



Partnering in Business
with Germany

Ihr Zugang zu neuen Geschäftsbeziehungen mit **Chile & Mexiko**

Green Technology

**Zeitraum des Aufenthalts der ausländischen Führungskräfte
in Deutschland: 20.04. – 07.05.2026**

Informationen zu PG finden Sie unter: [Chile - Partnering in business](#) / [Mexiko - Partnering in Business with Germany](#)

Informationen zu den aktuellen Wirtschaftsaussichten und zum aktuellen Wirtschaftspotenzial
finden Sie unter [Wirtschaft in Chile](#) / [Wirtschaft in Mexiko](#)



Partnering in Business with Germany ist ein globales Programm des Bundesministeriums für Wirtschaft und Energie zur Außenwirtschaftsförderung. Ziel ist die **erfolgreiche Geschäftsanbahnung** zwischen mittelständischen Unternehmen aus Entwicklungs- und Schwellenländern und Deutschland.

Jedes Jahr werden rund 1000 ausländische Führungskräfte auf den Markteintritt nach Deutschland vorbereitet und B2B-Kontakte zu deutschen Unternehmen hergestellt, die ihrerseits für sich neue Märkte erschließen wollen. Dieser **partnerschaftliche Ansatz** führt zu langfristigen Geschäftsbeziehungen und einem globalen Netzwerk international agierender KMU.

Das Programm ist auf Ihre Bedürfnisse zugeschnitten. Wir wollen, dass Sie in optimaler Weise von hochwertigen Kontakten mit passenden Geschäftspartnerinnen und Geschäftspartnern profitieren. Aus diesem Grund **bereiten wir die ausländischen Unternehmerinnen und Unternehmer intensiv auf die Zusammenarbeit mit Ihnen vor**. Während des Deutschlandaufenthalts lernen die ausländischen Führungskräfte Ihren Betrieb kennen – und Sie die ausländischen Führungskräfte. Der fachliche Austausch findet individuell, direkt in Ihrem Unternehmen und auf Augenhöhe statt.

Wir laden Sie ein, durch Ihre Teilnahme an diesem Programm neue wertvolle Partnerschaften mit internationalen Unternehmen zu starten.



Ulrich Niemann

Leiter des Außenwirtschaftsförderprogramms
Partnering in Business with Germany im BMW

Das Angebot des Programms an deutsche KMU



Direkte Kontakte mit Führungskräften aus ausländischen Unternehmen.



Passende Geschäftspartner für eine langfristige Zusammenarbeit.



Vertragsabschlüsse durch konkrete Geschäftsideen und Aufbau persönlicher Beziehung.



Steigert **Bekanntheit und das Ansehen** deutscher KMU im Ausland.



Wenn Sie an einer Partnerschaft mit einem oder mehreren Unternehmen interessiert sind, laden wir Sie ein, direkt Kontakt aufzunehmen.

Bei Fragen zum Programm oder Interesse, eine ganze Gruppe für eine Besichtigung in Ihr Unternehmen einzuladen, wenden Sie sich bitte direkt an das zuständige Business Development Centre (BDC).

Weitere Informationen für deutsche Unternehmen finden Sie [hier](#).

Kreislaufwirtschaft / Umwelttechnologien

[Company A - Famagro](#)

[Company B - Tri Ciclos \(B Corp\)](#)

[Company C - LANDS, Liquid-AND-Sampling](#)

[Company D - ISC Ingeniería](#)

Energieeffizienz in der Industrie

[Company E - Energía Nueva – Consulting of the future](#)

[Company F – Ferrostaal Chile](#)

[Company G - ZIZÉ energy solutions / blue spot technologies](#)

[Company H - SolarTime SpA](#)

[Company I – Prospectiva](#)

[Company J - Kennen Energy](#)

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Industrie 4.0

[Company L - IoT-MONITOR](#)

[Company M - MD Technologies](#)

[Company N - Petram Ingeniería – PetramIng](#)

Logistik / Transport

[Company O - RAM Transportes](#)

Textilindustrie

[Company P - RECYCLED & LOGISTICS TEXTILES Solutions](#)

[Company Q - Happy Mat SpA](#)

Famagro is a Chilean agricultural technology integrator based in southern Chile. We import, commercialize, and implement advanced agtech solutions including agricultural drones, precision farming robots, SaaS platforms, technical training (Famagro Academy), and consulting services. With over 300 active clients and 7 years in the market, we bridge the gap between global agtech innovation and Latin American agriculture.



