

ENRICH MONTHLY

MONTHLY BUSINESS & INNOVATION NEWS COMPILED BY ENRICH IN BRAZIL



SNEAK PEEK OF WHAT'S INSIDE:

EPO and INPI Brazil to further enhance their co-operation

French Minister for Europe and Foreign Affairs will visit Brazil and Chile

Data Privacy in Brazil: a basic right?

Trade deal binds Brazil to Paris Agreement, says top EU official

EU-Mercosur free trade deal: What you need to know

Antarctic Station laboratories will receive R \$ 2 million from MCTIC

How can Portugal inspire Brazil in digital innovation?

Can a city buy its sustainability?

Brazil receives first ISO innovation certification

Paraná is chosen for international innovation program at the Triple Frontier

Public Calls for Proposals

ENRICH Monthly Success Story

Dear Reader,

a warm welcome and thank you for your time and interest in our sixth edition of ENRICH Monthly.

The longest-running negotiations finally came to a successful end to seal a Trade Deal between Mercosur countries and the EU. Before it could be celebrated, it faced opposition and protests from Amazonian tribes and European farmers. Climate activists are warning the impact of this agreement on the global warming and destruction of the biosphere in the Amazon. Despite many drawbacks, the Mercosur trade deal will drive the economy of both parties by expanding the export capacity and as a consequence create new jobs. The question is, whether EU and the four Latin American countries will be able to couple this massive change with sustainable green growth that?

In this edition, we have chosen for you an article that gives an insight of what Mercosur deal comprises and why it seems so controversial. Of course, since many other details need to be decided upon, it is a little early to assess its impacts or finalize the expectations.

For our monthly Success Story section, we have interviewed a special guest Dr. Giancarlo Santilli, an Aerospace Engineer and an Associate Professor at the University of Brasília (UnB). Dr. Giancarlo Santilli is a true global and glocal nomad-researcher. In this interview, he shares with us how an Venezuelan kid with Italian roots came to Brazil to do research in areas of Earth Observation and Remote Sensing, Orbital Dynamics, Design and Analysis of Space Missions and TT&C activities.

We hope you enjoy reading the 'ENRICH Monthly' and we are happy to receive your feedback via [email!](#)

All the best for you,
ENRICH in Brazil Team



EPO and INPI Brazil to further enhance their co-operation

July 22, Munich. The European Patent Office (EPO) and the National Institute of Industrial Property of Brazil (INPI) have agreed to work towards enhancing their co-operation.

Besides the joint statement of strengthening their cooperation, the parties also signed an agreement renewing the INPI's access to EPOQUE Net, the EPO's dedicated patent searching tool that contains more than 1.3 billion database entries.

The EPO's Strategic Plan recognizes that co-operation within Europe and with partners outside of the EPO's member states has been a contributing factor to economic success. Their partner INPI has as part of their mission to stimulate innovation and the economic development of Brazil through the efficient protection of industrial property.

Read more at: [EPO](#)

French Minister will visit Brazil and Chile

The French Minister for Europe and Foreign Affairs Jean-Yves Le Drian will be in Chile from July 25-27 and in Brazil from July 27-30. In Brazil, the minister will be received by President Jair Bolsonaro and by his counterpart, Ernesto Araujo.

With his interlocutors, the minister will discuss the implementation of the strategic partnership between our two countries, as well as the expansion of trade, university exchanges, and defense-related exchanges. Our demands ahead of the conclusion of the agreement between the EU and Mercosur, and environmental issues ahead of the COP25 in Santiago, will also be on the agenda.

During his visit, the minister will travel to Brasilia, Rio de Janeiro and São Paulo. He will also visit the naval base of Itaguaí, a major bilateral cooperation project between our two countries. Mr. Le Drian will have the opportunity to meet with numerous representatives of Brazil's federal states, civil society and its economic community to discuss our perception of various challenges in French-Brazilian relations.

Read more at: [France Diplomatie](#)

Data Privacy in Brazil: a basic right?

July 5. The Brazilian Senate approved a constitutional amendment which would make personal data protection a basic human right in the country. If the bill now passes in the House of Representatives, only the federal government will be able to legislate on data treatment and protection.

