

INSTITUTO NACIONAL DE TECNOLOGÍA INDUSTRIAL  
NATIONAL INSTITUTE OF INDUSTRIAL TECHNOLOGY

# CREATING JOINT OPPORTUNITIES WITH ARGENTINE TECHNOLOGY AND INNOVATION

MUMBAI | NOVEMBER, 2020



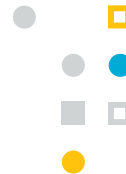
## MISION

## VISION



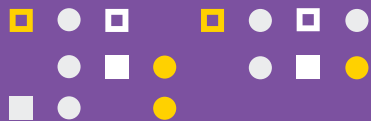
Strengthen the development of the national industry through the **generation and transfer of technology**, the **certification of processes, products and people**, the dissemination of **measurement standards** and the **quality assurance** of goods and services produced throughout the country.

To be the national agency that **leads industrial innovation**, consolidating its role and reputation in technological development, quality assurance and metrology to **help SMEs face their challenges** and **improve people's quality of life**.



- Technology and Innovation for industrial development

## INTI in numbers



We support the technological development of our SMEs throughout the national territory, through the **generation and transfer of innovations.**

46

Technology Centers

+2000

Professionals & technicians

+8000

Industrial services

+200

Accredited Laboratories

+20

Pilot Plants

+15000

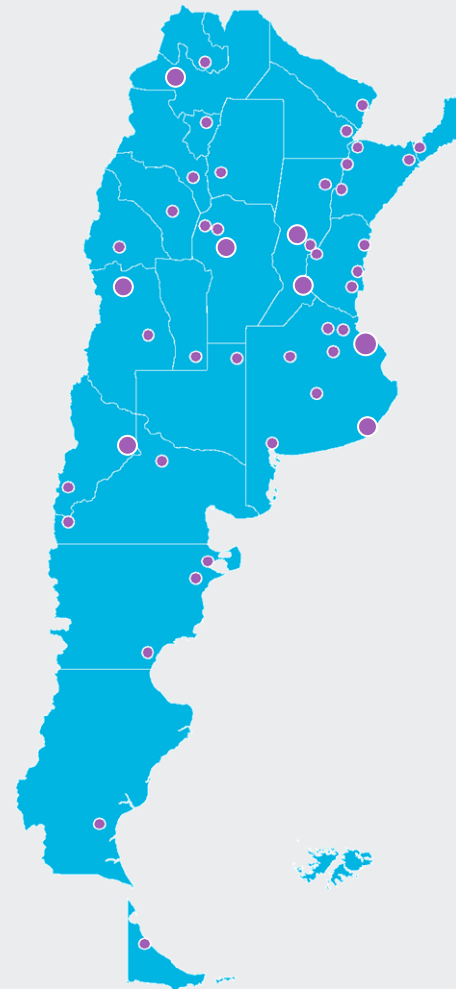
SMEs assisted per year

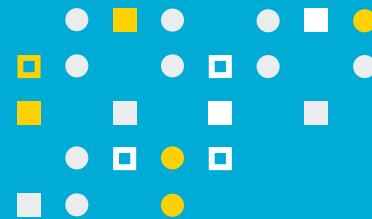
+150

R&D projects in progress

+20

Int'l Cooperation Projects





# Main lines of action



## Industry Services

Through a federal network of laboratories we offer **technical assistance, analytical services, testing** and **training** to the entire industry.



## Metrology & Quality

We are the **National Institute of Metrology**, in charge of quality assurance in measurements related to industry, commerce and public safety.



## Technological support to the State

We provide technical assistance to **all jurisdictions of the National State** in order to ensure compliance with current regulations.



## Technological Development & Innovation

We work on the **development and transfer of technology** in order to provide solutions to the problems and innovation needs of the industry.

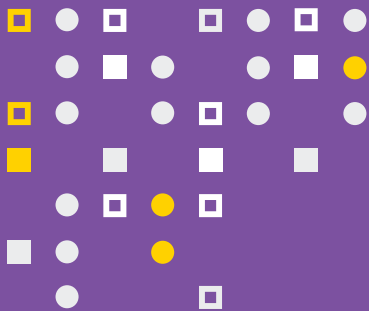


## Certification Body

We are **the only certification body in the public ambit** and we participate as an independent third party in the certification of products, processes and people.



