

Low tech- High tech



Power by:



Omar Abril Howard
Diseñador Industrial



Findeter

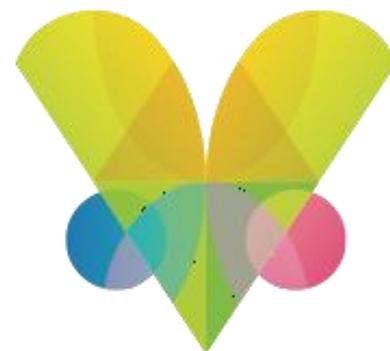
Financiera del Desarrollo



FONDO

emprender

Power by:



MACONDO
UNIVERSIDAD
SIMÓN BOLÍVAR LAB

El día de

HOY



Every great business is built on
great values

Build your company, in
values...



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DRAGROV

PROGRESS



THE PROSPECT OF WHITBY

Turkey

VS
DOM

2017



¿Qué
es ser

Emprendedor?

Que tiene **decisión e iniciativa** para realizar acciones que son **difíciles o entrañan algún riesgo**.



Aventura



Pasión



Trabajos

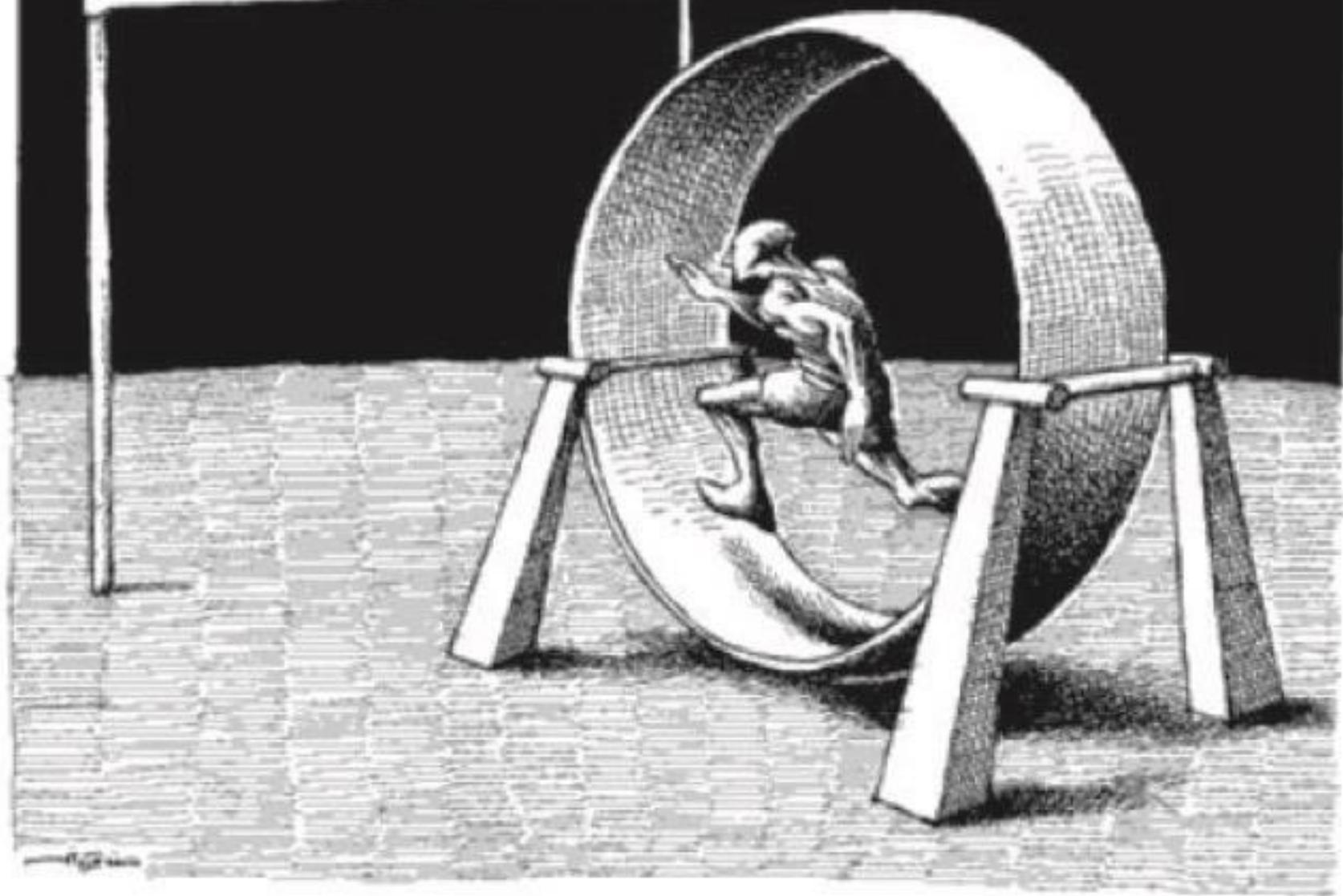


Tiempo



Frustración

FINISH



¿Cómo
nace la idea?