This piece of legislation falls in line with a larger move towards giving citizens more data privacy. In August 2018, Brazil passed its General Data Protection Law, modeled after the European Data Protection Regulation (GDPR). The law gives citizens more control over their own data and imposes a series of obligations on companies which hold personal information of their clients.

In the case of a breach, fines can go up to BRL 50 million (or 2 percent of the company's gross revenue, whichever is the largest). By transforming data privacy into a basic right, lawmakers give citizens even more legal tools to counter companies illegally using their information.

Read more at: [The Brazilian Report](#)

Trade deal binds Brazil to Paris Agreement, says top EU official

July 10. Brussels always knew its Mercosur trade accord would be controversial.

Still, the intensity of the backlash from France, Ireland and Poland has exposed the European Commission's struggle to gain the upper hand in the public debate over the landmark deal.

In a series of tweets, EU trade chief Cecilia Malmström sought to launch a counter-offensive, stressing that the Mercosur deal also created "big opportunities for our farmers" by removing agricultural tariffs in South America, protecting 335 geographical indications "whilst safeguarding sensitive products through limited quotas representing a fraction of overall EU consumption."

She said that the deal "sets high standards for the environment and workers' rights" and stressed that "our partners must abide by [the] Paris [climate] agreement, including on emissions and deforestation."

Read more at: [Politico](#) and [Climate Change News](#)

EU-Mercosur free trade deal: What you need to know

On June 28, 2019, the European Union and the Common Market of the South (“Mercosur”), announced they had reached a trade deal after twenty years of negotiations (the “EU-Mercosur Agreement”). While the agreement in principle is still subject to ratification by the national parliaments of the member states of both blocs, the European Parliament and the European Union Council – a process that could take between one and two years – it lays the ground for a very comprehensive and large scale trade agreement, the largest that the European Union have ever signed.

What's the big deal?

After nearly 20 years of talks, the European Union and Mercosur – the South American trading bloc of Brazil, Argentina, Paraguay and Uruguay – have agreed on a draft deal that would create the largest free trade area in the world.

Both sides currently trade more than €88 billion (\$100 billion) in goods and €34 billion in services every year. EU and Mercosur leaders said they hope that a ratified deal will boost those numbers and bolster economic and job growth for the more than 770 million people who live on both continents.



What's in the deal?

Tariff reductions: The EU would eventually abolish 92% of the taxes on Mercosur imports. Mercosur would gradually eliminate its duties on 91% of EU goods, which the European Commission says amounts to €4 billion. This includes tariffs on clothing of up to 35%, chemicals up to 18%, wine up to 27% and the tariff on canned peaches of 55%.

More market access: Mercosur farmers would be allowed to export a set amount of beef at a preferential tariff rate and 180,000 tons of sugar and 100,000 tons of chicken to the EU each year.

Loosen public procurement rules: European companies would, for the first time, be able to bid for government contracts in the four Mercosur countries on equal terms as domestic companies.

Safeguard mechanism: Both blocs could use emergency tariffs or similar measures to prevent particular imports, including agricultural products, from flooding their markets. The procedure would allow governments to temporarily defend sensitive sectors that find it hard to compete under the new rules.

Geographic protections: The EU gives certain companies exclusive rights to use geographic place names for their goods. "Parma ham" or "Champagne" are some examples. The deal commits Mercosur to protect 357 European "geographic indicators" and the EU to protecting several South American indicators.

Protection of standards: The deal includes wording to protect food, environmental and working standards in both blocs. It explicitly commits all signatories to the emissions-reduction targets of the 2015 Paris climate deal and a "commitment to fighting deforestation."

Who likes the deal?

European leaders: The head of the European Commission, Jean-Claude Juncker, said the deal was "a historical moment" and sent "a strong signal that we stand for rules-based trade." German Chancellor Angela Merkel welcomed the deal and Macron said it was a "good agreement," according to Reuters news agency.

European businesses: Europe's biggest trade associations, Business Europe and Eurochambres, also welcomed the deal. Eurochambres President Christoph Leitel said it was a "unique opportunity" to "foster stability and integration" between the two blocs. In Germany, the president of the Association of Chambers of Commerce and Industry, Eric Schweitzer, said the agreement was "positive news in an otherwise rather gloomy global economic environment."