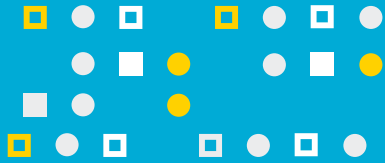
# Industrial Capabilities



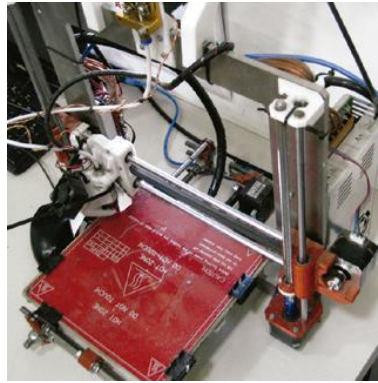
- Automotive
- Biotechnology
- Building
- Cereals and oilseeds
- Chemical & Pharma
- Communications
- Dairy products
- Electronics
- Energy
- Farm Equipment
- Food and drinks
- Industry 4.0
- Leather
- Meat
- Mechanics
- Medical equipment
- Micro & nanotechnology
- Mining
- Oil and gas
- Packaging
- Renewable energy
- Rubber and plastics
- Software
- Textiles
- Transport and logistics
- Wood and furniture

Technology and Innovation for industrial development

# Equipment



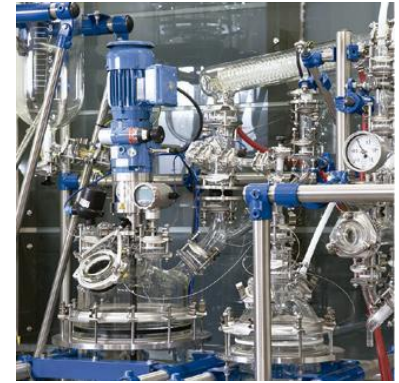
We have a network of technology centers made up of **specialized professionals** and **unique equipment** in the country to provide comprehensive assistance to SMEs.



Polymer and Metal  
3D Printers



Industrial  
tomograph



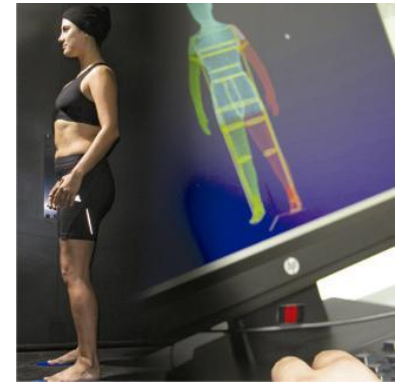
Pilot plants for  
industrial scaling



Semi-anechoic  
chamber



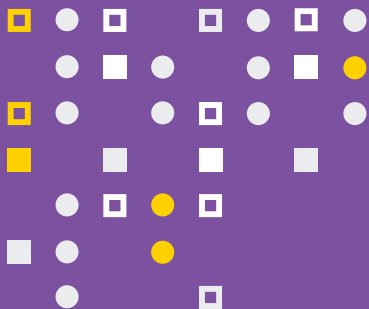
Curtain walls  
Test Chamber



Anthropometric  
Scanner

□ Technology and Innovation for industrial development

+8.000  
services to  
the industry



### ● Food & drinks

Product development and formulation. Development and transfer of processes. Plant design. Analytical tests. Labelled.

### ● Electronics & Energy

Development of devices and systems for the industry. Design and implementation of solutions for Industry 4.0.

### ● Mechanics & Logistics

Mechanical design and machining. Essays. Technology applied to industry: robotics, laser, scanning and 3D printing.

### ● Building & Infrastructure

Structural tests. Tests of resistance to fire, wind, tightness, earthquakes, etc., Evaluation of cements and concretes.

### ● Chemistry & Environment

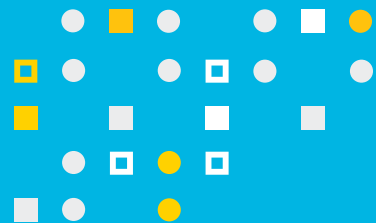
Evaluation of biocidal activity and biodegradability. Waste management systems, effluent treatment and biodigestion.

### ● Management & Knowledge Technologies

Training and technical assistance for the implementation of management technologies and certification. Kaizen tango.

### ● Containers & Packaging

Design, development and testing of containers and packaging. Technical assistance in transport and logistics.



# Our capacities in R+D+i



- Food
- Renewable Energy
- Chemistry & Pharma
- Electromobility
- Energy Efficiency
- Industry 4.0
- Micro & Nano
- Biotechnology
- Advanced materials
- Industrial Design



Interdisciplinary teams to create value, develop new ideas and solve complex problems



Technological development and innovation in products and processes to contribute to sustainable industrial development with federal impact

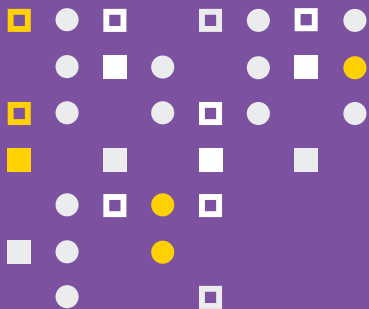


Innovation Management certified institution



Technology and Innovation for industrial development

# The Inter-American Metrology System (SIM)



MEXICO  
CENAM



COLOMBIA  
Instituto Nacional de Metrología



ECUADOR  
INEN



PERU  
INACAL



IBMETRO BOLIVIA  
Instituto Boliviano de Metrología



INN CHILE  
Instituto Nacional de Normalización



VENEZUELA  
SENCAMER



INMETRO BRASIL  
Instituto Nacional de Metrología, Calidad y Tecnología



INTN PARAGUAY  
Instituto Nacional de Tecnología, Normalización y Metrología



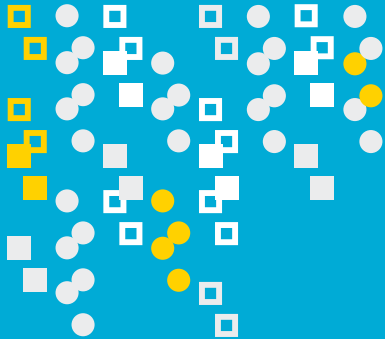
LATU  
Laboratorio Tecnológico del Uruguay