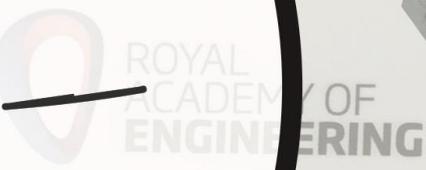
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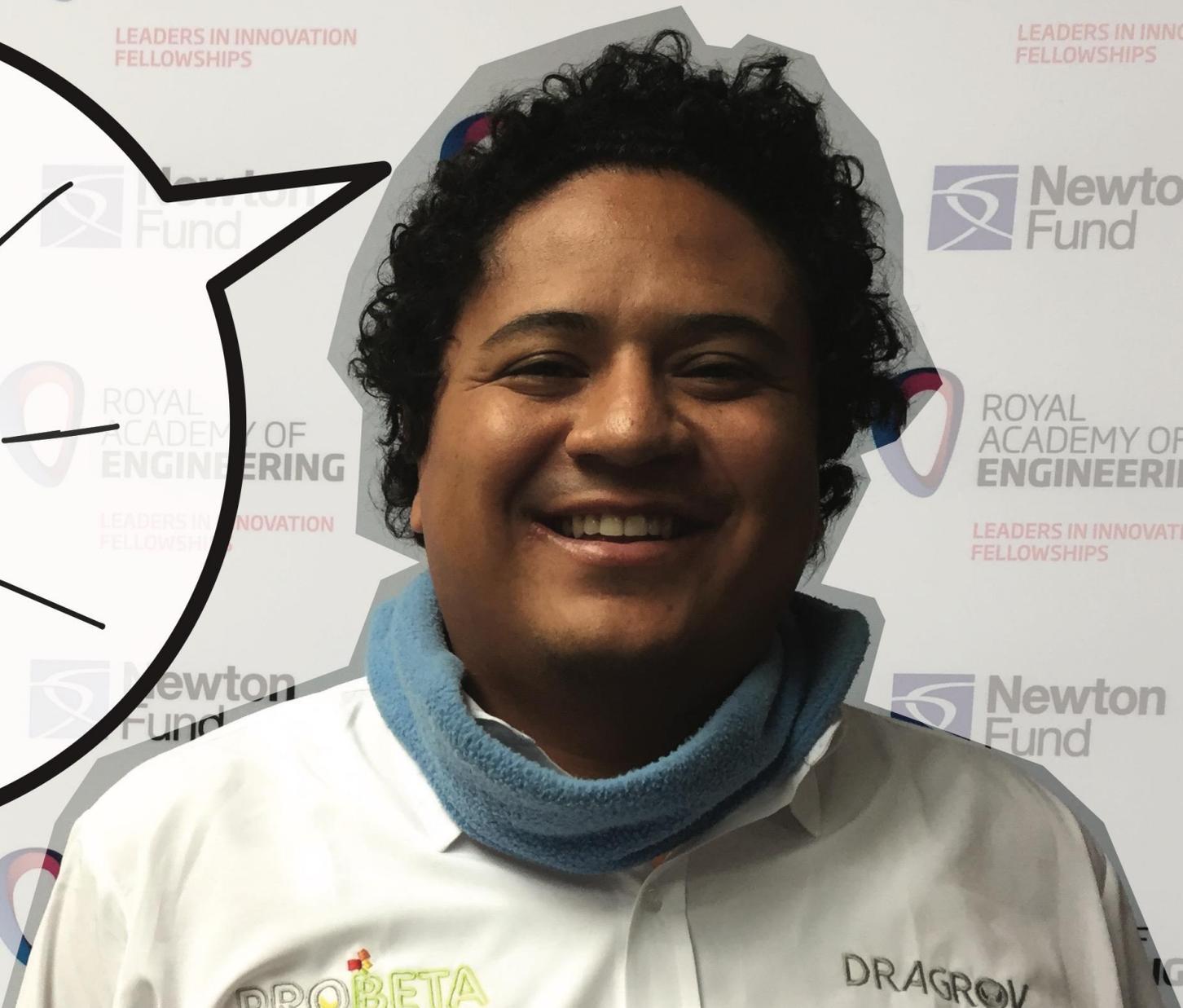
