2026
Korea-LAC
TRADE & INNOVATION FORUM

Selection Criteria for Business Meetings

The business meetings are a unique opportunity to connect with strategic partners from Korea and Latin America and the Caribbean (LAC). The Event Organizing Committee will select participating companies based on the following criteria.

Who can participate? (eligible profiles)

1. **Companies in the global services and digital solutions sector.** This includes BPO, KPO, ITO, LPO, and other related services, as well as direct service providers, subcontractors, specialized consulting firms, specialized law firms, and other companies directly linked to the sector. Priority will be given to companies offering products or services in the following areas:

- Emerging technologies and automation: artificial intelligence, blockchain solutions, robotic process automation (RPA).
- Cybersecurity: cybersecurity solutions and cyberattack simulation training.
- Smart cities and mobility: smart mobility, Intelligent Transport Systems (ITS), Smart City technologies, smart energy and utilities.
- Safety and emergency management: integrated safety management platforms, disaster early warning systems.
- Digital government: e-government and digital public administration systems, including e-government services for the energy sector.
- Digital health: healthcare software, telemedicine apps and software.
- AgTech: technology applied to agriculture.
- Entertainment and digital media: video games, animation, multimedia, and related services.

2. **Companies that offer or require global digital solutions and services** such as those mentioned in point 1.

3. **Companies from other sectors** (food, textile, retail, etc.) are interested in acquiring digital solutions from the companies described in points 1 and 2. *Note: these companies will participate as buyers; they will not be able to offer their products in this business roundtable.*

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What requirements must all companies meet?

1. **Decision-making authority:** the participating representative must have decision-making power within the company.
2. **Relevant international experience** in their field of activity.
3. **Specialized quality certifications** in their industry or equivalent.
4. **A functional website** that clearly presents the company and its offering.
5. **Origin of the offering:** companies offering products or services must be from one of the IDB borrowing member countries (see list).

Companies from outside the LAC region

1. We encourage companies from outside the LAC region to seek services and strategic partnerships with LAC companies, taking advantage of the region's talent, capacity, and competitiveness.

Important: Meeting these criteria does not guarantee participation in the event. The final selection will aim to ensure a diverse and representative range of companies, countries, and product and service categories, and to maximize the potential for generating business opportunities among participants.

USER GUIDE - VIRTUAL MEETINGS PLATFORM

Thank you for your interest in participating in the **Korea-LAC Trade and Innovation Forum 2026.**

You can download a guide here to help you navigate access and update your profile.

*Please do not hesitate to contact **josecabrera@iadb.org** for any questions about your profile or scheduling your business meetings.*

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