ARGENTINA  
Instituto Nacional de Tecnología Industrial

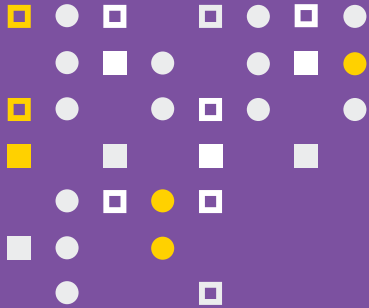


# An agenda for productive reactivation



- **Sectoral and regional development** based on the strengthening of SMEs
- Complementation of **public-private capacities** for technological development
- **Import substitution** and **supplier development**
- **Digital transformation** and adoption of the **Industry 4.0** paradigm
- Strengthening of the **National Quality System**
- New topics: **electric mobility, circular economy, green technologies**, etc.

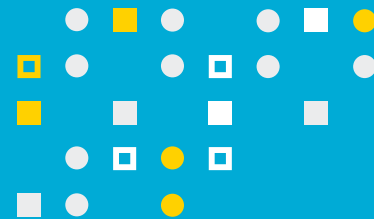
# How INTI connects to the world?



- Providing Services to foreign companies and governments
- Taking part of the Argentinian import regulations
- Giving Technical Assistance to Argentinian SME`s to improve and adjust their products and services to the regulations and local customs and habits in foreign countries
- Supporting Argentinian SME´ s to disseminate their innovations. Newsletter, Technological supply workshop
- International Cooperation



- Creating joint opportunities with argentine technology and innovation



# International Trade Support



## Official regulations

Technical evaluations for the aproval of industrial promoting rules and temporary imports.



## Packaging and logistics

Special Technical capabilities and unique equipment in Latinamérica to give assistance for the reduction of damages and costs. Mandatory and voluntary Tests. ANMAT and SENASA requirements



## Innovation and Development

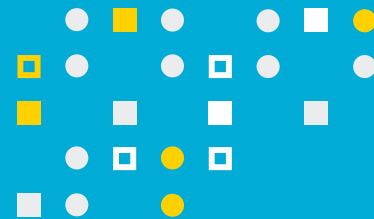
To adjust existing products or develop new ones according to the demand of foreign countries



## Testing Certifications

INTI is the public institute for certification of products, process and people  
Mandatory and voluntary certifications





# INTI´s Capabilities for export

## Food

- Food product innovation
- Product development
- Design and launch of meat and milk plants
- **Sensory analysis**

## Metrology

- Proficiency Tests testing laboratories
- Certified reference materials

## Biotechnology

- Isolation, identification and molecular characterization of native microorganisms
- Training
- Bioprocess development
- Analytical Techniques Development
- Design of bioprocess labs

## Industrial Services

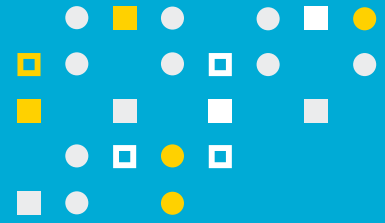
- Management Technologies
- Packaging
- Equipment and prototype design

## Renewable Energy

- Energy generation
- Biomass y biorefinery

## Electromedical Equipment

- Tests for the approval of IEC rules
- Technical Asistance for the approval of international standards.



# INTI´s Capabilities for export

Every year, more than **300 technical missions** to foreign countries are performed with the coordination of activities with **44 countries around the world.**

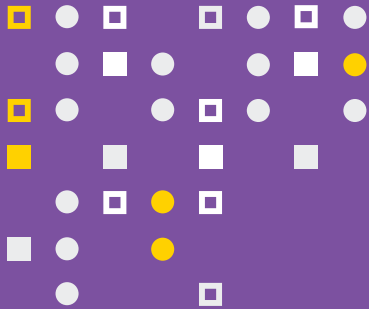
## The major destinations of INTI´s services

- Uruguay
- Paraguay
- Colombia
- Brazil
- Chile
- United Kingdom
- Germany
- Ecuador
- Bolivia
- Spain

## The principal services exported

- Analysis and Tests
- Technical Assistance
- Mandatory Certifications
- Proficiency Tests
- Calibrations
- Training Workshops

# SMEs export Argentine technology and innovation

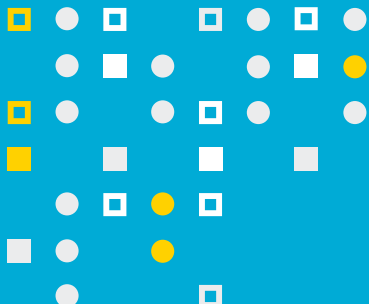


INTI´s monthly Newsletter that shows the innovations and products with high added value made by argentinian SME´s.