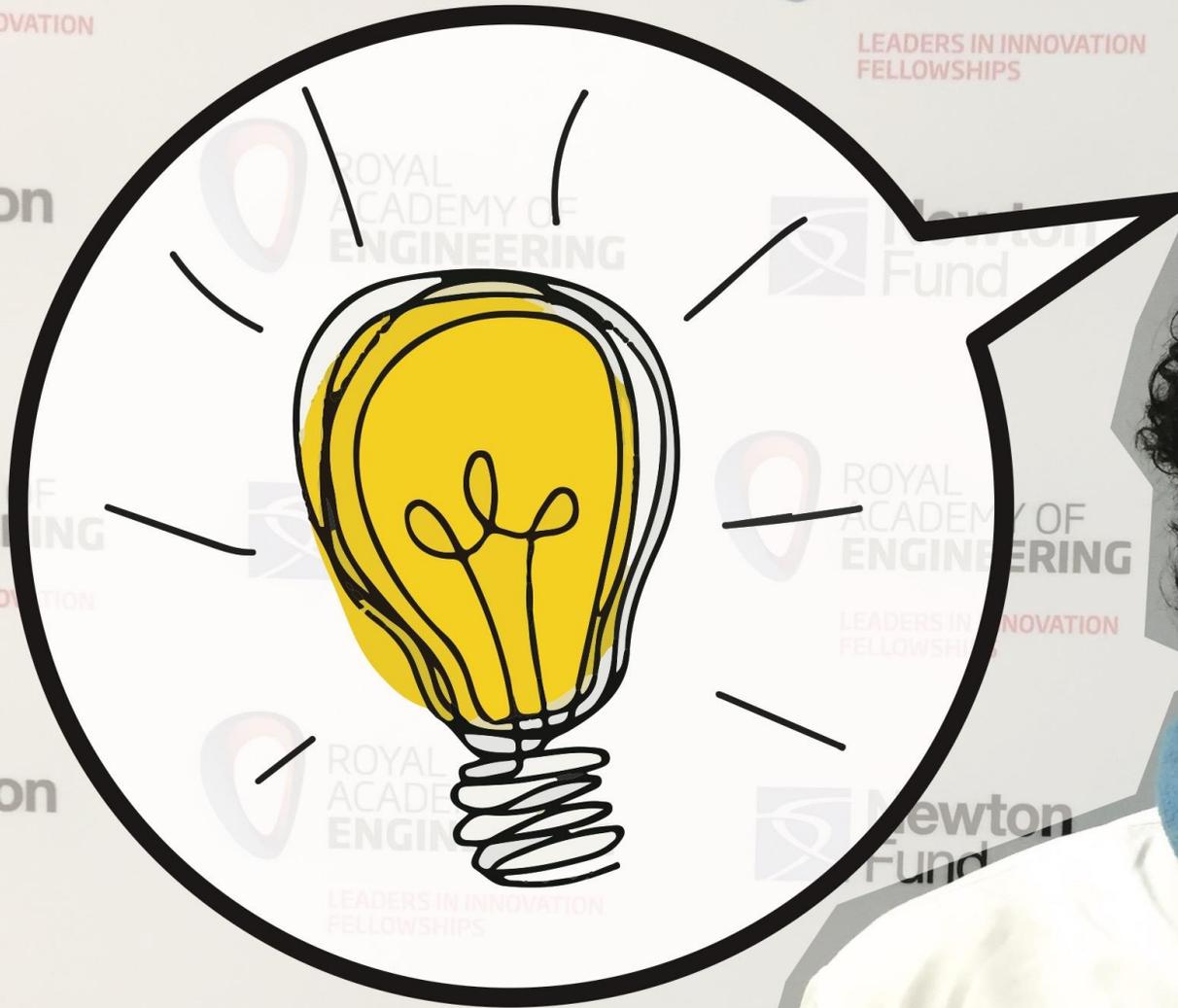
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PROBETA