Objectives/ proposals

We seek German partners to expand agtech adoption across Latin America. We are interested in working with:

- **Precision agriculture technology manufacturers** seeking distribution and technical service in Chile and LatAm (sensors, smart irrigation, autonomous machinery).
- **Agricultural SaaS and IoT companies** looking to localize and deploy digital farming platforms in the Southern Hemisphere.
- **Agricultural machinery and robotics manufacturers** that need a reliable integration and after-sales partner in Chile.
- **AgTech software developers** interested in co-developing solutions for LatAm crops (berries, vineyards, forestry).



Website

www.famagro.cl



Contact

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LinkedIn

linkedin.com/company/famagrochile



Annual turnover: USD 800,000

Number of employees: 7

Tri Ciclos (B Corp)



We are convinced that the circular economy, the triple impact, and environmentally responsible operations are the future for companies worldwide. In our 17-year history, we have acquired extensive knowledge about recyclable waste and the Extended Producer Responsibility (EPR) Law. Today, our scope of action include the management of strategic circular economy projects, which we develop with several companies and industries. We support them in studying, analyzing, training, creating, designing, or redesigning their processes, products, and sustainability strategy, integrating it into the core of their business through the implementation of circular economy solutions.

Objectives/ proposals

We aim to collaborate with German companies that have experience and expertise in environmental sustainability projects, the circular economy, and regulatory compliance with public policies such as the Extended Producer Responsibility LAW. TriCiclos is seeking partners who value this kind of projects and create value across the circular economy. We're particularly interested in working with:

- Companies focused on environmental sustainability, circular economy, valorization of recyclable materials and regulatory compliance projects related to the extended producer responsibility law.
- Companies from various industries, who required a strategic partner to help them develop or strengthen their sustainability strategies.

Website

www.triciclos.cl

Contact

Daniel Paredes, CEO
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LinkedIn

<https://www.linkedin.com/company/triciclos/>

Annual turnover: USD 4.5MM

Number of employees: 150



LANDS, Liquid-AND-Sampling

LANDS provides automated water sampling and monitoring technologies in Mexico. With 15+ years in the water sector, LANDS helps regulators, laboratories, utilities, industries and research institutions make reliable field decisions through safer, more efficient, and precise sampling, aligned with Mexico's evolving water quality regulations.

LANDS
LIQUID & SAMPLING

Objectives/ proposals

LANDS is particularly interested in collaborating with German manufacturers developing:

1. Portable UV254 analyzers for rapid estimation of COD / TOC in water and wastewater.
2. True color analyzers for environmental and reuse water monitoring.
3. Toxicity measurement systems, ideally portable and using *Vibrio fischeri* bioassay technology.
4. Smart sensors, remote monitoring platforms, and digital integration for real-time water quality management.
5. Field-portable instruments for emerging contaminants such as PFAS, organic micropollutants, phenol, and other industrial pollutants in water.
6. Compact multi-parameter portable water analyzers for field monitoring and regulatory inspections, supporting fast, reliable, regulation-ready measurements.

Website

www.lands.com.mx

Contact

Dr. Otoniel Carranza-Diaz, Founder & Managing Director
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otoniel.carranza@lands.com.mx

LinkedIn

www.linkedin.com/company/lands-liquid-and-sampling

Annual turnover: 25,000 EUR/year

Number of employees: 3



ISC Ingeniería is a Chilean consulting firm specializing in water and environmental engineering. We deliver technical studies, advanced modeling, infrastructure design, and permitting support for the mining, energy, industrial, and infrastructure sectors.



Objectives/ proposals

We aim to build long-term partnerships with forward-looking German companies seeking a reliable local partner in Chile for water and environmental solutions.

We are especially interested in collaborating with:

- Water infrastructure and engineering firms focused on hydrology, hydraulics, drainage, and flood risk management.
- Technology providers specialized in wastewater treatment, water reuse, environmental monitoring, sensors, telemetry, and automation.
- Sustainability-focused organizations offering solutions that improve water security, environmental performance, and infrastructure resilience in the mining, energy, industrial, and infrastructure sectors.

