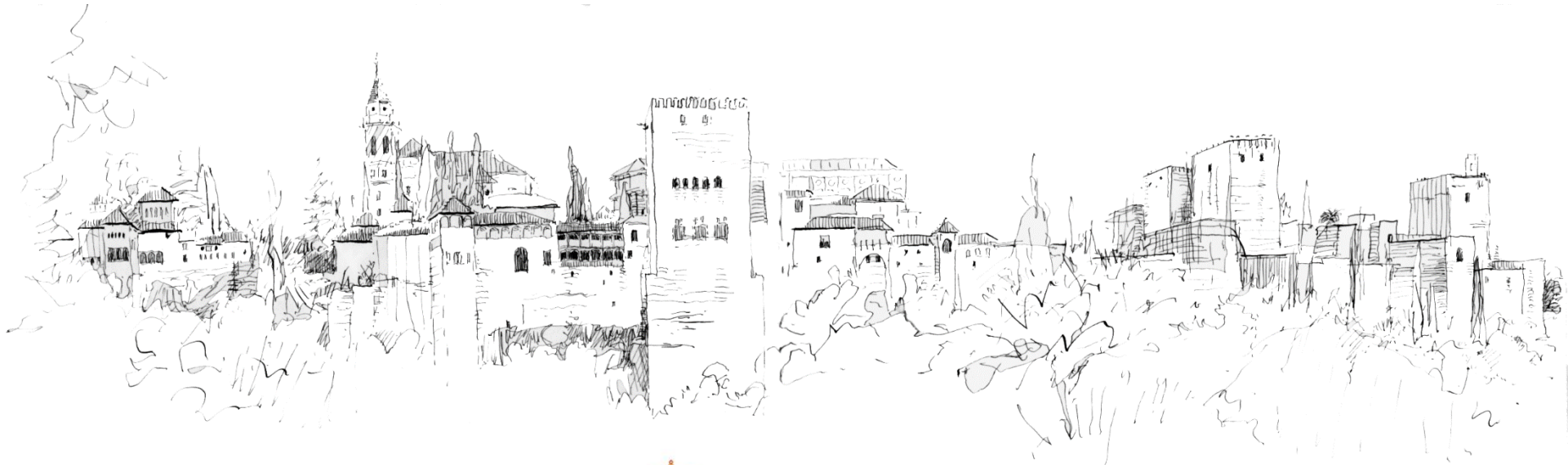




The largest Technological and Biotechnology Cluster in Andalusia - Spain

An ecosystem based on excellence and innovation
Success case



Presentation of onGranada:

onGranada Tech City is the brand that represents the “Asociación Cluster Granada Plaza Tecnológica and Biotecnológica”.

It is an initiative of the CGE - Confederación Granadina de Empresarios that counts among its members and governing bodies with:

City Hall of Granada

Region government from Granada

University of Granada

Region government of Andalusia

Chamber of Commerce of Granada

Associations of ICT Companies, in Andalusian, Spain and Europe.

Presided by the President of the association that represents the entrepreneurs of Granada, counts as President of honor with the Mayor of the City of Granada.

Its purpose is the location in Granada of projects and companies with a technological and biotechnological base, taking advantage of the important advantages of the Plaza de Granada for this type of industry, thus enhancing the local business fabric and the creation of quality jobs , as well as the increase of the turnover of the sector.

