



Stanford eCorner

Bringing Global Players to Chile

Juan Andrés Fontaine, *Chilean Government*

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Juan Andrés Fontaine, Chile's Minister of Economy, Development and Tourism, discusses mirroring the diversity of ideas and workforce that exists in Silicon Valley. Along with Chile's plans to attract investment and make reforms to the nation's work visa and immigration policies, Minister Fontaine also articulates a number of incentives Chile offers to emerging businesses. These incentives include low operating costs, open trade, and a well-established trade relationship with Asia.



Transcript

One of the benefits of being in Silicon Valley is this huge influx of people from all over the world with different ideas, with different cultures, with different all of the resource they bring in. In fact, if you look at this room, it looks like the UN, right? We've got people here from all over the world. You know, when I go to Chile, I don't see that. So is that something that you see as a challenge to, you know, instead of having people in Chile looking outward to the rest of the world, to have the rest of the world coming to Chile? Well, we welcome that happening. And as we start growing fast and having investments coming and demand for high qualified profession, and things of that sort we are going to get, I think, that inflow of people coming to Chile. We do have it at a small rate these days but it's going to increase significantly, I think, in the future. For investment, we are attracting IT companies to settle in Chile and that's going to create that movement. We have to review, as I said, the visa procedures. Well, we have some problems there and we're working on those. But clearly, we think that the consequence of this strategy is going to be to change the mixture of Chile people you see on the streets of Chile to resemble more of what we see here.

Great. Terrific. Now, you talk about visa issues. You know, there are all these little things that end up having a really big impact on people's ability to show up there, and then essentially turn their ideas into companies. What are the variables that you're thinking about? Are there things that actually work better in Chile than here? Are there things that, you go, "Wow, this is something I should really advertise that we've got these resources that actually don't exist anywhere else." Well, first of all, as I said we are situated in a location that is very unique, you know, to explore the growth of the emerging world. And we think, growth is going to come in the near future or from the emerging world both Asia and South America, or Latin America. Second, we have open free market environment that is good for starting businesses. And third, we have low costs, which of course helps a lot. So in comparison with Silicon Valley, let's say, that variable is crucial. We have much lower cost producer in many services and that helps to foster businesses there.