Website

www.isc-ingenieria.cl

Contact

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LinkedIn

www.linkedin.com/company/isc-ingenieria

Annual turnover: 120.000 USD

Number of employees: 15



Energía Nueva – Consulting of the future



We are a company specializing in consulting on renewable energy and energy efficiency, and implementing projects for the commercial, and residential sectors, with the aim of saving on energy bills. Our consulting services have been contracted by public and private companies, with an emphasis on the mining and industrial sectors.



Objectives/ proposals

Collaborate in the search for energy efficiency opportunities, incorporating renewable energy sources with the aim of generating income (savings) that contribute to improving the profitability of the business. Solutions is seeking partners who value innovation and efficiency. We're particularly interested in working with:

- Companies focusing on sustainability, energy efficiency and recycling, offering solutions that contribute to a greener future through technology.
- SMEs and large companies seeking to generate unconventional businesses from existing generation infrastructure.
- Companies willing to create an innovative business unit based on renewable technologies from a typical project.

Website

www.energianueva.cl

Contact

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LinkedIn

<https://www.linkedin.com/company/energ%C3%ADa-nueva/about/>
<https://www.linkedin.com/in/guillermo-soto-olea-02b38844/>

Annual turnover: >200 kUS

Number of employees: 5 <Employees< 50



We specialize in delivering comprehensive and customized decarbonization solutions for the mining, energy, and industrial sectors, integrating emerging clean technologies such as renewable energy, green hydrogen, and energy storage systems, with more than 75 years of presence in Chile.



Objectives/ proposals

Our objective is to build strategic partnerships with German technology leaders in energy and industrial decarbonization. Leveraging Ferrostaal engineering and project development capabilities, we aim to introduce innovative technologies to the Chilean market, develop pilot projects with industrial clients, and scale solutions that accelerate the energy transition.

We are particularly focused on collaborating with:

- German companies developing advanced energy technologies such as green hydrogen, energy storage systems (BESS), electrification, and renewable integration.
- Technology providers seeking to validate and deploy their solutions in real industrial environments, particularly in Chile's mining and heavy industry sectors.
- Partners committed to overcoming market barriers, enabling the adoption of new technologies through engineering, project development, and local execution capabilities.



Website

<https://ferrostaal.cl/>

Contact

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LinkedIn

<https://www.linkedin.com/company/ferrostaal-chile-s-a-c-/>

ZIZÉ ENERGY SOLUTIONS / BLUE SPOT TECHNOLOGIES



Our group provides high-level consulting and engineering services specializing in energy management, innovation, and sustainability for high-consumption users. We execute techno-economic feasibility studies for large-scale renewable infrastructure and manage energy procurement strategies within the Wholesale Electricity Market. Our core expertise lies in navigating complex regulatory landscapes, ensuring compliance with national standards, and translating technical requirements into actionable business strategies. Furthermore, we spearhead the clean hydrogen economy through production pre-feasibility studies and mobility projects, complemented by smart city digital infrastructure and international environmental commodity accreditation.



BLUE SPOT
EMPOWERING A NEW WORLD
www.bluespot.mx

Objectives/ proposals

We seek to establish strategic partnerships with German technology leaders to capitalize on the modernized Mexican power sector:

- Large-Scale Solar EPC: We seek partners for the co-development of utility-scale solar projects, providing local engineering expertise and regulatory roadmapping.
- Clean Hydrogen Ecosystem: We aim to collaborate with electrolyzer manufacturers and fuel cell vehicles (last mile, forklift, buses) for pilot projects in sustainable mobility, green fertilizers, and Sustainable Aviation Fuel (SAF).

