

SP Negócios is the City of São Paulo's investment and exports promotion agency. We work in collaboration with the City Government to improve the business environment and investment opportunities, assisting the city in its economic development.

São Paulo's attributes to the Startups development

São Paulo's innovation ecosystem is the main LatAm hub in the sector, evaluated in US\$ 5.1 billion. 2,650 startups operate in the city, representing over 21% of the Brazilian market and 70.6% in the state.

According to the Global Startup Ecosystem Report 2019, written by the consulting group Startup Genome, the city appears in the 9th place among the world's 12 most promising ecosystems in the transformation stage, alongside economies equally sophisticated like Montreal, Helsinki and Mumbai.

The same source shows that the city is listed in the Top 10 biggest global ecosystems in availability of talents and labor force quality.

São Paulo unite the best reasons for investment in the Information and Communication Technology (ICT) and for companies' development in the technology field.



Event held during São Paulo Tech Week The largest festival of innovation and Technology in Latin America.

Photo: SPTW collection



SP Negócios strengthens partnerships with federal institutions

In August, São Paulo Negócios's investments team was in Brasilia to participate of the 17th Annual Strategic Leadership in Infrastructure Forum.

At the occasion, relationship arrangements with Apex-Brazil (Investment Promotion and Exports Brazilian Agency) and ABDI (Industrial Development Brazilian Agency) were structured.

The meetings' main goal was to consider a possible extension of the cooperation agreements between SPN and the agencies to promote the investment opportunities and international trade the city of São Paulo offers.



From left to right: the president of SP Negócios, Juan Quirós, the president of Apex-Brazil, Rear Admiral Sérgio Ricardo Segovia Barbosa, the director of Investment Promotion at SP Negócios, Silvana Buzzi; and other members of Apex.

Photo: SP Negócios collection

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Agreements with sectorial associations expands São Paulo's export companies potential

In order to offer São Paulo's companies good export qualification, São Paulo Negócios maintains Technical Cooperation Agreements with associations that operates in fields that have a great impact in job opportunities and revenue across São Paulo's state.

The ABCasa (Household, Gifts, House Appliance, Parties and Flowers Brazilian Association) and the ABIMAPI (Cookies, Food Mass, Breads and Industrialized Cakes Brazilian Association) recently signed a partnership with the agency.

The approximation with those institutions will provide qualification for entrepreneurs in those sectors, increase the industries competitiveness in the international market and enable more investments in the city of São Paulo.



From left to right: the president of ABIMAPI ((Cookies, Food Mass, Breads and Industrialized Cakes Brazilian Association), Cláudio Zanão, and the president of SP Negócios, Juan Quirós, in the act of signing the technical cooperation agreement between the institutions. Photo: SP Negócios collection



Model for Distribute Generation.
Photo: Portal Solar

Distribute Generation receives contributions until August 19th

Institutions specialized in electric power and other interested parties may contribute to the Preliminary Procedure for Expression of Interest released by City Government for the structuring of a Distributed Power Generation Public-Private Partnership. The purpose of Preliminary Procedure is to gather suggestions for the PPP's conception from the market regarding the implantation and operation of distributed generation plants throughout the city.

The project foresees the installation of mini power plants in municipal administration properties, so that the energy injected into the grid compensates 50% of the public buildings consumption, that is, about 70GWh, enough to supply 19 thousand houses.

Subsidies should be sent to the following email address: geraçãoodistribuida@prefeitura.sp.gov.br

Bidding process for concession of Towing and Impound services will be in September

The public notice for the concession of Towing and Impound services was released after the end of public consultation period. The model covers the removal and custody of vehicles in the city's public roads and public places.

Key changes in relation to the public consultation documents include: change from international to national competition, division of lots by city regions, division of the development and operating cost of the online system and app among winners and restriction of acquisition of only one lot per company.

The submission of the proposals is scheduled for September 20th. For more information, please let us know by the contacts below.