Mercosur leaders: Bolsonaro said the "partnership has enormous potential" to bring "joy" to both continents, and Argentine President Mauricio Macri said it would "contribute enormous benefits to Argentine workers and companies." Paraguayan President Mario Abdo and the Uruguayan government also welcomed the deal.

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Mercosur farmers: The agricultural association Sociedad Rural Argentina celebrated that the "historic agreement" would "improve access to a great number of Argentinian products, from different sectors, to the European market."

Brazil's various agribusinesses gave the agreement high marks. "It strengthens the Brazil's, strengthens ties and increases partnerships," Brazil's Coffee Exporters Council (CeCafé) said.

"Without the agreement we would have faced a progressive loss of competitiveness," Brazil's Association of Fruit Exporters (Abrafrutas) said.

Who dislikes the deal?

European farmers: Copa-Cogeca, an association of European farmers, said the EU had opened a "Pandora's box of double standards in agriculture." The main agricultural unions in Ireland, Germany and France also criticized the deal. Christiane Lambert of France's FNSEA

union said it would "expose European farmers to unfair competition."

Environmental protection groups: European activists had called on the EU to walk away from talks because they feared that more beef exports from Mercosur would spur deforestation of the Amazon rainforest. Agricultural firms use former rainforest land for cattle or soy farming for cattle feed. Greenpeace Germany said the deal "comes at the expense of the climate and forests."

Argentina's SMEs: The agreement was not well received by Argentina's National Association of Entrepreneurs. "Small and medium sized enterprises are going to be the most affected by these policies," the organization said.

The only beneficiaries from the free trade pact would be "large multinational firms and exporters in the agribusiness, to the detriment of local industries," the organization stressed.

What happens now?

The four Mercosur governments, the 28 national governments of the EU and the European Parliament have to ratify the deal before it enters force. No timeline has been given.

Read more at: [Deutsche Welle](https://www.dw.com/en/mercator-2019-a-historic-deal-between-brazil-and-the-eu/a-51111111)



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Antarctic Station laboratories will receive R\$ 2 million from MCTIC



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The Brazilian Ministry of Science, Technology, Innovations and Communications (MCTIC) has released R\$ 2 million to equip the scientific research laboratories of Comandante Ferraz Antarctic Station (EACF).

Comandante Ferraz Antarctic Station was installed in 1984, two years after the creation of the Brazilian Antarctic Program (Proantar). It is located on the Keller Peninsula, inland from Admiralty Bay, on King George Island.

The R\$ 2 million will be used to re-equip the station's 17 laboratories, 16 of them furnished by MCTIC and one by the Oswaldo Cruz Foundation. In 2012, a fire broke and destroyed almost the entire structure. Scientists and military personnel were housed in so-called emergency modules.

The Comandante Ferraz Antarctic Station allows the development of projects in the areas of biology, climate, glaciology, geology, medicine, archeology, among others. These researches have a direct impact on the basic and applied sciences for Brazil. In addition, they contribute to the training of hundreds of scientists. Some projects are executed in partnerships with different countries, which increases the internationalization of Brazilian science for the exchange of knowledge and technologies.

Antarctica has about 14 million km², a territorial range superior to Brazil. Antarctica is home to the largest reservoir of frozen drinking water on the planet, unknown mineral types and quantities, and a considerable diversity of microorganisms, plants and animals that may be a source of biotechnological products for future use in Brazil and other countries.

Read more at: [MCTIC](#)

"It's a historical partnership. Even in times of crisis, we are investing in equipment for Comandante Ferraz Antarctic Station. This Navy commitment to research is extremely important"

*~ Marcelo Morales,
MCTIC's Secretary for
Training Policies and
Strategic Actions*

How can Portugal inspire Brazil in digital innovation?



About 15 years ago, Portugal was experiencing a major development crisis, rising debt and high unemployment rates. Currently, the country is among the world economies recognized for the resumption of growth and is ranked as one of the champions in simplifying processes, approaching educational institutions and strengthening the innovation ecosystem. One of the drivers and supporting blocks of this marvelous development was the continuous and successful pursue of digitization, especially in the public sector.