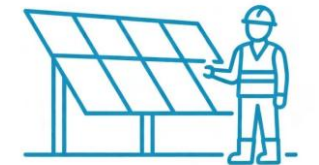


Website

www.zizedemexico.com / www.bluespot.mx

Contact

J. Francisco Sevilla Candelas
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soluciones@zizedemexico.com



LinkedIn

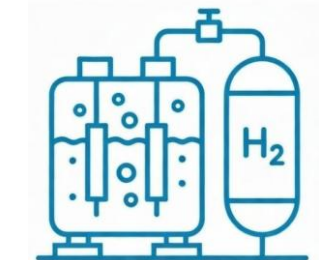
[linkedin.com/in/j-francisco-sevilla-candelas-32292422](https://www.linkedin.com/in/j-francisco-sevilla-candelas-32292422)

Portfolio

https://drive.google.com/drive/folders/1v3q5VAde_IKPA7UyEoiH7KJLBzi07S9s?usp=sharing

Projects

Check out our youtube projects reference: LED Lighting: <https://youtu.be/iwyYuYL-Lno/> / FV Solar Roof: <https://youtu.be/e7QH3R7ccJ4/> Proof of concepto Hydrogen Fuel Coach: <https://youtu.be/SG91lYvae4g>



Annual turnover: +\$500,000 USD / Number of employees: 4

SolarTime develops and builds solar, mini-wind and mini-hydro projects, integrating BESS to ensure maximum energy reliability and efficiency. By pioneering small-scale green hydrogen, we provide the cutting-edge energy vectors necessary for deep, decentralized decarbonization and long-term sustainable growth



Objectives/ proposals

SolarTime seeks strategic partnerships with German firms looking to enter or expand in the Chilean market. We offer high-level regional representation and specialized technical support across our core operations:

- Integrated Renewables & Storage: Comprehensive development and representation for Solar, Small Wind, and Mini-Hydro projects, including the integration of BESS for grid stability.
- Green Hydrogen (H₂V): Collaboration on small-scale green hydrogen infrastructure and refueling solutions to drive decentralized decarbonization.
- Circular Economy & Lifecycle: Strategic development of solar panel recycling initiatives to ensure sustainable asset management within the Chilean energy sector.

Website

www.solartime.cl

Contact

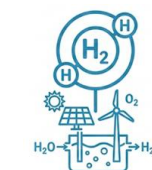
Rodrigo Celis, Owner

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LinkedIn

N.A.



Prospectiva



We deliver specialized engineering in electrical systems, energy solutions, PV projects, and critical telecommunications to help organizations optimize infrastructure, ensure compliance, improve efficiency, and maintain reliable operations in demanding environments.



Objectives/ proposals We are looking to collaborate with German companies to bring cutting-edge German technology to Chile. Currently, we focus on Energy and Critical Communications, but we are seeking to expand our portfolio to include operational efficiency, going beyond energy efficiency, and combining our expertise with telecommunications and automation. Therefore, Industrial-IoT is a key area of interest to us.



Website www.prospectiva.cl

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LinkedIn www.linkedin.de/prospectivacl



Number of employees: 3

We develop energy monitoring systems for electricity, water, compressed air, gas, and other energy sources used in industrial processes. We develop energy audits to identify opportunities for energy savings and efficiency. We have 14 years of experience developing projects primarily for the automotive industry.

Objectives/ proposals

We aim to collaborate with German companies to stay up-to-date with technology and new solutions for energy monitoring. Offer our services and expertise for the development of energy efficiency projects, whether for energy monitoring or energy audits.

- Identify new gateways with different types of communication media with energy meters such as Modbus, Profinet, BacNet, that they are able to send the information to the cloud.
- New cloud-based software options for managing energy information obtained by measuring equipment.
- Learn about new energy measurement equipment, mainly electrical, that can offer IoT technologies.

Website

www.kennen.com.mx

Contact

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LinkedIn

<https://www.linkedin.com/company/43261842>

Annual turnover: 500 K€

Number of employees: 8



Servimex Automotive



Servimex Automotive is a leading company in **tire distribution and automotive services**, headquartered in **Querétaro, Mexico**.

With **more than 50 years of experience in the automotive industry** and as one of the key distribution partners of **Continental Tires in Mexico**, the company provides high-quality tire solutions as well as comprehensive vehicle services for **private customers, fleets, and corporate clients**.

Servimex combines traditional industry expertise with **modern digital sales channels** and is currently developing projects in the field of **electromobility and EV charging infrastructure**.



Objectives / Cooperation Proposal

Servimex Automotive is seeking German technology partners for long-term cooperation in EV fast-charging infrastructure in Mexico.