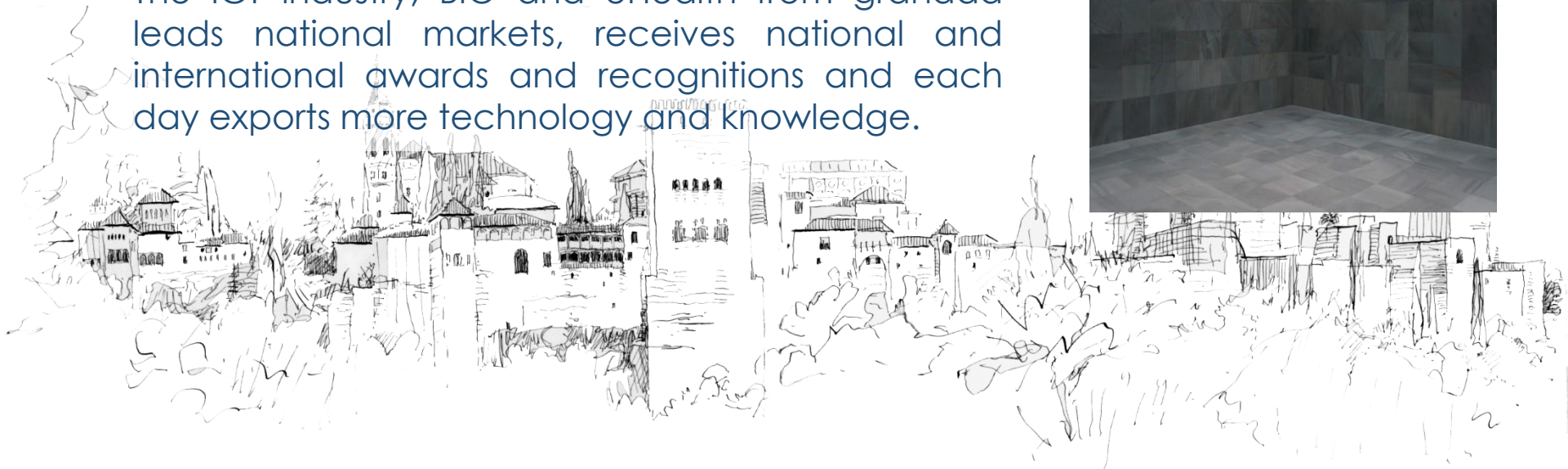
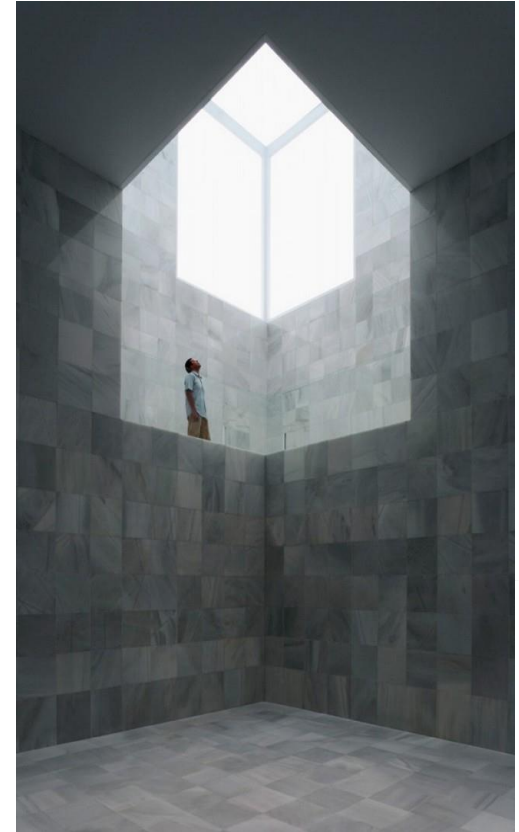
Why Granada?

A powerful TIC, BIO and eHealth industry.

The Granada ICT industry represents more than 400 companies, with more than 6,000 direct jobs and more than 7% of the province's GDP in turnover.

National and international success

The ICT industry, BIO and eHealth from granada leads national markets, receives national and international awards and recognitions and each day exports more technology and knowledge.



Why Granada?