“The story behind the construction of Portugal as a digital society is a relevant case to inspire Brazil, which needs examples of innovative government vision to evolve in this field. The country's development depends mainly on planning and well-implemented public policies,” said Leticia Piccolotto, the founder of BrazilLAB. He pointed out that Portugal's example reinforces the need to invest in an innovation and technology agenda in the Brazilian public sector.

In 2015, Lisbon was named the Entrepreneurial Region of the Year by the European Union, given the amount of programs to support and advise entrepreneurs and government actions to reduce the time needed to open new businesses. Today this process takes 6.5 days in Portugal; In Brazil, in cities such as São Paulo and Rio de Janeiro, the process takes approximately 18.5 days - according to data from the World Bank's Doing Business survey.

Portugal is one of the members of D9 - group of countries considered references in the digital transformation adapted to public administration. Created in 2014, the D9 consists of Canada, South Korea, Estonia, Israel, Mexico, New Zealand, Portugal, the United Kingdom, and Uruguay.

The Deputy Secretary of State and the Administrative Modernization of Portugal, Luís Goes Pinheiro said that the Simplex program, created in 2006, has been the main responsible for the administrative modernization agenda in Portugal. It is a package of Portuguese government measures to develop public management and combat bureaucracies.

Goes Pinheiro pointed the way for Brazil to advance in the field of artificial intelligence. “It is clear that strategies are tailored to each reality, but digital innovation must be a priority for any public administration. It takes courage to accomplish. The greater the fear, the greater the stillness,” he concluded.

Read more at: [IT Media](#)

“The digital environment is the best way to simplify people's lives and create a better business environment,”

~ Luís Goes

Can a city buy its sustainability?

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In a colloquium on the most pressing issues of cities in Brazil and countries in the region, the daily newspaper *El País* was challenged with the question: "Do you believe that cities can buy their sustainability?" After an intense debate, they could not reach a conclusion. However, they say that the seed of uncertainty fell on fertile soil and so they begin to deal with this question in the following article.

Beyond the sometimes conflicting answers, the truth is that, being Latin America one of the most urbanized continents on the planet, every decision of a country or a city to acquire goods, services or works implies important economic and socio-environmental repercussions. From an economic perspective, public procurement reached one-third of global public spending in 2016, equivalent to \$ 8.5 trillion annually. On the other hand, according to a recent study by the Inter-American Development Bank (IDB), inefficiencies in government procurement, public services and transfers in Brazil can cost as much as \$ 68 billion, or 3.9% of GDP. In the region, US \$ 220 billion per year, or 4.4% of regional GDP.

A path to sustainability

In a context in which citizens demand greater transparency and efficiency in government investment, with impacts that benefit society and effective measures to mitigate the effects of environmental degradation and climate change, it is essential to re-evaluate the role of public procurement.

In addition to the difficult task of making them transparent and maximizing their impact, the path of "sustainable procurement" needs to shift the short-term to long-term perspective by integrating its three dimensions: economic, social and environmental. In the words of *El País's* colleague: "Today, every citizen understands very well that social and environmental issues are an inseparable part of the economic equation; in countries with such inequality and serious environmental challenges as ours, we must go beyond buying with economic efficiency alone."

Green shopping?

Within the framework of sustainable procurement, local, national and international institutions are making efforts to support the implementation of so-called green procurement. In a guide also prepared by the IDB (2018), these are defined as acquisitions of goods, works, and services that would cause the most harmless (or positive) results for the environment, health, and human safety, compared to others that compete and comply. the same function.

Local governments that encourage the incorporation of green purchasing into their procurement processes are more likely to mitigate environmental degradation in situ by favoring environmentally friendly and replicable consumption patterns. An example is the Business and Labor Development Center, an eco-efficient building built in the heart of Barrio 31, one of the poorest in Buenos Aires, certified with the EDGE methodology.

Due to the increasingly important role of sub-national green purchasing, three of the largest existing city networks in the world (ICLEI, C40 and the Mayors Climate and Energy Pact) have committed to implementing these types of sustainable procurement to accelerate the implementation of the Paris Agreement and National Determined Contributions (or NDC). Cities in our region are already guiding their acquisitions in this regard, such as Buenos Aires, Mexico City, Lima, Medellin, Sao Paulo and Santiago, among others

The qualitative leap for smart shopping

Sustainable procurement, which includes green, is transformed into smart or innovative when, in addition to incorporating the three dimensions mentioned, it is used not only for a city to acquire sustainable goods, works or services, but also as a platform for interaction with potential willing companies. to solve urban problems through experimentation and use of information and communication technologies, or ICTs.