- The Ministry of foreign affairs, international trade and worship of Argentine spreads the Newsletter to the 192 Argentinian representations abroad
- Is also sended to foreign Embassies in Argentina and Binational Chambers
- To Show the Argentinian capabilities
- To support our SME´s to innovate and export

- Creating joint opportunities with argentine technology and innovation

# SMEs export Argentine technology and innovation



**INTI** Instituto Nacional de Tecnología Industrial

**PYMES EXPORTAN**  
Tecnología e innovación argentina

78 de junio de 2023

**Presentación**

**Potencial Exportador**

- Cápsulas para postres: el desarrollo de una pyme argentina que ya recorre el mundo.
- "Queso de leche vegetal": un alimento único en el mercado y con sello orgánico.
- Se enfocaron en el mercado con un producto innovador: la "tapioca" sustentable.

**Cooperación Internacional**

**Presentación**

El INTI brinda su rol de asistencia e impulso a la incorporación de valor agregado a la producción de las pequeñas y medianas empresas argentinas, a través de la introducción e incremento de la tecnología y de la innovación, en el marco de las políticas estratégicas definidas por el Ministerio de Desarrollo Productivo de la Nación.

En ese marco apoyamos fuertemente la promoción de exportaciones de la industria nacional, comprometidos junto con la Cancillería Argentina a la difusión de productos y empresas que con responsabilidad y dedicación crean calidad de una industria superior para la comunidad.

Asimismo, desarrollamos la vinculación institucional con organismos públicos y privados del mundo, referentes en el campo científico-tecnológico, con el fin de impulsar la transferencia de conocimientos, innovación y nuevas tecnologías entre los países y potenciar la inserción de Argentina en el escenario internacional.

Somos uno de los mayores miembros de cooperación técnica dentro de la esfera de organismos públicos de la Nación Argentina, caracterizados por la amplia gama de especialidades industriales que abordan, los laboratorios de referencia con los que contamos y los profesionales altamente calificados que integran nuestra institución.

Con muchos desafíos que nos hemos trazado para los años venideros, por lo que declaramos importantes esfuerzos para apoyar el desarrollo productivo, la competitividad industrial, el fortalecimiento de las operaciones de gestión, herramientas para la mejora de la productividad y la internalización de una cultura de la mejora continua que les permita adaptarse a las exigencias del mercado y desarrollar su potencial exportador.

En la próxima publicación y las siguientes serán una ventana para mostrar y difundir al mundo algunos de los roles de pequeñas y medianas empresas que han pasado exitosamente por el INTI, e intentar ser un puente permanente que aporte las distancias.

**Dr. Ruben Geseayo**  
Presidente del INTI

**Cápsulas para postres: el desarrollo de una pyme argentina que ya recorre el mundo**

**TIGOUT**

Única en su tipo, Tigout, que en francés significa "pequeño queso", es una pyme familiar argentina que se reconoció en 2018 en la primera empresa de desdoblamiento que fabrica delicatessen gourmet, dulces y saladas, a través de cápsulas compactas. Este innovador producto ya tiene demanda de Europa, Estados Unidos y América Latina.

**INTI** Instituto Nacional de Tecnología Industrial

**PYMES EXPORTAN**  
Tecnología e innovación argentina

Julio 2023

**Potencial Exportador**

- Yeruvá: especialistas en la fabricación de proteínas funcionales
- Argentina, una empresa que no deja de innovar
- Don Atílio, tradición y tecnología en la fabricación de quesos

**Cooperación Internacional**

**Yeruvá, especialistas en la fabricación de proteínas funcionales**

Yeruvá S.A. es una empresa familiar santafesina que elabora productos proteicos para consumo animal y humano a partir de los desechos de la industria frigorífica, láctea y cervecera. Exporta la mayor parte de su producción hacia el extranjero.

Nació en 1995 de la mano de Juan Miguel Requena y su papá, de Juan tenía una empresa productora de harina de trigo, pero decidió volver su experiencia en la creación de Yeruvá, que si lleva ese nombre, comenzó siendo una empresa pequeña, y flexible a los cambios.

Inició sus actividades con la producción de plasma y hemolisis fabricando más de 15 productos utilizando la sangre vacuado lácteo y bovino cervecero.

En 2008 construye su planta de derivados lácteos, donde se el suero de queso, a partir del cual se obtienen varios productos en polvo parcialmente desmineralizado, suero reingresado, sales lácteos.

En 2012 instala la planta de levadura de cerveza, tomando el residuo de levadura resultante de la producción cervecera, para la obtención de la levadura de cerveza un polvo secado por método de spray.

Marcos Requena, a cargo del área comercial de la empresa industrial, nos ayudó a concretar nuevos desarrollos como el humano y para la industria del chocolate. También trabajaron mejoras de procesos y eficiencia productiva Kaizen.

