



INTI

Instituto Nacional
de Tecnología Industrial



Secretaría de
Industria y Comercio
Ministerio de Economía

44th EDITION | 2024



SMEs EXPORT

Argentine technology and innovation



MANAGEMENT TECHNOLOGIES



INSTITUTIONAL RELATIONS AND COMMUNICATIONS OPERATIONAL MANAGEMENT

Institutional Relations Deputy Management



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Editorial



In today's context, where globalization and technological changes are advancing so quickly, the competitiveness of our industries is a crucial factor to ensure their sustainability and growth in international markets. In this regard, Argentine SMEs, the undisputed engine of our economy, face the challenge of competing not only locally but also globally.

At the National Institute of Industrial Technology (INTI), through the Management Technology Network, we have been working side by side with SMEs across the country, from La Quiaca to Ushuaia, supporting both manufacturing and service companies. These efforts have enabled many of these businesses not only to optimize their internal processes but also to position themselves as key players in global markets, exporting their products and services to various destinations.

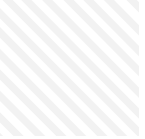
The success of these cases is not a coincidence. Continuous improvement not only involves tools and methodologies for operational optimization, but deeper, it involves a cultural change within organizations. To be truly competitive, companies must adopt a long-term vision that fosters innovation, flexibility, and constant adaptation. It is a mindset shift that transforms the way challenges and opportunities are conceived, preparing SMEs to respond swiftly to the demands of an increasingly interconnected world.

In this edition of the newsletter, we present some of these success stories. These companies, which today proudly export Argentine products and services, have followed a path of transformation accompanied by INTI's Management Technology Network, demonstrating that one of the keys to a competitive and sustainable future lies in the implementation of continuous improvement.

However, this is just the beginning. The challenge is to continue promoting this culture of change and continuous improvement throughout our industry, consolidating a productive ecosystem that not only grows but does so in a sustainable, innovative manner and with a global vision. To this end, it is essential to work on strengthening productive networks, integrating suppliers, customers, and collaborators, and fostering collaboration between companies to create synergies that enhance the country's industrial development.

María Eugenia Lagier

**Technical Director of Management Technologies
National Institute of Industrial Technology**



ENTORNOS EDUCATIVOS



Leader in the digital transformation of learning in virtual environments




Entornos Educativos has established itself as a pioneer in the implementation of solutions through the development of virtual learning platforms, supporting educational institutions and business organizations in their adaptation to the new challenges of digital education.

With almost two decades of experience, the company has consistently demonstrated its ability to innovate and adapt to the evolving needs of contemporary education.

They specialize in designing and optimizing virtual learning platforms tailored to the specific characteristics and goals of each institution, whether universities, schools, or companies seeking to train their staff.

One of its key differentiating values is the ability to customize each platform to meet the pedagogical and technical needs of its clients, providing a secure, functional, efficient, and accessible digital environment for all users.

During its long history, the company has established a strategic alliance with the National Institute of Industrial Technology (INTI). Collaborating under the Knowledge Economy Law has been a real example of how continuous improvement can transform business performance. Two key areas were the focus of this initiative: internal ticket management and work planning. Regular meetings and dedication to the process enabled Entornos Educativos to adopt Kaizen methodologies. "This highlights the company's commitment to excellence and continuous adaptation to market demands", says Carla Campoy, INTI's Management Technologies advisor for the Cuyo region.



Pablo Etcheverry, partner in the company, reflects on the assistance they received: “The Kaizen methodology fits our way of working. It not only strengthened our practices but also positioned us more competitively in the market. Isn't this what all companies should aim to achieve? In a world where continuous improvement is key to success, the experience with INTI is a tangible example of how a well-applied methodology can transform a company”.



A key aspect of the Knowledge Economy Law is the promotion of exports of knowledge-based services, including software development, IT consulting, audiovisual services, biotechnology, and more. Argentina is a leader in the region, with exports exceeding US\$6 billion annually (WTO Global Trade Data).