According to David Graham, Deputy Director of Smart and Sustainable Communities in San Diego, California, "the trend is to conduct pilot-to-procurement pilots where cities share the problem they want to solve with a group of potential vendors willing to test before offering a try before you buy solution. " This implies a qualitatively different approach.

While procurement is considered a challenge to innovation, in recent years European cities like Copenhagen, Dublin or Madrid are evolving from a standardized pilot-based procurement model before the product hits the market. In this context, the European Commission has just published a Procurement Guide Innovative in which business cases are used to guide public officials on best practices for hiring vendors to solve complex urban challenges through calls SMAC Technologies in English (Social, Mobile , Analytics, Cloud).

This means using the convergence of four ICTs: social, such as Twitter , Facebook , Instagram, or Snapchat , to interact with potential beneficiaries; mobile through the use of smart devices such as smartphones and tablets ; analytical, via high-capacity computing tools for processing data from large numbers of users, such as Big Data ; and in the cloud, allowing access and storage of information offered by multiple providers on any device and anywhere on the planet.

Given the possibility of using the power of public procurement and ICTs to transform urban challenges into opportunities for sustainable change, I would venture to say that in addition to the uncertainties for their implementation, learning to buy better is essential. So back to my colleague: do you think a city can buy its sustainability?

Read more at (Portuguese): [El Pais](#)

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Brazil receives first ISO innovation certification

Innovation has become an increasingly latent need in businesses, regardless of size or segment. Although it seems complex and winding, this process has become much easier with the arrival of ISO 56.002, which compiles best practices in innovation from various countries. The standard was published at ISO headquarters in Geneva, Switzerland.

In July 2019, Australian certifier QMS audited the Brazilian company CSI and recommended ISO 56002 certification, making CSI the first company in the world to achieve this valuable certification. CSI Group is a solid group that operates in the Brazilian market since 1999, in the areas of IT ENERGY, AUDIOVISUAL AND OUTSOURCING leasing, being considered the largest and most innovative company in its field.

The norm is the compilation of over 10 years of ISO studies, where 163 countries have contributed best practices in innovation. From these guidelines came the ISO 56002, which is a standard for innovation management and has full adherence to the changes that are taking place, mainly due to the arrival of the new industrial revolution (industry 4.0). The Innovation Management System will be easily integrated with other world class standards (ISO 9001, ISO 14001, ISO 45001, among others). This standard is a simpler, less costly, and much faster bias for changing a company's Mindset and preparing it for ever-faster-changing marketplace changes.

Since 2017, CSI has been adopting new strategies to implement a culture of innovation in the company. Methodologies and tools were researched, and a model that could help achieve the goal of implementing the culture of innovation, the XPER Social Strategy Innovation (SID), was chosen. The chosen model works not only innovation in the aspect of creating new products or services, but incremental innovation, aiming to optimize resources and processes.

After implementing the SID and merging innovation with CSI's DNA, it was decided to validate the innovation management model, adopting ISO 56002 as the ideal certification to attest to the model.

Read more at: [CSI Group](#) and [Xper Brazil](#) and [Journal Folha Regional](#)



*The world's first
Innovation Certificate
ISO 56002 receives a
Brazilian Company*

Paraná is chosen for international innovation program at the Triple Frontier

Foz do Iguaçu was one of the cities chosen to participate in Innovact II, an innovation program developed by the European Union (EU) in conjunction with the Community of Latin American and Caribbean States (CELAC), which aims to identify and develop chains of cross-border value, favoring EU-Latin American associations. The focus of actions in this city will be on tourism development through solutions created in the area of ICT (Information and Communication Technologies) and embedded in the context of smart and sustainable cities.

The idea is to promote, based on examples from European experience, the development of strategies, action plans and concrete projects or programs that can be implemented in the short term, with a view to developing the value chains chosen in each region.