The company is currently developing a project to establish a network of:

⚡ EV Fast Charging Stations

located in strategic industrial and logistics regions across Mexico, starting in Querétaro, one of the country's most important automotive and industrial hubs.

Servimex aims to become a strategic market entry partner for German EV charging technology providers in the Mexican market.

Website

www.servimexauto.mx

Contact

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LinkedIn

<https://www.linkedin.com/in/mba-fernando-montes-%C3%A1lvarez-9b359862/details/education/>

Annual Revenue (2025): approx. €3 million

Employees: 20

Location: Querétaro, Mexico

Industry: Automotive services, tire distribution, electromobility



IoT-MONITOR



We deliver customized digitalization services (remote observability and automation) that empower companies and organizations to innovate, optimize and maintain their operations to be more competitive. We focus on retrofitting critical infrastructure of SMEs and large enterprises with different use cases in multiple industrial sectors using the latest IoT and AI technologies.

Objectives/ proposals

We are seeking business opportunities and long-term cooperations, partnerships or joint ventures between German technology companies in the fields of Industry 4.0, digital transformation, smart infrastructure and sustainable technologies to empower our digital IoT services and solutions in the Chilean market.

- You're IoT hardware manufacture of industrial PCs, telemetry devices or sensors we would like to hear from you to use your products in our services.
- You're software developer of IoT-Platforms or offer already IoT solutions as Software as a Service we would like to hear from you to develop opportunities and share experience and know-how.
- SMEs with critical infrastructure looking to digitalize or improve their operations in Germany.
- German technology companies which want to enter or grow in Chilean market and need a local partner to implement their solutions.

Website

www.iot-monitor.cl

Contact

Timo Jurado
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LinkedIn

<https://cl.linkedin.com/company/iot-monitor>

Annual turnover: 1 Mio USD

Number of employees: < 10



MD Technology is a 5-year-old Chilean firm delivering AI-powered predictive monitoring and IoT integration for critical mining assets — rotating equipment, hydrocyclones, flotation cells, SAG mills, and structural assets (SHM). Deployed at BHP Escondida, AngloAmerican, and Los Pelambres, our cloud-based platform turns field data into actionable operational intelligence. MD Technology and Teuken Tech (Barcelona) operate as part of the same holding group.



Objectives/ proposals

We seek German technology partners to integrate their proven engineering solutions into our platforms and deploy them to tier-1 mining and industrial clients across Latin America — with MD Technology handling full technical execution on the ground.

- **Technology Integration Pipeline** — Incorporate German hardware and software solutions into our active monitoring deployments, providing partners with immediate access to validated, large-scale mining environments and real operational data.
- **LatAm Market Entry Without Friction** — Offer German partners a ready-made integration capability: local engineering expertise, established client relationships, and years of field-proven experience - eliminating the typical barriers of regulatory complexity, remote site constraints, and cultural distance.

Website

www.mdt.cl

Contact

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LinkedIn

Profile under revision — updated information coming soon

Annual turnover: 500,000 €

Number of employees: 04



Petram Ingenieria – PetramIng



Company with a track record since 2014, we dedicate in two principal lines of operation 1. Recycling metal waste management (mining scrap), scrap exportation, This process supports sustainability by reclaiming valuable materials like steel, copper, and alloys, reducing the need for raw resource extraction and 2. Manufacturing and assembly of metal structures (welding specialists).



Objectives/ proposals We aim to Incorporate new sales lines and export channels, and implement technology in cutting process for example, adds new knowledge about operation and production processes.

- **We do like known about scrap trade platform, and commercials local trade systems**
- **Learn about companies with new technologies and operation process and technology.**
- **Do networking with companies they do internationals scrap trade (buyers/ Sellers internationally) of metal and non-metal waste.**

Website <https://petraming.com/>

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Instagram @petram_ingenieria

Annual turnover: USD 300,000

Number of employees: 5-15



RAM Transportes



RAM Transporte is a Chilean company specialized in refrigerated food logistics and temperature-controlled transport. We provide reliable distribution services for food products, ensuring product safety and compliance with sanitary standards throughout the transport process.

Our operations are mainly based in the O'Higgins region of Chile, where we work with leading food companies such as PF. Our focus is on efficiency, reliability and continuous improvement of transport operations within the cold chain logistics sector.

