



ANEXO VI

MEMORANDOS DE
COOPERACIÓN Y
ENTENDIMIENTO

Memorandum of Understanding

between

Ministerio de Industria, Energía y Minería

and

The World Trade Center of Greater Philadelphia

WHEREAS the Ministerio de Industria, Energía y Minería, hereinafter referred to as MIEM, and the World Trade Center of Greater Philadelphia, hereinafter referred to as WTCGP, both hereinafter referred to as the parties, have agreed to establish a cooperative relationship in the field of trade development and business opportunities identification and fostering for the electronics sector .

AND WHEREAS it is in the interest of MIEM and WTCGP to promote, in accordance with their respective laws and regulations, cooperation among organizations, institutions, universities, companies and professionals to develop electronics industry business between Uruguay and Greater Philadelphia. This agreement has the collaboration and promotion of the Institute of Electrical and Electronics Engineers (IEEE).

I- Scope and Objective:

The objective of the present Memorandum of Understanding is to set out a frame work for further development of collaboration between MIEM and the WTCGP for their own interest and mutual benefit.

II- Areas of Interest, Cooperative Activities and Forms of Collaboration

The defined areas of interest under this agreement for the Electro-Electronic sector are:

1. Business development .
2. Academic exchange.
3. Joint research activities.
4. Possibility of Business

Forms of cooperative activities and forms of collaboration under this arrangement may consist of but are not limited to:

- Educational exchange program
- Technology and knowledge exchange.
- Joint research on new products and process.
- Business development initiatives.

Depending on the nature and degree of collaboration, separate agreements related to particular areas and objectives may be appended to this Memorandum as required.. Each Party shall bear its own costs accrued from the co-operation.

III- Confidentiality

Parties shall keep in strict confidence all confidential information and trade secrets of the other party disclosed or communicated to it in connection with the cooperation and shall not use such information outside the cooperation agreement.

IV- Duration

This Memorandum shall remain in force for the period of two years when signed by the two Parties. It may be renewed in accordance with the agreement of all sides. Either Party may terminate the agreement in advance of its normal expiration by providing the other Party in writing at least two months in advance of its intention.

This Agreement may be amended by the exchange of letters between the two Parties. Such amendments, once approved by both Parties, will become part of this Agreement. The present Agreement will enter into force upon signature of both Parties.

The parties agree that this Memorandum does not create any enforceable rights or impose any legally binding obligations to the Parties except for the Confidentiality obligations stated in the Article III.

V- Signature

Roberto Kreimerman
Minister
MIEM

Date:

Montevideo, Uruguay

Linda Mysliwy Conlin
President
World Trade Center of Greater Philadelphia

Date:

Philadelphia, PA. U.S.A.

Memorandum of Understanding

between

Ministerio de Industria, Energía y Minería

and

“Select” of the Chamber of Commerce of Greater Philadelphia

WHEREAS the Ministerio de Industria, Energía y Minería, hereinafter referred to as MIEM, and “Select” of the Chamber of Commerce of Greater Philadelphia, hereinafter referred to as SELECT, both hereinafter referred to as the parties, have agreed to establish a cooperative relationship in the field of trade development and business opportunities identification and fostering for the electronics sector.

AND WHEREAS it is in the interest of MIEM and SELECT to promote, in accordance with their respective laws and regulations, cooperation among organizations, institutions, universities, companies and professionals to develop electronics industry business between Uruguay and Greater Philadelphia. This agreement has the collaboration and promotion of the Institute of Electrical and Electronics Engineers (IEEE).

I- Scope and Objective:

The objective of the present Memorandum of Understanding is to set out a frame work for further development of collaboration between MIEM and the SELECT for their own interest and mutual benefit.

II- Areas of Interest, Cooperative Activities and Forms of Collaboration

The defined areas of interest under this agreement for the Electro-Electronic sector are:

5. Business development
6. Academic exchange
7. Joint research activities
8. Possibility of Business

Forms of cooperative activities and forms of collaboration under this arrangement may consist of but are not limited to:

- Educational exchange program
- Technology and knowledge exchange.
- Joint research on new products and process.
- Business development initiatives.

Depending on the nature and degree of collaboration, separate agreements related to particular areas and objectives may be appended to this Memorandum as required.. Each Party shall bear its own costs accrued from the co-operation.