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Fondos



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para la gente

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COLCIENCIAS
Ciencia, Tecnología e Innovación

MACONDO TIC

Montería • Sincelejo • San Andrés Isla • Atlántico



TODOS POR UN
NUEVO PAÍS

PAZ EQUIDAD EDUCACIÓN



ILUSTRACIÓN DE EMPRESA/ NEGOCIO

BUSINESS MODEL CANVAS



FILTROS

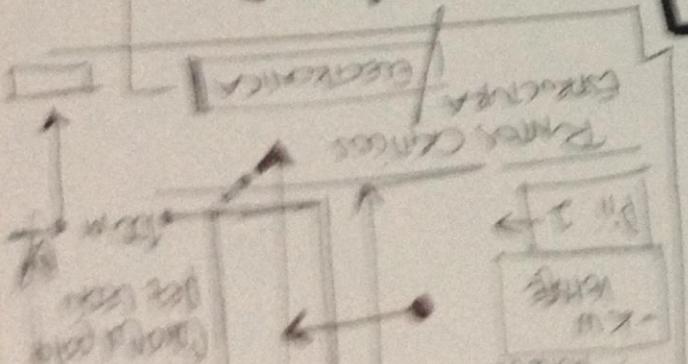
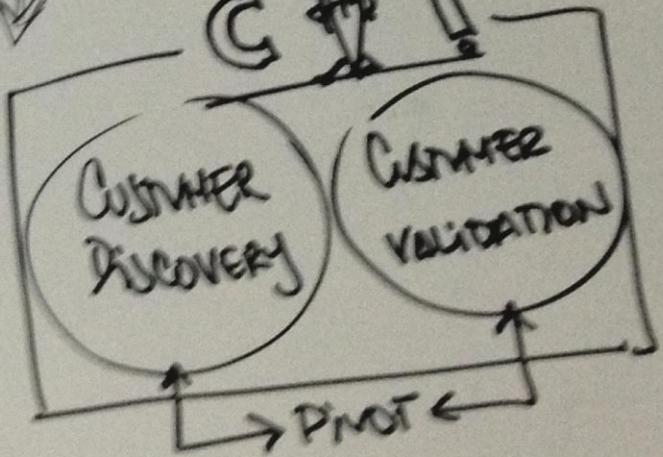
NO PLAN SERVICES FIRST CONTACT WITH CUSTOMERS

SEPIA

CUSTOMER DEVELOPMENT

¿WHY ARE WE HERE?

¿TO MAKE BUSSINES?



DAVID

The Business Model Canvas

Designed for:

INSPECCIÓN DE EMBARCACIONES.

ADQUISICIÓN DE ELEMENTOS COSTOS

Key Partners

Who are our Key Partners?
 Who are our key suppliers?
 Which Key Resources are we acquiring from partners?
 Which Key Activities do partners perform?

Centros de Investigación Sub Acuática

Biólogos Marinos

Universidades

Comunidad de Biólogos Marinos

Centros de Investigación - Expediciones

Participación en Expediciones Abierta

Exp. Seaflower

Coralina - Gov - (NAL/CONENIT)

Usos en Monitoreos

Key Resources

What Key Resources do our Value Propositions require?
 (i.e. Distribution Channels, Customer Relationships, Revenue Streams)

Gobierno de nuevas metodologías

Convenios Institucionales

Value Propositions

What value do we deliver to the customer?
 Which one of our customer's problems are we helping to solve?
 What bundles of products and services are we offering to each Customer Segment?
 Which customer needs are we satisfying?

Mayor Captura de Datos

Mayor Profundidad "Tiempo de Fondo"

Adición de Paquetes Tecnológicos

Seguridad para Buzos

Customer Relationships

What type of relationship does each of our Customer Segments expect us to establish and maintain with them?
 Which ones have we established?
 How are they integrated with the rest of our Business Model?
 How costly are they?

Channels

Through which Channels do our Customer Segments want to be reached?
 How are we reaching them now?
 How are our Channels integrated?
 Which ones work best?
 Which ones are most cost-efficient?

Web / Servicio de Acompaña

Contacto Directo con Cliente

Customer Segments

For whom are creating value?
 Which segments are most attractive?

Nacional

Coralina

Gov

Instituciones Nacionales

Ingeniería - Guarda Costas

Universidades

Cost Structure

What are our most important cost drivers?
 Which activities are the most costly?
 Which Key Resources are the most expensive?