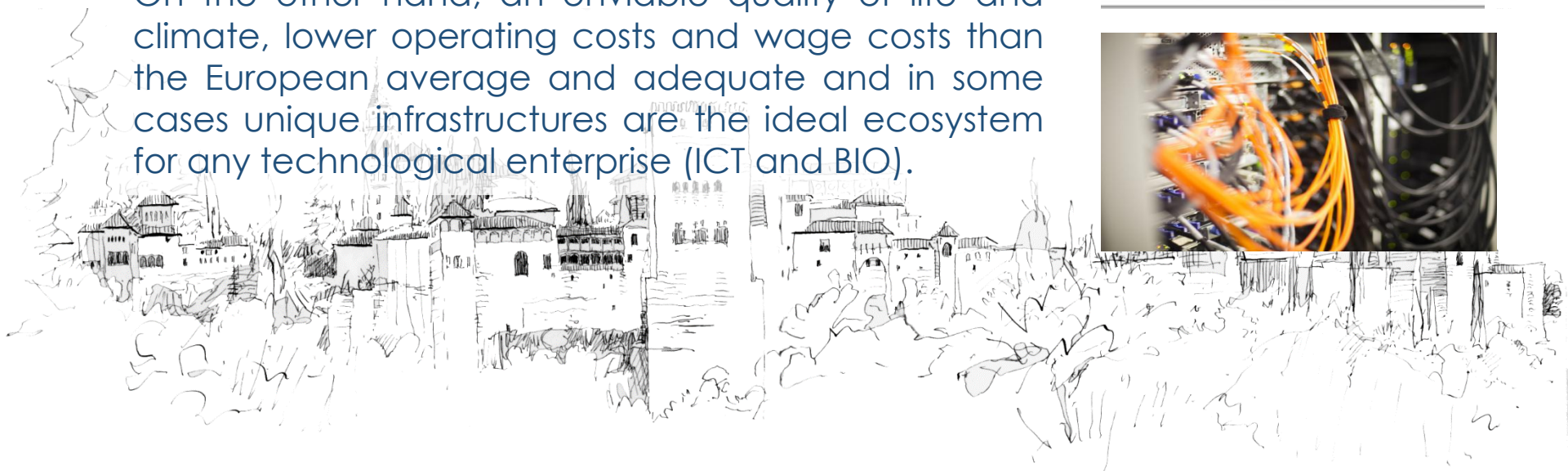
A unique ecosystem

The mix composed by:

UGR (University of Granada)

A TIC, BIO and eHealth industry with long experience
Spin Off university and StartUps dynamic and
innovative.

On the other hand, an enviable quality of life and
climate, lower operating costs and wage costs than
the European average and adequate and in some
cases unique infrastructures are the ideal ecosystem
for any technological enterprise (ICT and BIO).

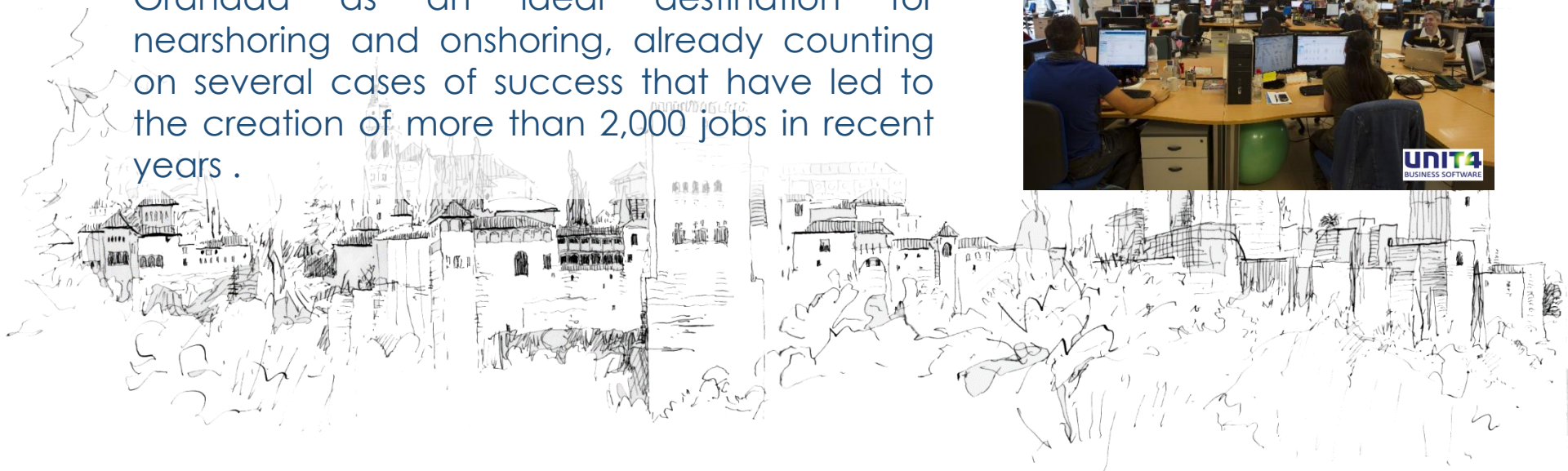


Why Granada?

Ideal destination for nearshoring.

The quality of the engineers of the ETSIT (School of Computer Engineering) of the UGR, the experience and quality of local companies.

But also the conditions and labor costs as well as the cost of the infrastructures position Granada as an ideal destination for nearshoring and onshoring, already counting on several cases of success that have led to the creation of more than 2,000 jobs in recent years .