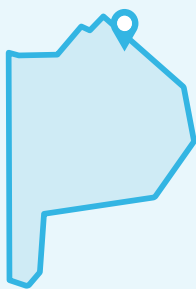
Fuente: WTO Global Trade Data

Entornos Educativos is SOC 2 certified by the American Institute of Certified Public Accountants (AICPA), reaffirming its commitment to information security and protection. Additionally, the company has received significant recognition from Moodle, being named a Moodle Premium Certified Partner - The Americas in 2023, and awarded LATAM Partner of the Year and Global Partner of the Year in 2020. Today, it remains the only company in the region recognized as a Moodle Premium Partner.

The company's challenge now is to expand its international presence in Latin America and the Caribbean, where it currently serves clients in Brazil, Chile, Colombia, Mexico, and the Dominican Republic. Laura Vaccari, another partner of the company, precisely summarizes: “The digitalization of education is a reality that's here to stay. Our goal is to offer innovative solutions that enable quality learning, accessible and adapted to future needs”.



The company continues to move forward firmly, combining cutting-edge technology, a personalized approach, and an unwavering commitment to educational quality. It positions itself as a leader in digital transformation, ready to face the challenges and take advantage of the opportunities of the educational future at both regional and global levels.

**Entornos Educativos S.R.L.****Autonomous City of Buenos Aires, Argentina.***Design of virtual platforms***• HS CODE (NCM):**

-Computer services S13



ENTRENUTS



Innovation and Excellence in Peanut Paste Production



The global consumption of peanut paste has grown significantly, driven by a shift towards healthier eating, especially in regions such as North America, Europe, and the Middle East, where its nutritional benefits are increasingly recognized. Rich in protein and healthy fats, peanut paste has become a staple food in many balanced diets. This surge in demand for natural products presents an exciting opportunity for Argentine companies like Entrenuts, which aim to expand their market presence.

Entrenuts is a young company based in the province of Entre Ríos, distinguishing itself in both peanut butters and pastes by placing a special emphasis on organic production. The company not only meets international demand through its own or private label brands but also develops custom peanut pastes to meet specific customer requirements. Additionally, they offer unique flavor combinations, such as crunchy peanut paste, cocoa, coconut, stevia, seed mixes, and smoked varieties.

Their most popular product is natural peanut paste, valued for its versatility in both savory and sweet recipes. To produce it, the company uses runner peanuts, which are high in oleic acid, enabling the production of a 100% natural paste without added oils.

The National Institute of Industrial Technology (INTI) in the Central Region has assisted Entrenuts in several strategic areas. One key focus was optimizing warehouse space and improving inventory and warehouse management by establishing records and decision-



making indicators. Following that, the company began a continuous improvement process centered on implementing the 5S methodology in its pilot areas. “The company’s three partners showed great commitment and dedication in adopting this methodology, laying a solid foundation for improving their operations”, said Andrés Alaluf, Management Technology consultant at INTI.

Furthermore, INTI assisted with the layout design for Entrenuts’ new industrial plant and in developing additional packaging equipment for plastic containers. The necessary surveys and initial tests to design and size a liquid effluent treatment plant were also carried out. This project will ensure that effluent discharge into the receiving environment complies with current regulations.

“INTI has become a strategic ally, guiding us in process optimization and the implementation of the 5S methodology, pillars that today sustain our growth”, acknowledges Gabriel Aguilar, partner at Entrenuts. He adds that INTI’s approach to the new plant design improved operational efficiency, minimized costs, and ensured compliance with current regulations, making the company’s activities both efficient and environmentally responsible.



Implementing 5S can increase productivity by 10% to 30%, as organizing the workspace helps optimize both time and processes

Fuente: WTO Global Trade Data

Entrenuts holds several important certifications, including NOP Organic, Kosher, and Gluten-Free. It is also in the process of obtaining BRCGS, Halal, and ISO 9001 certifications. Its peanut pastes are USDA Organics certified, ensuring a high-quality product free of pesticides and chemical additives.

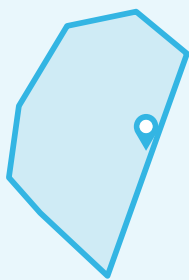
The company has successfully exported its products to Saudi Arabia, Brazil, Chile, the United States, and Uruguay, and is keen to expand further into Europe, where the rising demand for organic and sustainable products aligns perfectly with its offerings.