"Somos especialistas en sacar de proteínas funcionales tenemos que innovar permanentemente y diferenciarlos productos de mayor valor agregado" concluyó Marcos Re.

La empresa ha desarrollado una exitosa experiencia exportando productos a mercados internacionales, calificando como proveedor y primera línea en los más diversos mercados de América Lat.

**INTI** Instituto Nacional de Tecnología Industrial

**PYMES EXPORTAN**  
Tecnología e innovación argentina

Edition number 3 - August 2023

**Potencial Exportador**

- Fracking Design, marroquinería sustentable y de triple impacto
- Marroquinería Gerbaudo, un internacionalmente reconocido oil-industry supplier
- Don Atílio, tradición y tecnología en la fabricación de quesos

**Cooperación Internacional**

**Fracking Design, marroquinería sustentable y de triple impacto**

El emprendimiento liderado por tres hermanas, Carla, Ornella y Mora Basiliotta, surge de su compromiso con el medio ambiente, la educación y el trabajo justo. Fraccan.

**SMEs export**  
Argentine technology and innovation

Edition number 3 - August 2023

**Potencial Exporter**

- Fracking Design, sustainable leather goods industry with triple impact
- Marroquinería Gerbaudo, an internationally recognized oil-industry supplier
- Don Atílio, tradition and technology in the manufacture of cheese

**International Cooperation**

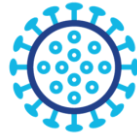
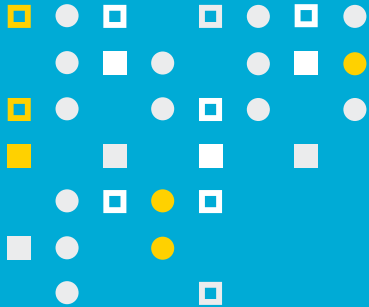
**Fracking Design, sustainable leather goods industry with triple impact**

This entrepreneurship led by three sisters, Carla, Ornella and Mora Basiliotta, arises from their engagement with environment, education and fair work. They manufacture designed premium-quality leather goods using plastic big bags waste (sand containers rejected by oil companies). The material, which is mostly burnt to the detriment of the carbon footprint, is combined with leather which is thrown away by tanneries.

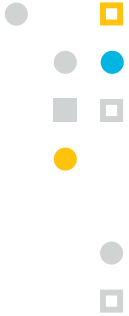
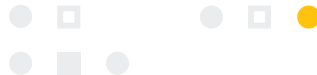


□ Creating joint opportunities  
with argentine technology and  
innovation

# COVID - 19



- MW Solutions Argentina is a consortium of companies that has developed together with INTI a Ciclador AMBU® or ventilator for intensive care units
- Kovi SRL, supermasks and fabrics with antiviral properties
- Leistung, highly complex equipment for lung ventilation

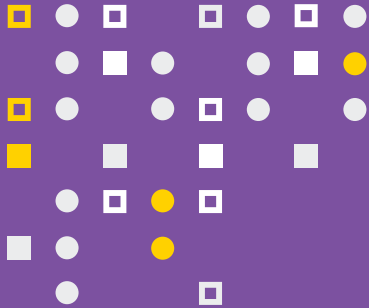


- Creating joint opportunities with argentine technology and innovation

# COVID - 19



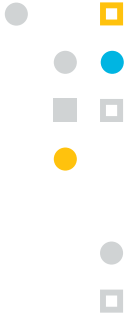
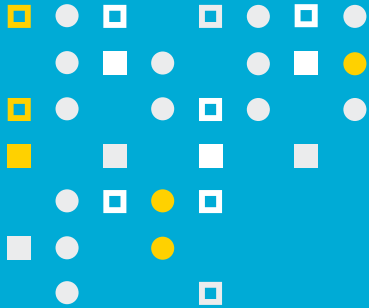
- Unitec S. A., face protection masks for health staff
- Eliho Textil, manufacture of Masks with silver threads
- Insumos Quirúrgicos SRL, three-high filtration efficiency masks



# Food and Beverage

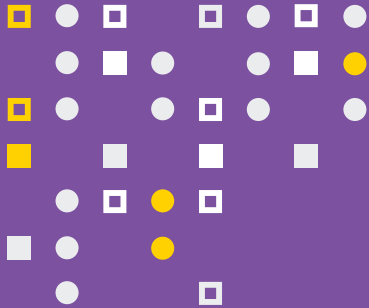


- La Mansa Winery, organic wines from the Andes land at the Asian giant
- “Vegan dulce de leche”: unique foodstuff in the market with the organic seal
- Desserts in capsules: an Argentine SME which already goes around the world
- Don Atilio, tradition and technology in the manufacture of cheese
- Yeruvá, experts in the manufacture of functional proteins