The program aims to reach national and regional political institutions and authorities, but mainly public and private sector institutions and actors that can benefit from

promoting innovation and trade competitiveness. Innovation is one of the program's priorities because it is essential to the prospect of smart growth.

Brazil had no region included in the first edition of Innovact, which took place in 2017 and 2018, but gained space in this second edition, where Foz do Iguaçu and the Triple Border between Brazil, Argentina and Paraguay are one of the focal points of the program.

Izoulet Cortes Filho, Deputy Director of Projects and International Business of Assespro - PR, says that the line of action focused on tourism and the ICT sector is due to the fact that the city - which is Brazil's second tourist destination in Iguazu Falls, one of the seven wonders of nature - along with the Itaipu Technological Park (PTI), has been a technology experimentation environment for smart and sustainable cities, as happens with the Living Smart Cities Laboratory, also started in December 2018.

For Izoulet, the initiative is extremely relevant for the state of Paraná. "It is very important that Innovact is operating in Foz, because it will activate opportunities presented by the challenges of the ICT Governance action plan, connecting the ICT sector and Paraná within a system of smart, connected and sustainable cities," he concludes.

Read more at (Portuguese): [Portal da Cidade](#)



Brazil and Czech Republic launched a call for the new DELTA 2 programme

The call for proposals for the new DELTA 2 programme has been opened on the June 25, 2019 by the Technology Agency of the Czech Republic (TACR). The main objective of the program is to support international collaboration in applied research and experimental development through joint projects of enterprises and research organizations.

Call for proposals is opened for international collaboration with 8 countries including Brazil. The partnering organizations are the National Service for Industrial Training (SENAI) and Company for Research and Industrial Innovation (EMBRAPII).

The Delta 2 Programme is focused on international collaboration in the field of applied research and experimental development and innovations between Czech enterprises and research organisations, and their foreign counterparts. Funding will be provided to projects that are aiming at specific results in the applied research and that will be translated to praxis and introduced at market. Enterprises and research organisations are eligible to apply.

DELTA 2 programme substitutes the old DELTA programme. As it was common in the former calls for proposals of the previous programme, Czech businesses and research organizations will receive the support from TACR. Foreign businesses and research organizations can be supported by one of the foreign partner organizations which are listed above.

Deadline for submission of proposals: August 22, 2019

Read more at: [TACR](#) & [Czech Startups](#)

Public call for technology-based startups in the areas of aeronautics and sustainability

The National Association of Advanced Technology Enterprise Promotion Entities (Anprotec) and the Swedish-Brazilian Research and Innovation Center (CISB) announce the launch of CISB-Anprotec Public Call for the selection of technology-based startups with potential for application in the aeronautics sector and in the area of sustainability, with the aim of connecting them to major Swedish companies in Brazil through the Brazil-Sweden Corporate Venture Initiative.

Approved startups will participate in matchmaking sessions with Swedish companies and will be able to present their technologies, new business models and innovative solutions to the technological demands of large corporations. As a result, these startups will expand their networks of relationships with key Brazilian and Swedish actors from industry, government, academia, funding agencies, and others.

Selected companies will also benefit from broad market visibility and formal introduction into the Swedish-Brazilian innovation system, including CISB-Anprotec collaboration, innovation clusters, international IDI projects and other opportunities.

Deadline for submission of proposals: August 17, 2019

Read more at (Portuguese): [CISB](#) & [Anprotec](#)



CALL FOR PROPOSALS IS
OPEN



Showcasing Science, Technology and Innovation (STI) Collaboration between Europe and Brazil

by Paulo Egler and Elisa Natola, CONFAP

Brasília. The ENRICH in Brazil interview series for ENRICH Monthly continues with Dr. Giancarlo Santilli, an associate professor at the University of Brasilia in Brazil.

Can you please tell us about yourself, such as your background, interests, areas of passion and expertise?

I was born in Venezuela, I am son of Italian emigrants arrived in that country in 1957. Even as a kid I nurtured the passion for electronics and especially for the space. For this reason, after finishing high school at the age of 15, my parents supported my passions by funding my university studies in Italy.