In its brief four-year history, Entrenuts has received numerous awards that reflect its commitment to innovation, quality, and business growth. Among the most notable are the National Agribusiness Excellence Award in 2023, which recognizes its dedication to sustainable production, and the 2022 Food Innovation Award for its ability to develop products that meet the evolving needs of the global market.

Entrenuts prides itself on its flexibility, adaptability, and unwavering commitment to high quality, positioning itself as the ideal partner for those seeking value-added products. “As the youngest Argentine company in its sector and one that is constantly evolving, we are determined to bring the richness of our peanut products to a global audience. Choosing Entrenuts means select excellence, innovation, and a product that embodies the best of Argentina in every package”, concludes Gabriel Aguilar.

**ENTRENUTS S.R.L.****Colón, Entre Ríos. Argentina***Peanut Paste Production*

- Plants: One of 120 m² and another of 250 m²

• HS CODE (NCM):

- 2008.11.00.210F / Peanut paste or peanut butter in jars of less than 1 kg.
- 2008.11.00.290G / Peanut paste in packages of more than 90 kg.



LA BANDA



Variety and Quality in the Industrialization of Canned Vegetables and Legumes



Today's food market demands products that are healthy, long-lasting, and above all, reliable. In this context, the canned food industry has undergone a technological and quality revolution, essential for achieving fresher products with fewer preservatives.

Productora Santiagueña Río Dulce, under the brand name "La Banda," markets a wide range of canned goods. The origin of the company dates back to the 1960s, at a time when the Santiago del Estero province was the first tomato producing area in the country. The region's climate and soil enabled early harvesting during a time of limited stock, giving it a strategic edge in the market.

A significant turning point in the company's recent history was its collaboration with the National Institute of Industrial Technology (INTI), which transformed its production processes. Nearly a decade ago, La Banda began implementing management technology tools, enabling them to optimize operations and enhance product quality.





According to Gonzalo Castiglione, INTI's expert advisor in production-oriented management technology, the institute's support allowed the company to implement Kaizen and adopt methodologies like 5S, among other tools. This has not only improved operational efficiency but also created a cultural shift within the plant. Focusing on maintenance management, problem-solving, and continuous improvement has resulted in a more organized and efficient production system, directly impacting the company's productivity and competitiveness.

The adoption of these methodologies has also had a significant impact on waste management, as explained Rodolfo Spremic, the company's manager: "Before working with INTI, there wasn't an efficient waste management system in place at the plant. Today, thanks to source waste separation, La Banda has not only reduced transportation and disposal costs but also managed to have external companies collect recyclable materials at no cost".

With certifications such as HACCP under IRAM standards and Kosher certification, the company is well-prepared to offer high-quality products to global markets from the fertile lands of Santiago del Estero. All its products are gluten-free, preservative-free, and salt-free, and comply with the Healthy Eating Promotion Law (Law 27.642), ensuring the absence of warning labels and reinforcing their commitment to the highest market standards.



Companies that implement the 5S methodology often report operational cost reductions of 20% to 30% through waste elimination, reduced downtime, and improved workflows. Reducing the time spent searching for tools and materials is a key factor in these savings.

Fuente: WTO Global Trade Data



One of La Banda's main goals is to strengthen its presence in the Chilean and Uruguayan markets, as well as in other neighboring countries. The advantage is clear: geographical proximity to these markets gives them an advantage over European competitors. The company provides a diverse range of products, difficult to find from a single supplier, and ensures efficient logistics, with customs handling and direct shipments from its plant.

"La Banda not only brings the best of Argentina's countryside to the table, but also aspires to conquer new frontiers, taking its products to kitchens around the world", says Spremic.

What sets a company from Santiago del Estero apart from industry giants? The answer lies in the blend of high-quality raw materials, tradition, and innovation.



Productora Santiagueña de Río Dulce S.A.

La Banda, Santiago del Estero. Argentina

Production of canned food in tinplate and Tetra Recart packaging.