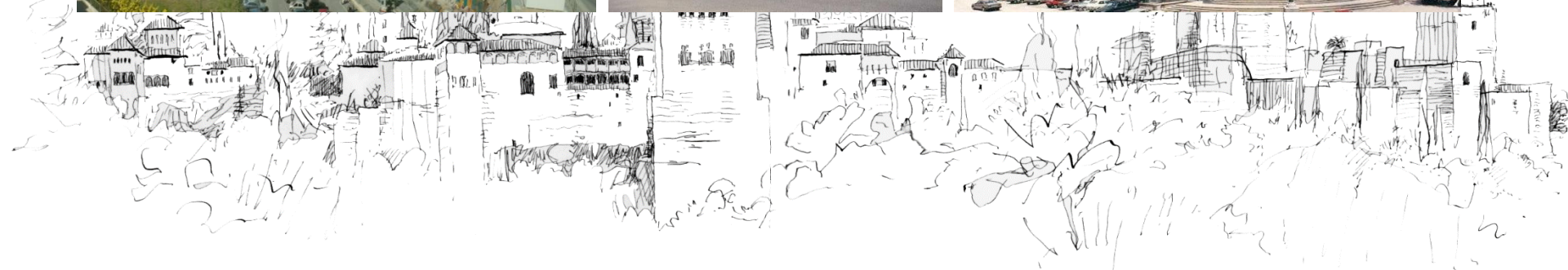
Why Granada? An ideal place to live

A pleasant climate with less than 50 days of rain a year.
A magnificent offer in private and public schools of high quality and bilingual.
One of the best universities in the world.
Affordable housing for purchase or rent.
City with an adequate size <500,000 inhabitants
Just 20 minutes from the ski resort of Sierra Nevada.
Just 30 minutes from the beach and the tropical coast.
Attractive sociocultural and tourist offer.
Several golf courses less than 10 minutes away.



Why Granada? The University of Granada

ETSIT-UGR one of the best Engineering Schools in the world.
CITIC-UGR is one of the most innovative in Spain and the EU27.
First Spanish university in ICT in the ranking Shanghai 2016.
Among the top 20 IT world universities in the Shanghai 2016 ranking.
A particularly dynamic OTRI transfer office.
More than 350 research groups.
More than 80 spin-offs, 27 of which are ICT.
More than 60,000 students, 3,650 teachers
Nearly 500 years of history and trajectory of success.



Why Granada? Appropriate infrastructures

Two international airports less than 75 minutes from the city.
Network of motorways with connection to national capitals.
National rail network with high speed, AVE for 2018.
Extensive connection and urban transport services.
Direct access to the international backbone network of data and IPV6.
Most important Cloud Computing CPD of Andalusia.
Unlimited flow and bandwidth service.
Interconnection infrastructure for fiber optic and WiMax.
Wide availability of land and buildings.



Legal and operational structure

Under the name "Asociación Granada Plaza Tecnológica", last July 29, 2013, under the Organic Law 1/2002 of March 22, regulating the right to association, a non-profit association, with full legal capacity to act.



Promotion and diffusion, seminars.

Important institutions support. Presence and support of local, provincial, autonomous and national authorities. Regular participation of more than 200 Granada, Andalusian, national and international companies. Very successful call. Generated thousands of professional contacts between companies. Intense networking activity.



Promotion and diffusion, institutional relations.

Multiple promotional activities, such as meetings with authorities, senior officials, ministers and secretaries of state. Signing of agreements with collaborating companies or business organizations. Meetings with ambassadors from other countries. A high number of visits and meetings with foreign companies. Carrying out commercial missions to other countries.



Promotion and diffusion, conferences and congresses.

Conferences such as the CTA, CDTI, ENISA, SOPREA, annual meetings of Ambassadors, safety days, hiring and employment days, congresses such as AUMENTAME EDU or UX Spain congress, among many others. Thousands of congressmen have participated in events organized or promoted by our organization.



The soft-landing program:

The purpose of the program is to facilitate the installation of technology and biotechnology companies in the Plaza de Granada.

Articulated through a series of resources and services, it allows a "soft landing" in Granada, attending to various aspects and areas of interest such as business services, logistics, supplies, locations, buildings, resources, infrastructures, HR, family and domestic, among others.

More than 4 years of experience and numerous cases of success, allow us to know the different difficulties that exist when locating a company in a new location. For this we have designed this program that solves many of the problems that may arise.

Our goal is for companies to set up and invest in Granada, and for this:
"We make it as easy as possible."



Detail of the soft-landing program services:

Assistance in corporate, legal, tax and labor services.

Help for the location of offices or buildings.

Help for the location of employees and workers.

Help with procurement of supplies.

Assistance for the processing of permits and licenses.

Discounts agreements with service providers and supplies.

Agreements with owners of buildings and land.

