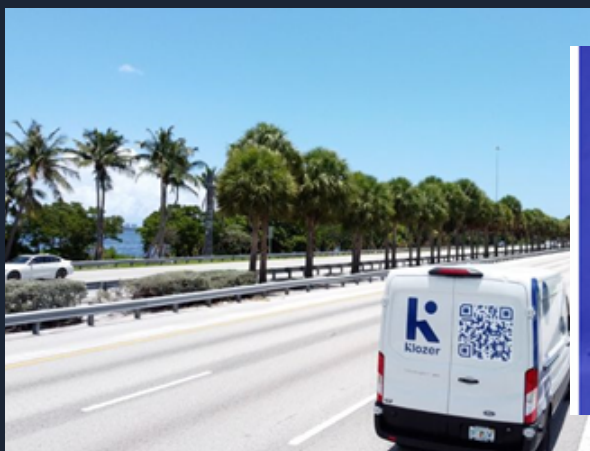
Mexican company that provides services for potato cultivation with aeroponic technology. Today it is an IELSM partner and has been able to build international alliances to develop its services in Africa.

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## KLOZER

Argentine logistics company for the export of food and drinks. Partner of the IELSM and has been able to expand in the international European market and also in the the American market as a result of the ideas and creativity transferred by the IELSM.



... und we have more!

# INTERNATIONAL ENTREPRENEURSHIP-LAB SMART MONEY

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The Internationalization of your business model through  
global alliances



Among the **TOP 10 finalists** in  
2023 out of 186 projects in  
Germany



**If you are an entrepreneur who recognizes the challenges and logics of the new market and want to explore other more simplest, successful and less cost impacting ways...**

## **Entrepreneurs**



**If you are an entrepreneur and you have business ideas that are not yet developed enough or you already have them, but you need to transform them in a real and attractive business...**

**..... at the IELSM we have a plan for you!**

# What and how do we do it?



We generate the conditions and resources for the acceleration and internationalization of the business models of entrepreneurs, providing strategic, organizational and operational support in an agile and simple way. We use international and multicultural know-how, having as a great support the best specialists and recognized universities.



## INPUT



KICK OFF AND VALIDATION FOR ACCELERATION



ACCELERATION THROUGH THE INNOVATE ECOSYSTEM

## OUTPUT



READAPTATION, INTERNATIONALIZATION AND FINAL ACCELERATION

## What you will get with the IELSM.....

- 1 Business alliances
- 2 Alliances with financing capital
- 3 Alliances with international experts
- 4 Alliances with international universities
- 5 Business model readaptation
- 6 New customers on a global scale

# Our business fields, country and partners



## CURRENTLY + OF 40 BUSINESS MODELS IN 17 COUNTRIES

1. Clean Energy
2. Logistics and Food
3. Smart Recycling
4. Digital Educational Services
5. Artificial Intelligence and Logistics
6. Smart Agriculture
7. Organizational Reengineering
8. Entrepreneurship in Ukraine
9. Textiles and Fashion
10. Agricultural and Aquaculture Exports
11. Biosecurity and Recycling
12. Digital Legal Services
13. Aeronautics
14. Food and Drinks
15. Ecotourism
16. Productive Immigration in Europe

## COUNTRIES

- GERMANY
- ENGLAND
- SCOTLAND
- SPAIN
- KENYA
- GHANA
- NIGERIA
- JAPAN
- MEXICO
- CUBA
- COLOMBIA
- VENEZUELA
- UNITED STATES
- COSTA RICA
- ECUADOR
- ARGENTINA
- PERU

- Business & Law School (BSP) - Germany
- Universidad Tecnológica de Querétaro - Mexico
- Universidad de Guanajuato - Mexico
- Universidad Autónoma de Madrid - Spain
- Universidad Castilla-La Mancha - Spain
- Glasgow University - Scotland
- Loyola University New Orleans, United States
- Cape Coast University - Ghana
- Nairobi University - Kenya
- Universidad Autónoma de Yucatán - Mexico
- Universidad Nacional Costa Rica
- Universidad Autónoma de Querétaro - Mexico
- University of Reading - England
- Universidad Pontificia Bolivariana - Colombia
- Universidad Estatal de Milagro - Ecuador
- Universidad de la Habana - Cuba
- Universidad CAECE - Argentina



**Our partners are our best references**



## Why are companies and entrepreneurs with us?

We offer entrepreneurs a multicultural digital coworking space with international experts and young talent with high creative capacity in international business, increasing the possibilities of access to new resources and making the business model more attractive and visible at a global level.

### Unique method and mindset

International and multicultural expertise in business with a diversity of agents related to innovation and entrepreneurship.

### International support

Support of more than 19 universities, more than 60 companies and public institutions from Europe, Latin America, Asia and Africa.

### Coworking permanent

We have a stock of professionals in international entrepreneurship in different areas and from prestigious universities around the world, adding to them more than 60 international experts.



## Best results since 2021

More than 1080 participants

- ✓ Acceleration of more than 80 business models.
- ✓ Training of more than 70 Catalysts (Academics) in international entrepreneurship.
- ✓ Participation and connection with more than 60 international business experts.
- ✓ Inclusion of female entrepreneurship with more than 20 business models.
- ✓ More than 19 universities around the world are part of the digital platform.
- ✓ More than 20 global business alliances with companies.
- ✓ More than 750 international students trained in international entrepreneurship in digital platforms.
- ✓ Creation of more than 26 digital business and entrepreneurship ecosystems.
- ✓ More than 50 business models in cooperation with universities.
- ✓ IELSM among the 10 finalists of the 186 projects participating in the **IMPACT DIVERSITY AWARDS 2023** in Germany.

# BENEFITS AND OPPORTUNITIES

## ENTREPRENEURS



- Rapid readaptation of the business model to the current context of the international market.
- Development of strategic alliances to attract resources in innovation, entrepreneurship and finance.
- Utilization of the IELSM as an international digital business driver to promote and monetize the business.
- Attraction of new customer segments.
- Development of business ideas ready to be started up in the market.
- Business training in the field of international business.
- Access to the IELSM international talent pool to be integrated into the company's development plans.
- International consulting to strengthen innovation capabilities in all operational areas of the company.
- Personalized advice to companies to undertake new business ideas.
- International promotion of the company's services through the IELSM.

**In a very short time we will make your business more attractive**





# Registration Open until March 20 th 2024

**IELSM PHASE 8.0**



## Steps for registration

- 1- IELSM registration:  
<https://forms.office.com/r/aH66Kbd8FZ>
- 2- IELSM team contacts you to agree on the terms of your participation.
- 3- Registration of your business model to start in April 2024.

**April - JULY 2024  
(7 working sessions)**

## Join the IELSM and contact us here:

**IELSM: [contact@ielsm.com](mailto:contact@ielsm.com)**



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**[www.ielsm.com](http://www.ielsm.com)**