Objectives/ proposals

- Logistics and transport solutions
- Cold chain transport technologies
- Fleet optimization and transport efficiency
- Sustainable and innovative logistics solutions



Contact

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Annual turnover: SME

Number of employees: 10



RECYCLED & LOGISTICS TEXTILES Solutions



The Copper Company is a Chilean R&D company focused on advanced materials, circular economy, and sustainable textile technologies. The company develops innovations in copper-based fibers and textile recycling systems, contributing to Chile's transition toward responsible production and resource efficiency. The team has extensive experience working with public innovation funds, capital raising, and technology transfer processes, and is supported by private investors interested in scaling circular textile solutions and sustainable industrial projects in Chile.



Objectives/ proposals The Copper Company seeks to identify advanced technologies and strategic partners to strengthen Chile's textile circular economy. Our focus includes efficient textile recycling systems, waste-to-energy (WTE) solutions, and chemical recycling processes such as pyrolysis technologies. We are also interested in learning from leading European models in waste management, reverse logistics, and textile recovery in order to explore collaboration, technology transfer, and scalable solutions applicable to the Chilean textile industry, helping address the environmental challenges posed by the more than 400 hectares of textile waste accumulation in the Atacama region.



Website www.thecoppercompany.com

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Annual turnover: 100.000 USD per year (this project) But last 3 year: 3,5 million USD

Number of employees: 9 person (this project) Last 3 year 25 persons

Happy Mat SpA / Brand: Happymat



We design and sell premium playmats for babies and families that combine safety, durability and thoughtful design for modern homes. Happymat was created by a mother who wanted a safer and more practical space for babies to grow and play on the floor. Made from certified ecofriendly PVC and memory foam technology, our playmats create a soft, protective and durable surface designed for everyday family life. More than 2,000 families with 5-star reviews, Happymat invites families to rediscover wellbeing and safety at home through the floor. Our playmats are shock-absorbing, waterproof, hygienic and easy to clean, providing a safe space for babies free movement while blending naturally into modern interiors. More than just a mat, Happymat transforms the floor into the most comfortable and beautiful place in the home where babies explore, families gather and childhood unfolds.



Objectives/ proposals

Our main goal in joining this program is to develop strategic partnerships in Germany in two key areas:

Sustainability and circular economy

- Learning about technologies used in ecofriendly PVC production.
- Understanding PVC recycling processes and infrastructure.
- Exploring partnerships to eventually develop recycling solutions for our products, as this type of material is currently not recycled in Chile.

Happymat products are designed for long-term use: families buy them, use them for years, resell them and reuse them. Our longterm goal is to complete this value chain by incorporating recycling, closing the sustainability loop.

Market expansion

- We are also looking for distributors and retail partners interested in introducing Happymat to the German market. Our product aligns strongly with Montessori philosophy and free movement, supporting babies natural development through safe and comfortable floor play.



Website

<https://www.happymat.cl/>

Contact

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lily@happymat.cl



LinkedIn

<https://cl.linkedin.com/company/happymat>

Bei Interesse an einer Zusammenarbeit mit einem oder mehreren Unternehmen, können Sie diese direkt kontaktieren.

Haben Sie noch Fragen zum Programm oder sollten Sie Interesse haben, eine ganze Gruppe zur Besichtigung in Ihr Unternehmen einzuladen, dann kontaktieren Sie bitte das Business Development Centre.

BDC-Kontakt: Alina Hainke
Project management
Alina.hainke@ihk-exportakademie.de

Jetzt registrieren:

www.pg-connect.de/registrierung

PG-Webseite:

www.partnering-in-business.de

„Partnering in Business with Germany“ ist ein Instrument der Außenwirtschaftsförderung des



Bundesministerium
für Wirtschaft
und Energie



Partnering in Business
with Germany

„Partnering in Business with Germany“ wird im Auftrag des Bundesministeriums für Wirtschaft und Energie durchgeführt von

giz Deutsche Gesellschaft
für Internationale
Zusammenarbeit (GIZ) GmbH

Die Programmmodule von "Partnering in Business with Germany" werden im Auftrag der GIZ umgesetzt von



IHK Exportakademie