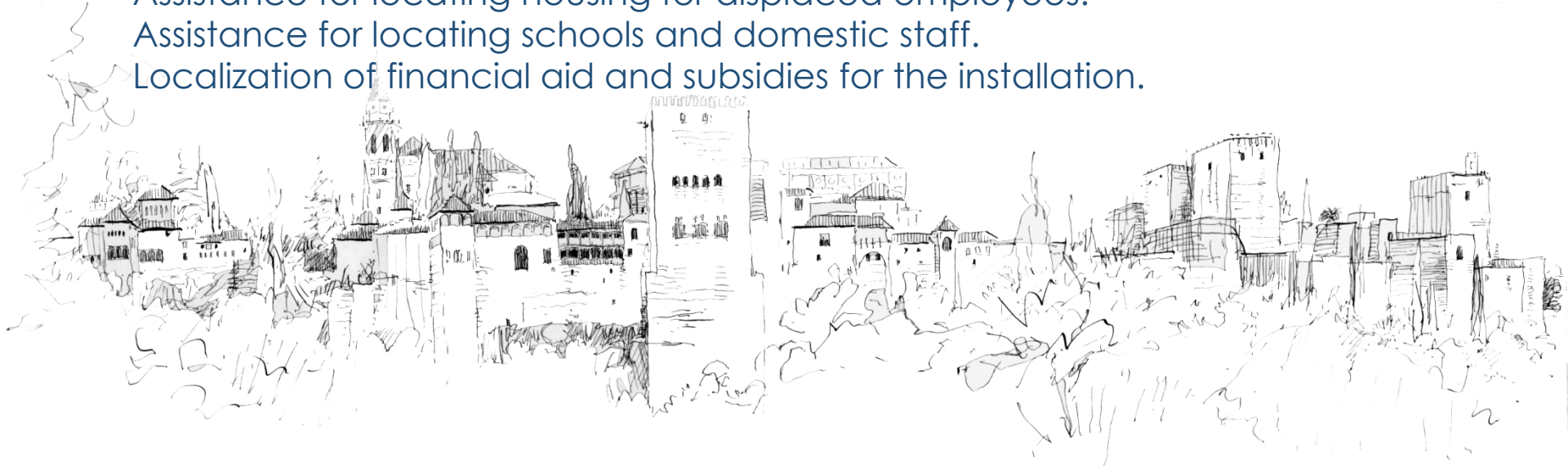
Conventions with hotels for temporary stays.

Temporary offices, fully equipped for the start of the activity.

Assistance for locating housing for displaced employees.

Assistance for locating schools and domestic staff.

Localization of financial aid and subsidies for the installation.



The offer of Granada

Economic benefits:

Buildings and offices for rent from. 5 - € / month / m2.

Purchase land from 20 -. € / m2.

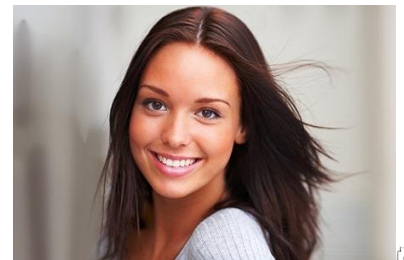
Incentives for localization in technology parks.

Incentives for the creation and modernization of companies.

Incentives for Research, Development and Innovation.

Annual total cost of a junior engineer, from 20,000 -. €

Total annual cost of a senior engineer, from 30,000 -. €



The offer of Granada

Benefits and operating advantages:

Low staff turnover that facilitates knowledge to be maintained.

7x24 in most services.

Services offered and provided in Castilian, French, English and the main languages UE27.

There are no time differences (maximum one hour with UE27).

Most technicians are graduates or engineers and have experience in the production and management of the services offered.

The savings in costs and costs is significant.

Engineers and operators are in an ongoing process of training.



The offer of Granada

Specialties and Expertise available in Granada:

Microsoft ASP.NET

Microsoft Rich Client Development with Silverlight

Microsoft Sharepoint engineers.

Java Web Development and Java Rich Client and Desktop.