- Creating joint opportunities with Argentine technology and innovation

# Equipment and spare parts

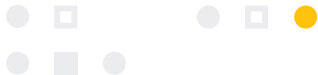
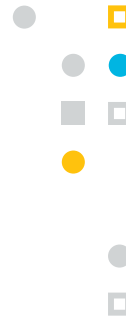
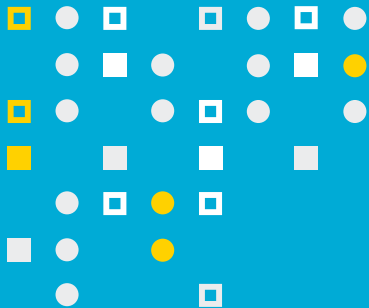


- Dolbi, safe technological solutions for the agricultural production
- QM Equipment, a regional leader developing oil equipments
- Metalúrgica Gerbaudo, an internationally recognized oil-industry supplier

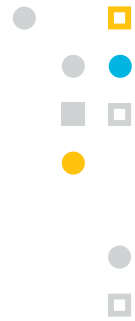
# Others



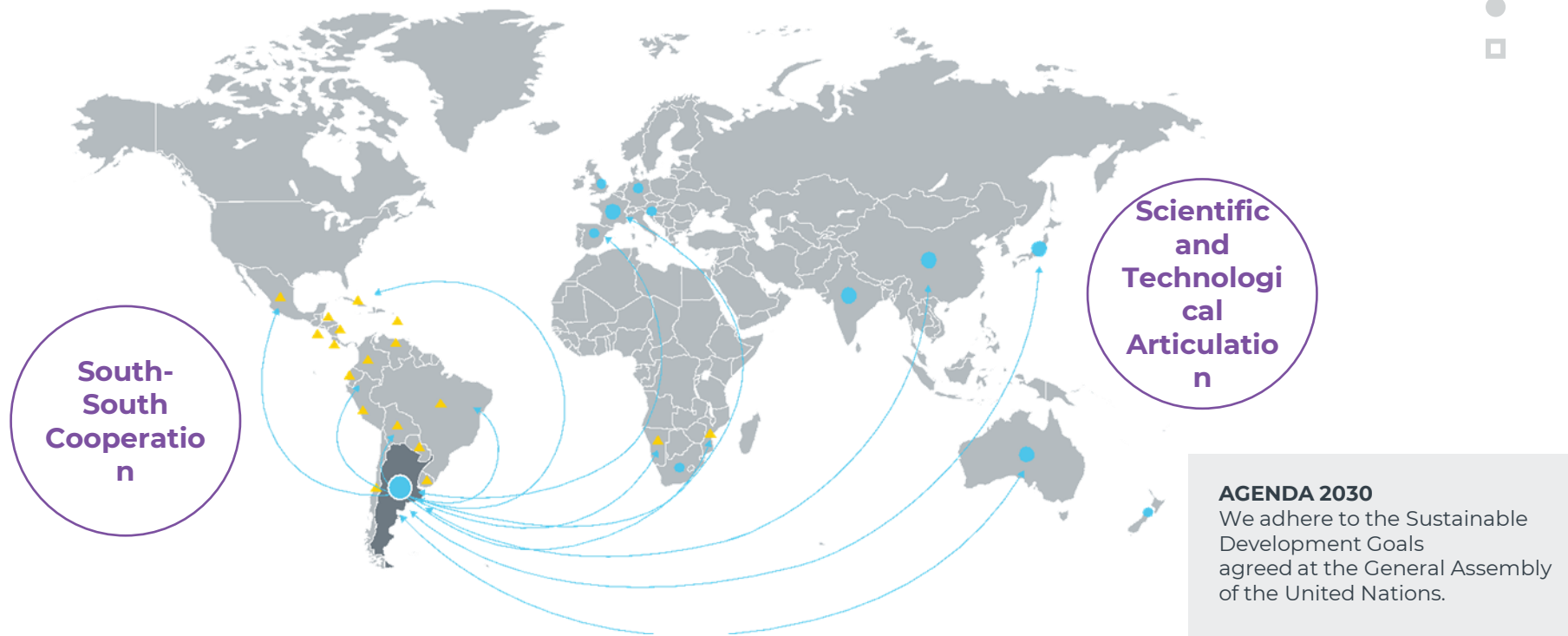
- Pharmamerican, leader in dietary supplements and premium infusions
- Fracking Design, sustainable leather goods industry with triple impact
- Argenpack, a company which is in continuous reinvention
- An innovative product was introduced into the market: the self-injection “pen”



# Technical cooperation around the globe



We promote the partnership with public and private organizations of the world, referents in the technological scientific field, in order to foster the transfer of knowledge, innovation and new technologies between countries and enhance the insertion of Argentina in the world.



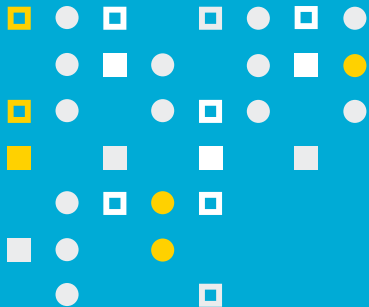
South-South  
Cooperation

Scientific  
and  
Technological  
Articulation

## AGENDA 2030

We adhere to the Sustainable Development Goals agreed at the General Assembly of the United Nations.