-Plant size: 4.000 m²

Annual production capacity: 50 million units

• HS CODE (NCM):

-2005.51.00.100Y / Beans

-2005.99.00.990Y / Chickpeas and Lentils



TOSONE



Exclusive Footwear to Conquer International Markets



What do you look for in unique footwear, crafted to the highest quality standards? Global demand for distinctive and personalized pieces is booming, driven by consumers who value artisanal craftsmanship and natural materials.

In this regard, few brands can boast such a rich and extensive history as Tosone. With over 80 years of experience, the company has mastered the balance between tradition and innovation, preserving its artisanal essence while staying attuned to trends.

Four generations have forged a legacy reflected in each pair of shoes: unique pieces that combine innovative design with the mastery of handcrafted production. More than 48 hours of work and 150 meticulous processes are behind every creation. This dedication to craftsmanship allows Tosone to offer a distinguished product in terms of creativity and innovation, while maintaining the integrity of the family brand.

Naturally tanned leathers are increasingly in demand in international markets, and Tosone is at the forefront of this trend. Its women's leather shoes have become high-end products, with classic models inspired by European trends.

With export experience to countries such as Chile, Ecuador, Paraguay, Peru, Sweden, and Uruguay, the company's goal is to further expand into Asia and Europe. Tosone believes that its products, competitive with the world's leading brands, can succeed in markets where the exclusivity and quality of its creations are highly valued.

"The company has the history, experience, quality, and art to compete with the world's top brands in design, production, and style. Our exclusive footwear is sought after by consumers looking for unique, high-quality pieces. Internationally renowned brands like Etiqueta Negra and Jazmín Chebar trust our expertise and dedication", says Virginia Tosone, partner of the company.

INTI's Management Technology Network, together with the Department of Technologies for Leather and Footwear Production, assisted Tosone within the framework of the Technical Assistance Network for Global Kaizen Opportunities, a bilateral cooperation project between Argentina and Japan. Among the main achievements, the company reduced the time needed for the design and development of footwear samples, an activity that enhances brand value and helps the company gain recognition in the high-end manufacturing sector. Additionally, the number of defects in the trimming process was reduced, improving the quality of the finished product. The leather and accessories warehouse was also optimized, with better layout, organization, and control, as explained Patricio Bigoglio, consultant for the Institute.



In companies that have implemented the Kaizen system, productivity improvements ranging from 20% to 40% have been reported in industries such as automotive, manufacturing, and healthcare

ConnectAmericas





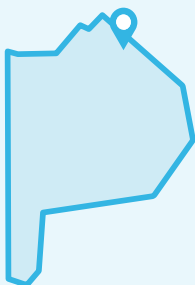
“The assistance and training provided by INTI enabled the optimization of numerous production processes, improvement in business organization, waste reduction, and decreased production times. Today, Kaizen is a philosophy embraced by our company, and having its support is crucial for addressing any production or organizational challenges”, says Virginia Tosone.

She concludes: “Our company is the second oldest in its field in Argentina, and we continue to commit to high-end, handcrafted products that satisfy the most demanding international tastes. Each shoe reflects not only the dedication and craftsmanship of our artisans but also the love and passion with which it is made”.



Kaizen is applied in more than 80 countries worldwide, particularly in Japan, the United States, Germany, Brazil, China, and India, especially in the manufacturing, automotive, and technology sectors

ConnectAmericas



TOSONE

Buenos Aires. Argentina

Leather Footwear Manufacturer

-Annual Production Capacity: 25,000 pairs of shoes

-Plant Size: 500 m²

• HS Code (NCM):

-6403.91.90 / Other





International Cooperation

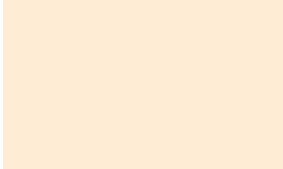


INTI has requested a new cooperation project from the Japan International Cooperation Agency (JICA) to implement Kaizen by incorporating new technologies related to the efficient use of resources in production, design, and digital transformation.

Japanese and INTI experts will collaborate over a period of three years to raise awareness and promote these technologies among SMEs in Argentina, with activities also extending to the Latin American region.

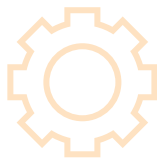
This new initiative will help build capacities that will be available to the industry, supporting companies in their internationalization process.





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