

São Paulo: An optimistic look to the future



The fDi Top Destinations 2020 Ranking, released on March 9th, prepared by the Financial Times Foreign Investment Monitoring platform, pointed out the city of São Paulo as number two for Return on Budget investment in this year's study.

The publication also highlighted the city of São Paulo as the fourth highest return on personnel investment among all other cities worldwide considered in this study.

One of the many factors that contributed to the high position of the city in the ranking, according to the report, is the mobilization of the municipal government towards the private sector, a duty that is part of the activities of São Paulo Negócios, responsible for making the city increasingly attractive and receptive to the expansion of investments and the development of new businesses.

To read the Ranking fDi Top Destinations 2020 in full text, click [here](#).

São Paulo Negócios is hosting virtual meetings to promote the city's Priority Projects (Municipal Privatization Plan)

São Paulo Negócios continued the promotion of the Priority Projects of the city of São Paulo, this time through virtual meetings with interested investors. The purpose is to transfer to the private sector the management of public services and assets through privatizations, concessions and PPPs. Check out the featured projects:

Concession of Interlagos Motorsports Complex: Concession for renovation, management, maintenance, operation, and development of the Interlagos Complex. Period: 35 years. Proposal envelopes opening: April 28th, 2020.

PPP Housing: Public-private partnership for administrative concession for the implantation of social interest housing and popular market in the city of São Paulo, including urban infrastructure, public facilities, private non-residential facility/enterprise and necessary services. Period: 20 years. Proposal envelopes opening: April 29th, 2020.

PPP Piscinões / Drainage tanks: Public-Private Partnership, in the form of administrative concession for the rehabilitation, operation and maintenance of 4 (four) existing rainwater reservoirs in the Municipality as well as construction, operation and maintenance of 5 (five) new rainwater reservoirs. Those reservoirs are part of the drainage system of the city of São Paulo. Period: 33 years. Proposal envelopes opening: April 30th, 2020.

Cemeteries: Concession of the services of management, operation, maintenance, exploration, revitalization and expansion of the 22 public cemeteries, crematoria and the provision of funeral services in the city of São Paulo. Period: 35 years. Proposal envelopes opening: May 15th, 2020.

Concession of Bus Terminals: Public-private partnership, type of concession, for a period of 30 years, for the provision of services of administration, maintenance, conservation, commercial operation and requalification of the bus terminal and its associated enterprises and completion of improving construction works in its coverage perimeter.

Period: 30 years. Proposal envelopes opening: Temporarily suspended and updates should be available soon.

Low Viaduct: regular occupation and different commercial exploitation opportunities



A project with great prominence in the city of São Paulo is the concession of the areas located in the low viaducts. In January, it occurred the first opening session of the bidding envelopes for two viaducts: Viaduct Comendador Elias Nagib Breim (Viaduct Lapa) and Viaduct Missonário Manoel de Mello (Viaduct Pompéia). The Lapa viaduct did not received any proposal, while the Pompeia one is moving forward with its bidding process.

The concession of these areas could lead to outstanding developments in the low and surrounding areas of 85 viaducts of the city of São Paulo, with the opportunity of profitable investments and easy operationalization for the market.

This is an opportunity for entrepreneurs to learn the proposal for these areas since the City Hall intends to replicate the model for other viaducts of the city. Based on examples applied in London and Mexico City, the project includes facilities such as foodtrucks, foodbikes and kiosks.

The private sector may, for example, explore commercial activities such as food and beverage, fair services, coworkings (share offices), bicycle rentals, scooters, advertising (within the rules of the Clean City Act), and events. Among the project's mandatory requirements are the surveillance, construction of toilets and location cleaning.

Viaduct Oberdan Cattani (Antarctica Viaduct)

The bidder winner is the one who offers, to the City of São Paulo, the highest value of fixed grant to be paid at the time of signing the contract, being the minimum amount of R \$ 2.416,00 for the Viaduct Oberdan Cattani (Antarctica Viaduct). The period of the concession is for five years.

The project, in the bidding mode of national competition, provides investments in safety and lighting, since the concession allows the future concessionaire to explore the multiple possibilities of usage of the area.

The project is at public consultation phase until April 29th, 2020. Companies interested in understanding more about the project, click [here](#), or contact São Paulo Negócios.

The dates of the proposals may change. If you wish to be informed, please contact the São Paulo Negócios team.

**São Paulo Tech Week organizes online discussions on innovation in
different areas**

The logo for São Paulo Tech Week 2020 features a stylized 'SPTW' monogram on the left, composed of thick black geometric shapes. To the right of the monogram, the text 'SÃO PAULO' is stacked above 'TECH WEEK', which is stacked above '2020'. All text is in a bold, uppercase, sans-serif font.

Confronting covid-19 requires from us the capacity for resilience and reinventing ourselves. That is why São Paulo Tech Week is holding several online meetings to continue promoting the discussion of innovation and technology in different spheres during quarantine. Check out the news:

Live on YouTube: Every Tuesday, at 3 pm, there is a live stream on São Paulo Tech Week Youtube channel with current and relevant topics about the global context. Themes such as Assistive Technology with guests talking about the accessibility of digital content, focusing on the hearing and visual impaired, at the time of the pandemic.

Medium: every Wednesday at 11 am there is a new article about technology and innovation, sent by the curators, partners and sponsors of São Paulo Tech Week with themes such as "Letters on the table: How startups can prioritize adequacy to the LGPD" and "Isolation, Social and Communities".

SPTW 40: Every Thursday at 04:20 p.m. on an online platform, the SPTW team welcomes the festival's curator community and guests for a 40-minute conversation. Among the topics already covered "Different ways to deal with home-office" and "Do you know what Wellness is?".

You can follow the news of one of the biggest innovation festivals in the world through the social media of São Paulo Tech Week:

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