Costos de Recreación de Info

Revenue Streams

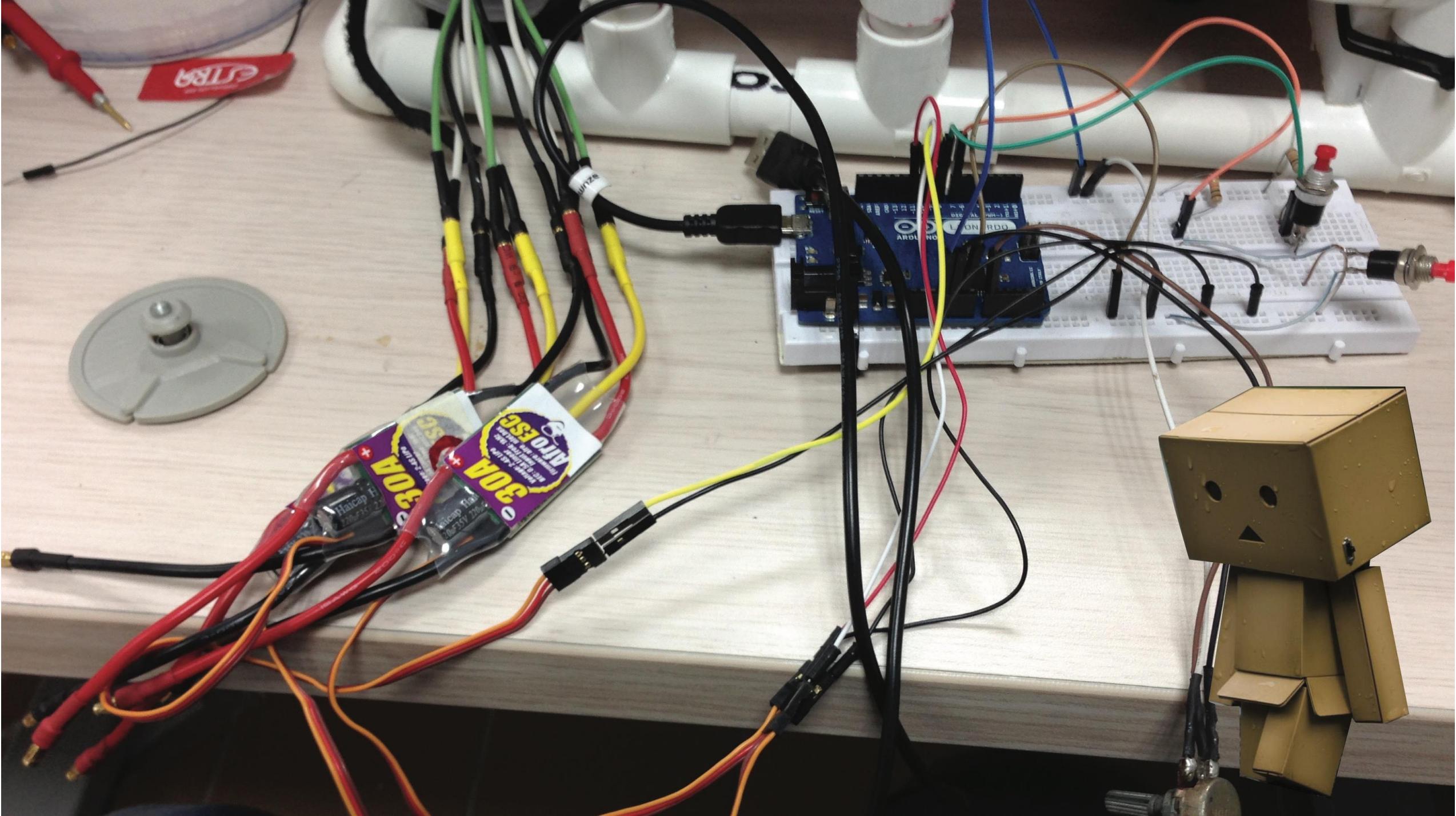
For what value are our customers really willing to pay?
 How are they currently paying?
 How would they prefer to pay?
 How much are our customers willing to spend on our product?



CP-070672-B

BASK

2002 WA



reconocidos
calidad, la
y por ser
cimiento y
a sociedad.

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OLIVAR



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ciencia fonológica
través del juego

www.marfelixapp.com







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DESCUBRIMIENTO
DE NEGOCIOS TIC

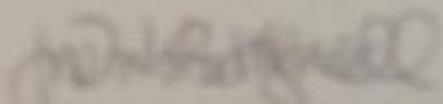
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HACE RECONOCIMIENTO ESPECIAL COMO
B2B SOBRESALIENTE
AL EQUIPO EMPRENDEDOR

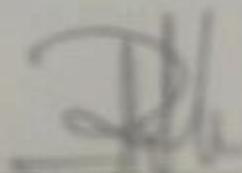
SEPIARON.