Google Android and iOS Development

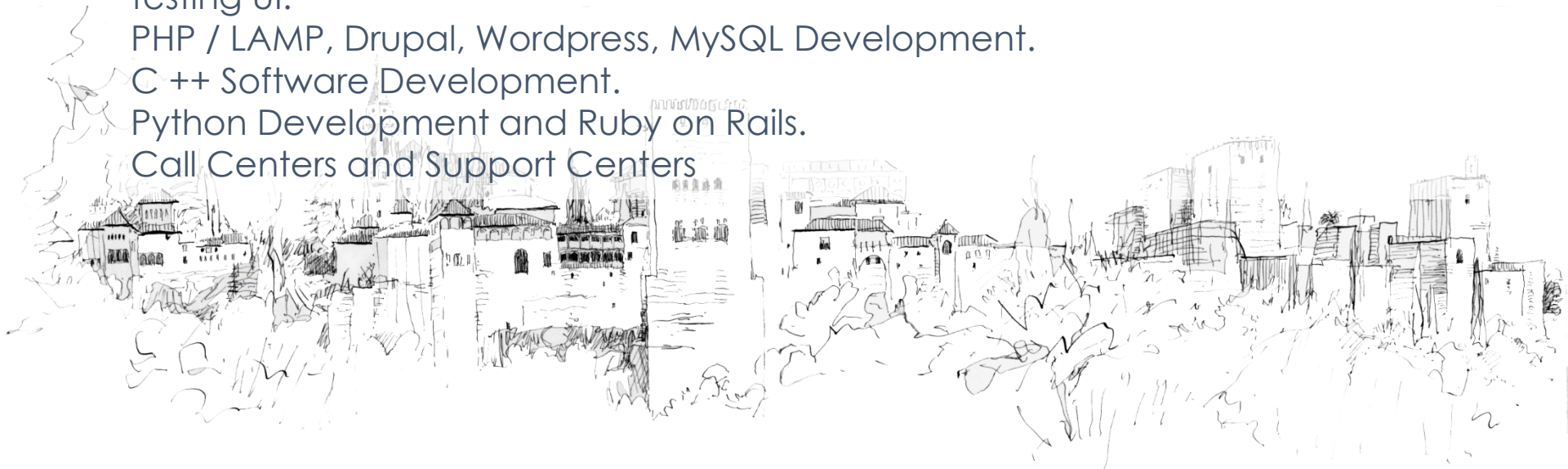
Quality Assurance & Testing services with functional testing, acceptance testing, regression testing, performance and scalability testing, accessibility, usability testing UI.

PHP / LAMP, Drupal, Wordpress, MySQL Development.

C ++ Software Development.

Python Development and Ruby on Rails.

Call Centers and Support Centers



Current lines of work and performance:

Promote and strengthen the Technology and Biotechnology Plaza of Granada.

Promote R & D & I and technological innovation.

Attract companies to install a work center or production in Granada (softlanding and onshoring program).

Capture projects and contracts to be executed in Granada (nearshoring).

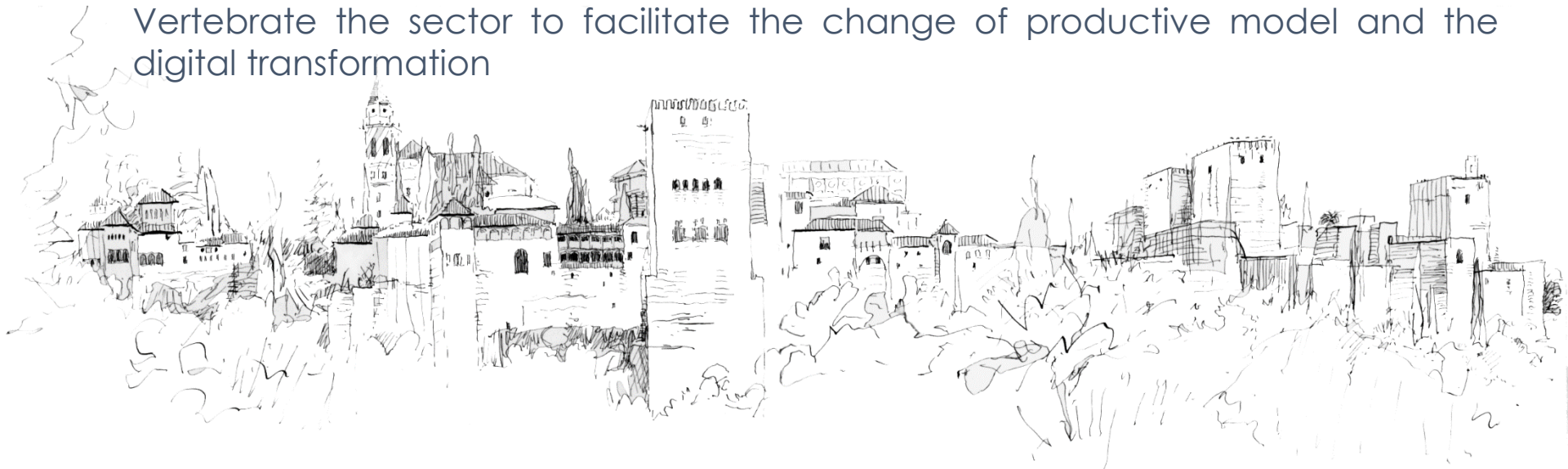
Foster the transfer of technology and knowledge.