# International linkage



- TECHNOLOGICAL TRANSFERENCE



- INSTITUTIONAL STRENGTHENING IN KNOWLEDGE AND CAPABILITIES



- TRAINING OF HUMAN RESOURCES



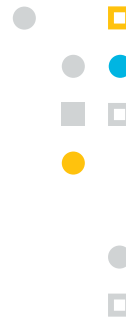
- PROJECTS R&D&I



- EXCHANGE OF EXPERTS IN THE PROJECT FRAMEWORK



- SCIENTIFIC INTERNATIONAL WORKSHOPS AND MEETINGS



# Technical cooperation around the globe

2010-2020

42

PRIVATE ORGANIZATIONS

91

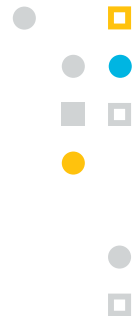
UNIVERSITIES AND TECHNICAL TRAINING INSTITUTES

145

PEER INSTITUTIONS



3



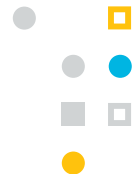
57

7



# Technical cooperation around the globe

2010-2020



## INTERNATIONAL AGENCIES

Interamerican Development Bank (IDB)  
International Bureau of Weights and Measures (BIPM)  
Economic Commission for Latin America and the Caribbean (ECLAC)  
European Commission  
International Olive Council (IOC)  
Chemical Weapons Convention (OPCW)  
European Association of Research & Technology Association (EARTO)  
International Dairy Federation (FIL)  
Organization of American States (OAS)  
United Nations (UN)  
Food and Agriculture Organization of the United Nations (FAO)  
United Nations Development Organization (UNIDO)  
International Organization for Cable Transport (OITAF)  
Iberoamerican Program of Science and Technology for Development (CYTED)  
Interamerican Network of Food Analysis Laboratories (INFAL)  
Latin American and Caribbean Economic System (SELA)  
Interamerican Metrology System (SIM)  
World Association of Industrial and Technological Research Organizations (WAITRO)

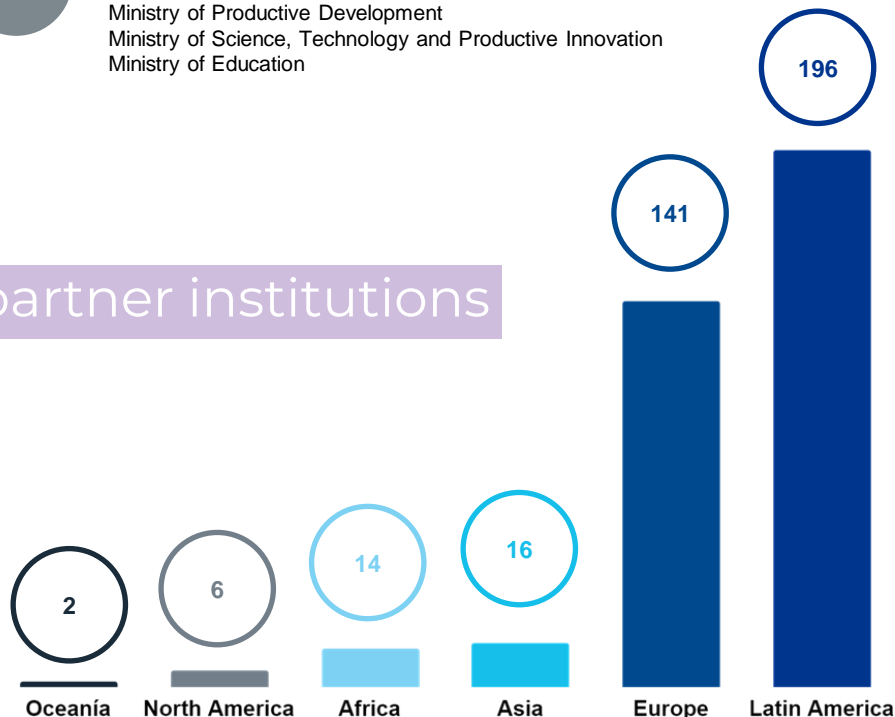


## NATIONAL GOVERNMENT

Argentine Foreign Ministry  
Ministry of Productive Development  
Ministry of Science, Technology and Productive Innovation  
Ministry of Education