"LAS EMPRESAS TRANSFORMARÁN SU NEGOCIO GRACIAS A SU ESFUERZO INNOVADOR"

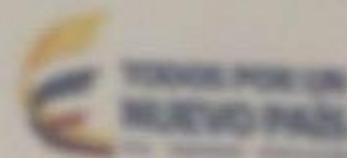
EDICIÓN VI - ABRIL DE 2016



PRESIDENTE DE LA CÁMARA



PRESIDENTE DE CÁMARA









RPi Cam 2017.04.29_00:32:10



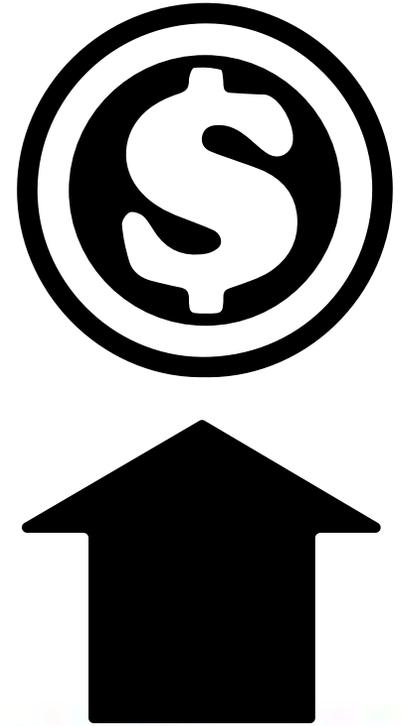


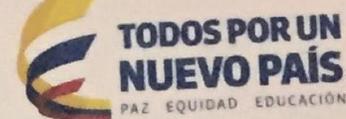
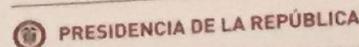
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FONDO EMPRENDER

del SENA

Entrega el capital semilla para crear empresa a:

Ómar Abril Howard

Por un valor de \$

103.418.100

Ciento tres millones cuatrocientos dieciocho mil cien pesos ML

Para su plan de negocio

SEPIA ROV

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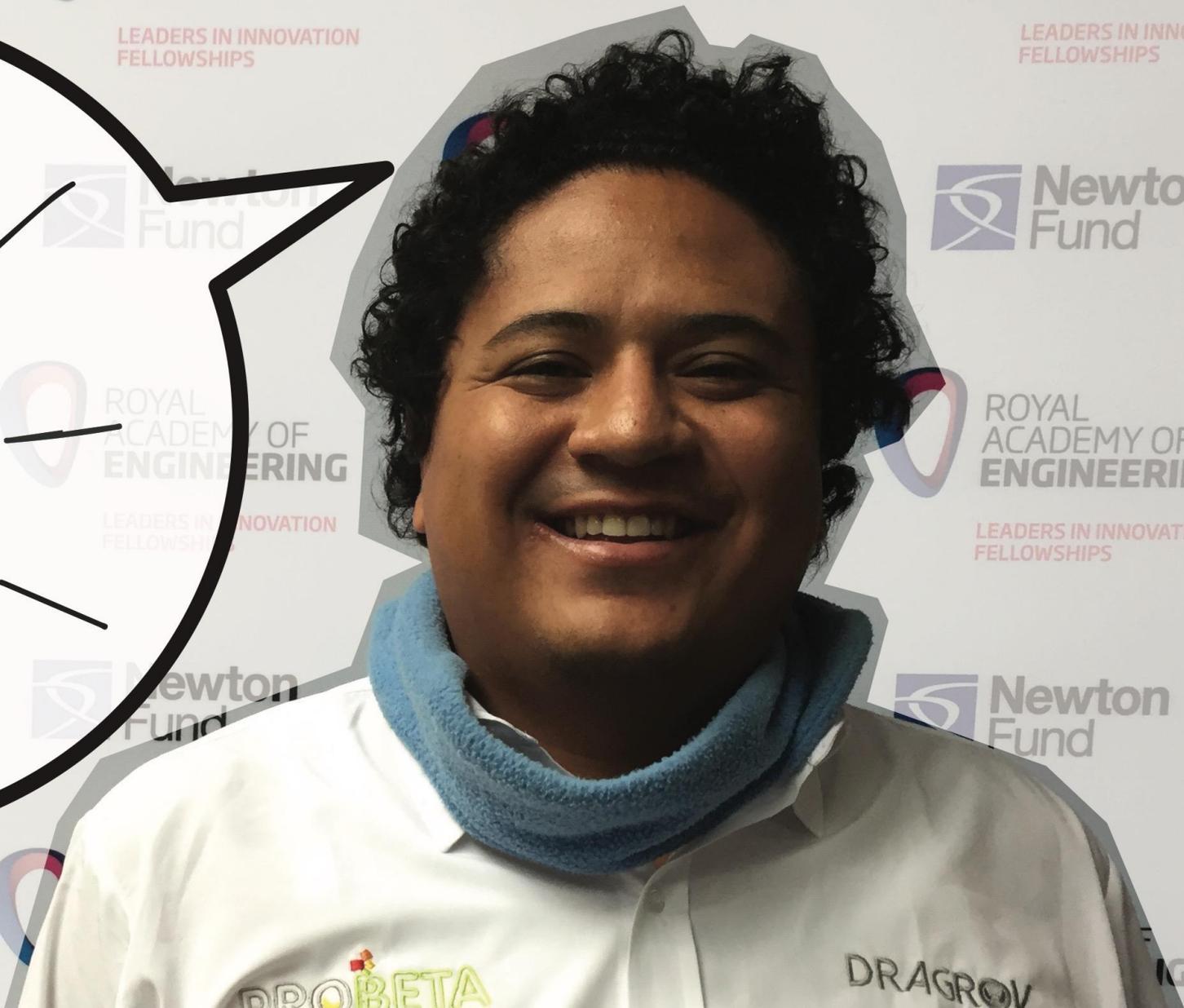
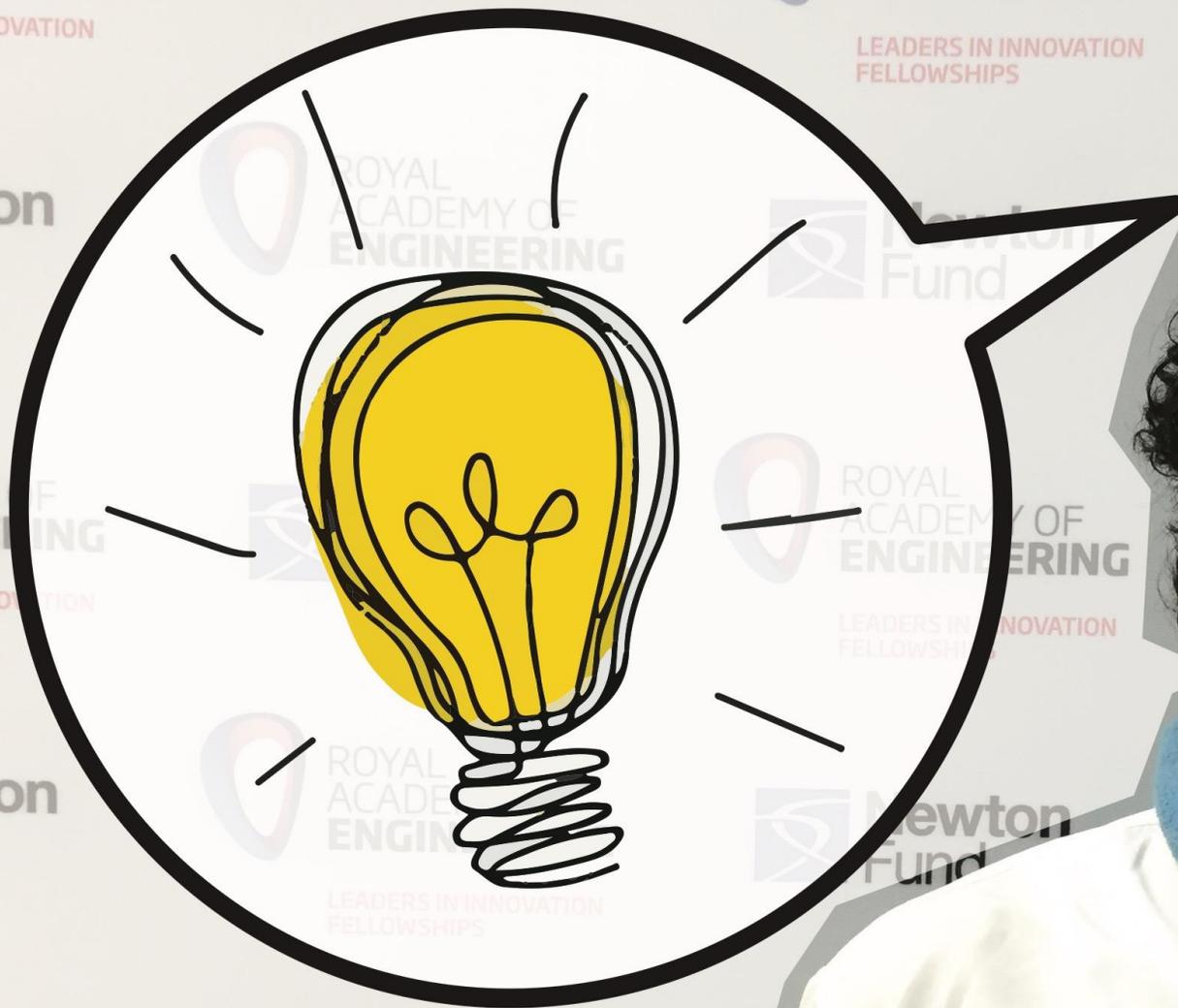
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 **PROBETA**