Attracting projects, facilities and scientific industry to Granada.

Encourage entrepreneurship in digital economy.

Training and training of the sector.

Vertebrate the sector to facilitate the change of productive model and the digital transformation



Board of Directors, maximum institutional support



- Don Francisco Cuenca Rodríguez - Excellency Mayor of the City of Granada - Honorary President
 Don Gerardo Cuerva Valdivia - President of the Grenadian Confederation of Employers - President
 Mrs. Sandra García Martín - Delegate of the Government of the Government of Andalusia in Granada - Vice-President
 Don Joaquín Rubio Torres - Vice-President of the Grenadian Confederation of Employers - Vice-President
 Doña Pilar Aranda Ramírez - Magnificent Rector of the University of Granada - Vice President
 Don José Entrena Avila - Excellency President of the Diputación de Granada - Vice President
 Don Baldomero Oliver - Lieutenant Mayor Delegate of Economy of the City of Granada - Vice President
 Don José Luis Alarcón - Vice-President of the Chamber of Commerce and Navigation of Granada - Vice-President
 Don Juan José Martín - Provincial Delegate of the Ministry of Economy, Innovation, Science and Employment - Vocal
 Doña Raquel Ruz - Councilor for Employment and Commerce of the City of Granada - Member
 Don Antonio Alcantara López - Deputy Secretary General of the CGE - Treasurer
 Don Vito Episcopo Solís - Director of RR.II. in Trevenque Group - General Secretary
 Don Luis Aribayos Mínguez - Secretary General of the Confederation of Granadines of Employers - Member
 Doña Ana Muñoz Arquelladas - Deputy of Employment of the Diputación de Granada - Vocal
 Don Jesús Banqueri Ozáez - Director Office Transfer Results Research OTRI UGR - Vocal
 Don David Arroyo González - Member of the Board of Directors of the Granadina Confederation of Employers - Vocal
 Don Miguel Ángel Rodríguez Pinto - Member of the Board of Directors of the CGE -Vocal
 Doña Monica García - Secretary General of the Chamber of Commerce and Navigation of Granada - Secretary
 Don Juan Ramón Olmos Vico - Managing Director of Grupo Trevenque - Vocal
 Don Dionisio Torre Ramos - Managing Director of Axesor Knowing to Decide - Vocal

Sector lobby, trade union and scientific support

Many local employers, Andalusian, national and European are already part as partners of onGranada Tech City, endorsing with our participation our initiative. Also unions, professional colleges, centers of excellence or research, cluster and technology park.



Cumulative results (48 months)

600

affiliates

2.000

direct jobs
propitiated

17

companies relocated in
Granada

2% PIB

the turnover of our
companies represents
more than 2% of the
Andalusian GDP

45%

We represent more than
45% of the sector turnover

16

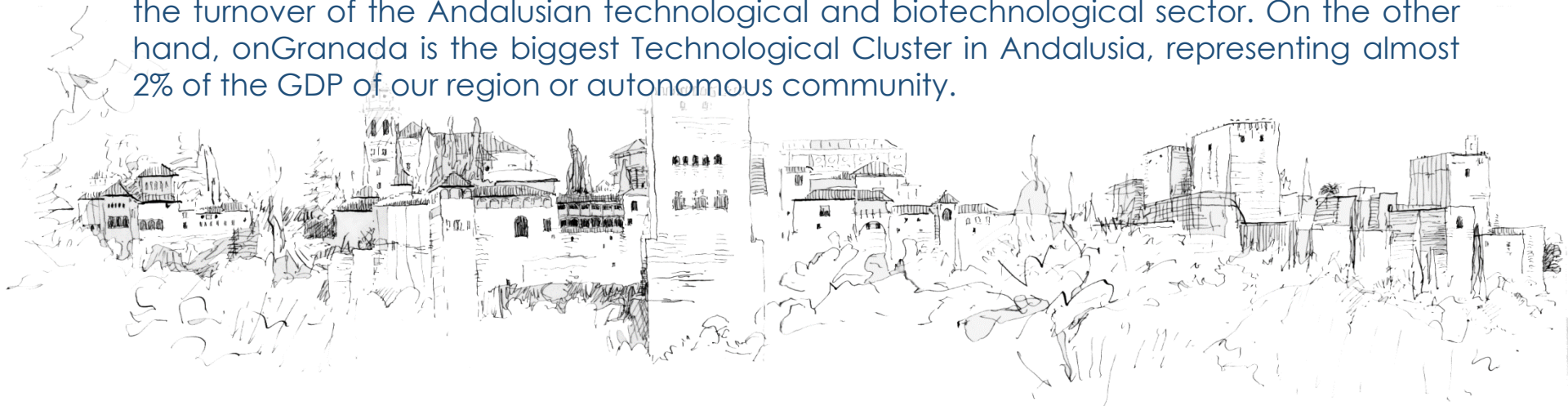
Patronales, research
centers, cluster and
technological parks