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V- Signature

Roberto Kreimerman
Minister
MIEM

Date:

Montevideo, Uruguay

Thomas G. Morr, Esquire
President & CEO
Select Greater Philadelphia

Date:

Philadelphia, United States

LeBow College of Business

Proposal for Collaborative Research and Educational Program with IEEE

Chris Laincz and Paul Jensen
5/21/12

Introduction

The LeBow College of Business was contacted by representatives of IEEE and Drexel Engineering to discuss a possible partnership to examine the development of the electronics industry in Latin America. To date discussions have centered on how LeBow might contribute to a project focused on the development of the electronics industry in Uruguay through research and the provision of business education programs. What follows is a preliminary description of a potential two-phase research project and brief description of relevant graduate business programs at LeBow.

Research Opportunities

We believe there are two clear avenues for policy-oriented research collaboration between the IEEE and the LeBow College of Business for the promotion of the Electro-Technology Industry in Latin America.

The first is a thorough look at the economic background and global experience of successful and unsuccessful attempts to develop an electronics sector in a number of economies. It would build upon the background work already conducted by the IEEE, but bring a more comprehensive approach and a business-economic perspective.

The second proposal is a country assessment that will look at specific industries and institutions within Uruguay, as the starting point, which may help or hinder the successful development of the electro-technical sector. This proposal is more ambitious and is structured like a consulting project.

We provide a description of both below. In both cases, we also try to describe the process, timing, anticipated costs (without specific estimates), and deliverables in each. Many of the particulars can be adjusted. What we provide here should be thought of as a starting point for further discussion and new ideas.

Phase 1: The Electronics Industry in Developing Economies: Successes and Failures

Policymakers and industry advocates frequently look to the miraculous success of both South Korea and Taiwan in moving from among the poorest nations in the world to among the richest. Their industrial policies are frequently cited and many nations have made attempts to emulate them, unfortunately with far less success and, in some cases, disastrous consequences. Therefore, it is critical in today's global economy to examine the causes and consequences of the policies utilized, not only of the two star Asian tigers, but of other economies that attempted to emulate them.

We propose to provide, in collaboration with the IEEE, a document examining the policies and their consequences for both the electronics sector specifically and the economy as a whole in a number of developing nations. The goal is to provide a list of policies that may be of use in promoting growth of the sector in Latin America and, critically, to discuss the trade-offs involved. The IEEE began this process (presentation document), but our proposal here is intended to expand the concepts and, most importantly, provide a critical analysis from an economics and business perspective.

The project would have 4 components:

- **Part 1:** Carefully document the policies and circumstances that allowed South Korea and Taiwan to become the most cited models of modern economic development with special attention to the electronics sector.
- **Part 2:** The document would then examine a number of other economies that attempted to emulate South Korea and Taiwan, again with special attention to the electronics sector. Such economies would possibly include, but not be limited to: Bangladesh, India, Indonesia, Israel, Malaysia, Mauritius, Thailand, Turkey, and Vietnam.
- **Part 3:** Study the development of the electronics sector in selected Latin American economies to date: (e.g. Argentina, Brazil, Chile, Mexico, and Uruguay). Identify the factors and policies that led to success and/or failure. Here, related areas that would be examined include: development of related industries (e.g. textiles and garments), the labor markets, human capital, patent and IPR policies, the role of Mercosur and trade policy.
- **Part 4:** Utilizing the work in the first 3 parts, draw lessons for the promotion of the electronics sector in Latin American economies. The document would contain a list of lessons and potential policy considerations, pending further detailed study at the national level.

Process:

The process for this project would largely consist of drawing on existing research, data, and other documentation. It would be a collaborative project between several faculty members, graduate students, and/or alumni of the LeBow College of Business and the IEEE.

Time Frame:

The first three components can be conducted simultaneously. Depending on the level of participation, we estimate such a document would take 6-18 months. Phase 3 (focus on Latin American electronics sector) could be narrowed down to one specific economy at a time.

Team:

Ideally, the project would have 2-4 main researchers consisting of two economists (one with background in Asia and another with background in Latin America), possibly a representative from the IEEE, and possibly one more researcher. In addition, graduate students and outstanding undergraduates in economics or related business fields could be employed as RAs.

Costs:

The costs involved largely consist of purchasing faculty time, and hiring graduate and, possibly, undergraduate research assistants. Additional costs would be minor and largely restricted to the purchase of research documents (e.g. World Bank country reports) and potentially some data.

Deliverables:

Four integrated white papers, with concise executive summaries, providing the IEEE and interested policymakers with the relevant lessons and potential policies that would help to promote growth of the electronics sector.



Una posible
Hoja de Ruta y Plan de Acción
para la
Industria Electrónica
en el
Uruguay

Preparado por: Ing. Marcel Keschner mkr@adinet.com.uy



DINAPYME



MIEMDNI



MIEM

con el apoyo de



Diseño y diagramación:



jagay@jotastudio.net