 **DRAGROV**



El día de

HOY



Pasión

Aventura

Trabajo

Tiempo

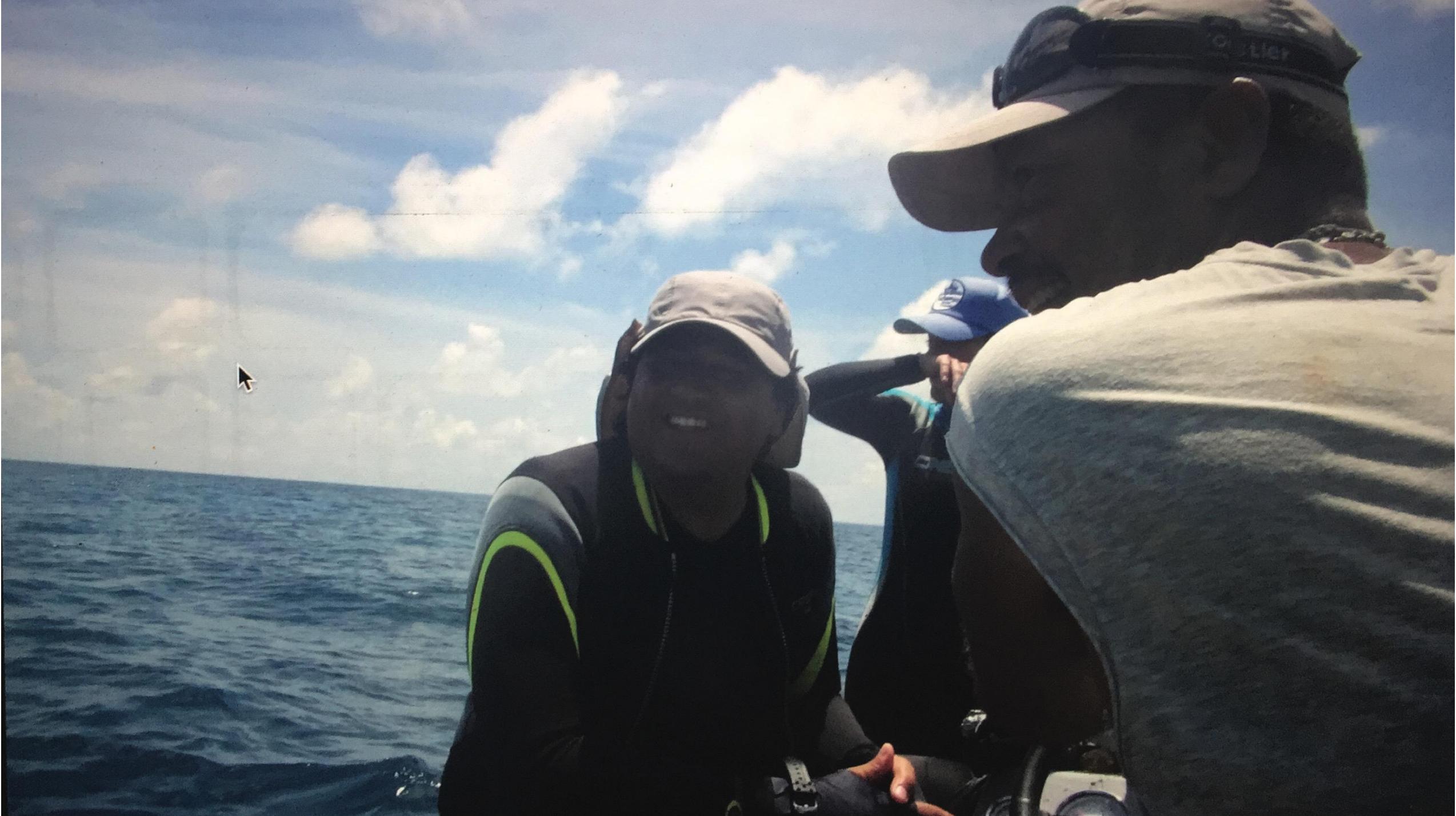
Frustración





BOROUGH OF CHELSEA
MANS CRESCENT
S.W. 1





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Build your company, in
values...



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Power by:



Gracias