The largest Andalusian Technological Cluster:



In December 2016, the Ministry of Economy, Industry and Competitiveness of the Government of Spain granted us the qualification as AEI Agrupación Empresarial Innovadora, better known as Clúster, thus certifying and certifying our route and the current situation of our organization.

To date, our association has more than 600 associated companies that represent 45% of the turnover of the Andalusian technological and biotechnological sector. On the other hand, onGranada is the biggest Technological Cluster in Andalusia, representing almost 2% of the GDP of our region or autonomous community.



Ambassador Program

One of the most successful and impactful programs in this year has been the ambassadors of onGranada Tech City, whose aim is to promote the city of Granada as a Technological Plaza, to attract companies that locate their work centers in Granada and the capture of projects or works that are carried out in Granada by local companies.



Europa
Pilar del Castillo



Latinoamérica
Federico Castillo



Italia
Luca Pardo



Holanda
Sander Wolfensberger



Italia
Marcello Memoli



Bélgica
Christel Verhoye



Alemania
Stephan Reinhold



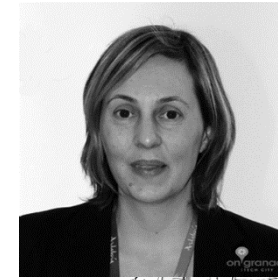
Reino Unido
Jaime Martinez-Brocal



Holanda
Arnoud Krom



Polonia
Emilio Rull Quesada



Reino Unido
Molly Sears Piccavey



Japón
Mitsuo Tanikawa

Work commissions

The work committees are consultative bodies of the Board of Directors and Executive Committee of the organization. Among the objectives set for the commissions are the identification of the needs of the companies of a specific sector or area, the elaboration and monitoring of the statistical data of evolution of the sectors, as well as the production of reports on the state of the sectors and census of companies. In short, to watch over the sectors present within the organization.

Two commissions of work have been important, the Commission of Entrepreneurship in Digital Economy, whose President is Samuel Sánchez and Vice-Presidents José Manuel Robles and M^a Carmen Pérez.



Work commissions

The Commission of eHealth Technologies Applied to Health, whose presidency has been assumed by Pablo Caballero, who has had the support of Don Diego Pozas with a Vice President.

Also the Labor Relations Commission whose presidency has been assumed by Don Isidro Ramirez of the AXESOR companies, and that counts as vocals with the heads of human resources of important companies associated with a high number of workers.

The Communication and Marketing Commission, whose presidency has been entrusted to Miguel Ángel Rodríguez Pinto, one of the founding members of the Cluster, a member of our Board of Directors, CEO of ESCO Escuela Superior de Comunicación. This commission also counts as commissioners with outstanding partners of the Cluster, specialized in the field of communication and strategic marketing.



Andalusian Council for Innovation

One of its first initiatives onGranada in terms of innovation, after its reconcomiendo by the Ministry of Economy, Industry and Competitiveness as Innovative Entrepreneurial Grouping, AEI or Technological Cluster, has been the creation of this internal work organ. This Council aims to foster innovation and knowledge transfer in the field of TICC, BIO and eHealth of the Andalusian community.

In its constitution, 12 innovative Andalusian companies have already been added, but the council is open to the other companies that are part of the Cluster. These companies are committed to innovation as an engine of improvement and success, as well as a natural mechanism for creating value and employment. The UGR University of Granada and the Junta de Andalucía, through the IDEA Agency have joined the initiative. The council was set up in Granada, but soon it will meet again in Malaga and Seville, in order to facilitate the participation of associated companies in other provinces.



If you need more information

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 @vitoeps