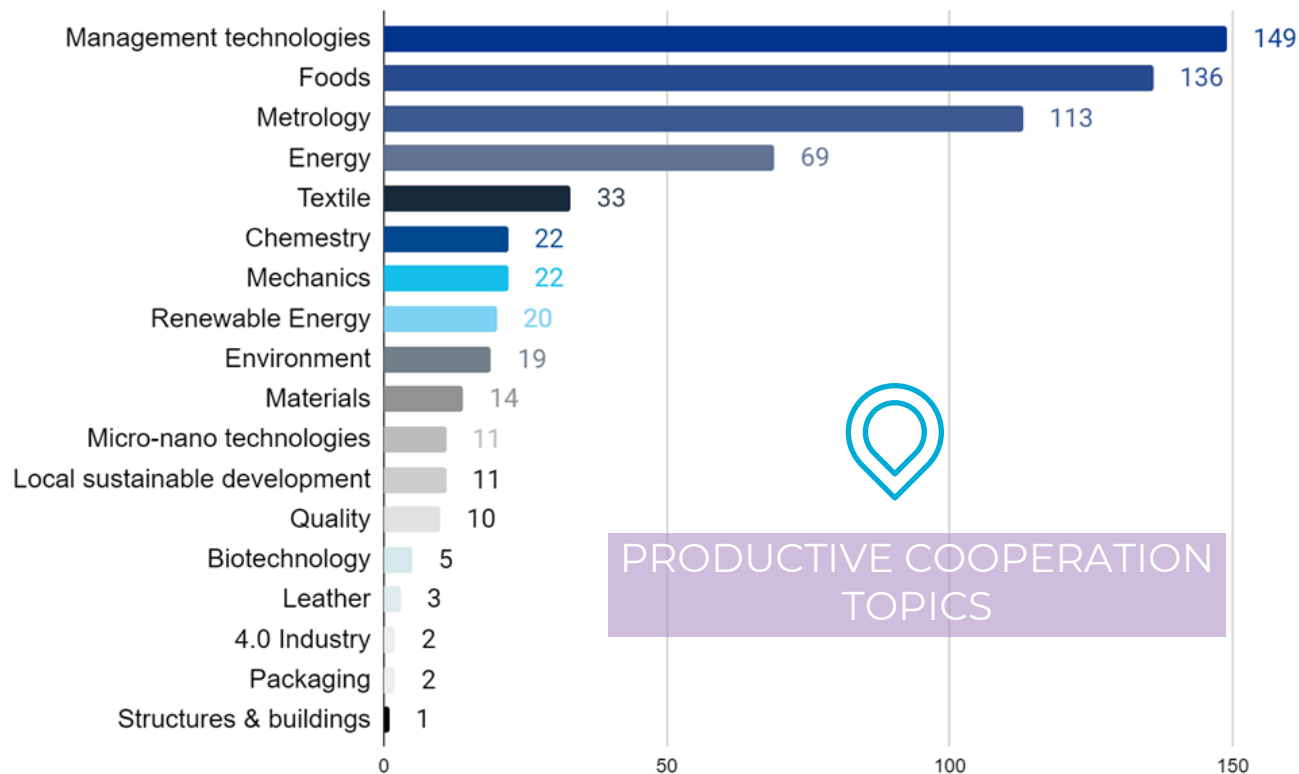


348 partner institutions



# Technical cooperation around the globe

2010-2020



PRODUCTIVE COOPERATION  
TOPICS

52.3% LATAM

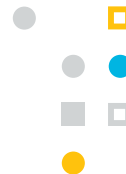
37.7% EUROPE

4.3% ASIA

3.7% AFRICA

1.6% NORTHEAMERICA

0.4% OCEANIA





# SIM InterAmerican Metrology System

34 countries

20 corresponding to LATAM



**MEXICO**  
CENAM



**COLOMBIA**  
Instituto Nacional  
de Metrología



**ECUADOR**  
INEN



**PERU**  
INACAL



**IBMETRO BOLIVIA**  
Instituto Boliviano de Metrología



**INN CHILE**  
Instituto Nacional de Normalizacion



**VENEZUELA**  
SENCAMER



**INMETRO BRASIL**  
Instituto Nacional de  
Metrologia, Calidad  
y Tecnología



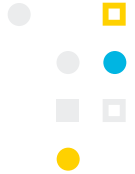
**INTN PARAGUAY**  
Instituto Nacional de Tecnología,  
Normalización y Metrología



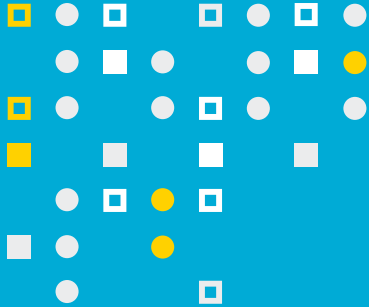
**LATU**  
Laboratorio Tecnológico  
del Uruguay



**ARGENTINA**  
Instituto Nacional de  
Tecnología Industrial



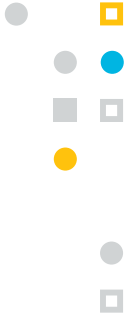
# Technical Cooperation



**Foods:** FP7 Project (EU) – 2011

**Antimicrobial Textiles:** Indian Institute of Technology  
Delhi (2011)

**Silk:** Strengthening our technicians and professionals  
through scholarships programs of the Ministry of  
Foreign Affairs (2019)



Common interest  
and potential  
cooperation

1

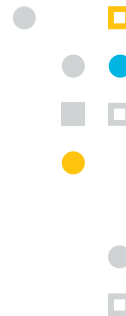
**Biomass**

2

**Textile, mainly silk**

3

**API synthesis and fine chemistry**





# THANK YOU

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Industrial

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Ministerio de  
Desarrollo Productivo  
Argentina