I did my entire academic career at the “Sapienza” - University of Rome, from the degree in Electronic engineering, to that in Astronautics up to the Ph.D. in Aerospace Engineering. After the formation period, 12 years of work activity in the Aerospace sector between the Academy (at the Sapienza as a researcher) and the industrial world (at Telespazio). In between there have been different experiences as staff exchange in other European countries and Africa.

Since 2015 I am an Associate Professor at the University of Brasilia (UnB), where I teach subjects in Electronic and Aerospace engineering and also carry out my research activity.

With dual formation in Electronics and Aerospace engineering, I could work in both of these sectors. In

fact, my main research interests are focused in the areas of Earth Observation and Remote Sensing, Orbital Dynamics, Design and Analysis of Space Missions and TT&C activities.

What is the scope of your collaboration with Europe / Brazil?

My participation in several European Research and Development Projects, since my stay in Europe, has allowed me to appreciate them very much. In fact, these European funding mechanisms, with the various existing methods, have the capacity to aggregate excellence around a given topic, to achieve the best possible results.

For this reason, since my arrival here in 2015, I immediately tried to maintain the professional and human network created in Europe with the possibility of continuing to do things together in order to maintain my activities, my Institution and Brazil anchored to European Realities of Excellence, making it easier for all involved members to achieve excellent results.

Today we have several active collaborations with the EU, ranging from Earth Observation, Orbital Dynamics, Space Missions Project, Aerospace Propulsion, Materials, etc. with different European partners like Leonardo Group, Thales Group, Warsaw Institute of Aviation, Telespazio, Avio, Sapienza - University of Rome, LUISS, CNR, University of Southampton, ASI, CNES, etc.

What is the story of your collaboration? How did it start?

My collaboration story starts from afar, in the sense that during my ten years as researcher at the University of Rome, I had the opportunity to participate in several projects (GMOSS, EVOSS, G-MOSAIC, PREFER, SIGRI, EFFMIS, etc.), funded by European Institutions and obtaining great results and benefits.

This experience made me appreciate very much the structure of European Research, Development and Innovation (RDI) projects, trying as mentioned before, to maintain contact with the European partners and institutions to continue with fruitful collaborations in several areas of interest within our sector.

What is the most valuable aspect of this collaboration for you?

Undoubtedly the ability to remain anchored to the state of the art in the various sectors of our field, that is the possibility of remaining in contact with partners who still can teach and help us a lot since they are leaders in these areas of competence.

Interaction in a globalized world in sectors that evolve with great speed, such as technology and innovation, are a great added value that we must preserve.

Have you experienced personally any difficulties or challenges?

Yes, there have been several difficulties encountered.

Dissemination: there is little knowledge within the Brazilian scientific and academic community about the opportunities and mechanisms for becoming part of these European networks of excellence.

Bureaucratic: the level of local bureaucracy to enter one of these opportunities is still high.

Financial: In most cases, Brazilian partners can participate in these various opportunities offered by the European system, only if they have a contributory financial capacity. Unfortunately, at a time of economic hardship like the current one, and this limits Brazil's participatory potential in many areas.

Opportunity: Due to the current context, limited resources, it remains clear that the country system can participate in a limited number of European

opportunities. Therefore in many STI sectors and areas the Brazilian participation becomes very difficult.

What would you recommend to someone who is interested in going abroad to collaborate in the area of science/technology/innovation with Europe/Brazil?

- 1) Brazil is a young, immense and rich country that can offer many opportunities in the STI sector, more easily than other already saturated markets.
- 2) Before entering in the Brazilian market, it would be recommended to know very well the legal, logistic and environmental context of the country.
- 3) From direct experience in the academic world, I can say that the potential of human resources is enormous and they have a great desire to do great things.
- 4) Many STI infrastructures are lacking or completely lacking. So people interested in coming here must prepare for these difficulties, knowing how to turn them into opportunities to diminish their impact.
- 5) The potential in the aerospace sector is underutilized due to limited financial resources. Therefore important investments are needed in order to bring Brazil to be part of the most advanced nations in this sector. Just think about the potential of Earth Observation activities in a country like Brazil...



We thank Dr. Giancarlo Santilli very much for sharing his valuable experience and being an “Ambassador” for increasing scientific and technological cooperation between Europe-Brazil.