



# EXPOPECA BLUE INNOVATION HUB LATAM 2026

## FOR IMPLEMENTABLE INNOVATION

Curated innovation partners for the South Pacific Tuna Cluster

The premium, protocol-led soft landing—so you secure decision-maker traction in the South Pacific tuna ecosystem.

MAY 6-8, 2026 | MANTA, ECUADOR  
VENUES: TPM MANTA PORT (TPM) + HOTEL ORO VERDE MANTA

In 3 days, replace months of outreach with a high-signal, curated path to real next steps.

**Only 10 innovation companies selected.**

Selection protects outcomes: we accept solutions with clear implementability, real adoption probability, and a credible decision pathway inside the tuna ecosystem.

### CONTACT US

EMAIL [ISIDROMENDIZABAL@XPOCORP.COM](mailto:ISIDROMENDIZABAL@XPOCORP.COM)  
WHATSAPP [+593 99 480 5308](https://wa.me/593994805308)

[HELLO@BIHLATAM.COM](mailto:HELLO@BIHLATAM.COM)  
[+593 98 597 9475](https://wa.me/593985979475)

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[BIHLATAM.COM](https://BIHLATAM.COM)



## WE REMOVE THE CHAOS:

**dual-sided intelligence → perfect-fit matching → guaranteed high-signal meetings → pilot-ready pathways → follow-through that survives after the Expo.**

### What you get

- 6-9 pre-qualified 1-to-1 meetings with the most relevant buyer-side decision-makers for your solution.
- A structured pathway to convert meetings into real next steps—not “nice chats.”
- A market-entry system that makes your solution locally fluent, operationally clear, and easier to approve.

### Why this is different from a normal expo

Most events give you a booth and “traffic.”

BIH LATAM is engineered for adoption probability: we curate fit, feasibility, and decision realism—before you travel.

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If your solution is a fit, we'll tell you exactly where you win—and who you should meet first.

## The Guarantee

- **Precision Matching Engine** (fit validation + dual intelligence + engineered matching).
- **Market Intelligence Master Pack** so you enter with local clarity (ecosystem map, priorities, risk radar, glossary, negotiation reality).
- **Visibility + Message Clarity Package** so stakeholders recognize you before Manta (video + one-pager + content kit + distribution).
- **Blue Route webinar track** (pre-engagement + shared context) so meetings start warm and grounded.
- **Pilot Pathway Outline** (EN/ES) prepared before meetings (scope, KPIs, timeline, requirements, risks, next approval step).
- **Onsite execution:** 7-minute deal sprint structure + briefing packs so you replace months of outreach with a high-density window.
- **Follow-Through & Closing System (30/60/90):** coordination and cultural mediation so momentum doesn't die after the event.
- **Market Presence Promotion** after the Expo so you don't disappear (features, updates, success capture, profile updates, content bank).

Note: we don't promise pilots—we make pilots easier to approve when both parties want to proceed.

## Where we curate adoption-ready innovation

1. Traceability, Data, Logistics & Regulation
2. Audit readiness, end-to-end traceability, evidence workflows, data integration, logistics optimization.
3. FADs, Oceanography & Electronic Monitoring
4. Ocean intelligence, responsible FAD proof, electronic monitoring, risk detection, compliance enablement.
5. Plant 4.0: Competitive, Clean & Safe Processing
6. Energy/water/waste efficiency, automation, sensors, intralogistics, maintenance systems, quality + food safety support.
7. People, Rights, Health & Social Risk
8. Audit-proof social compliance, OHS systems, workforce documentation, training + verification systems.

Note: we prioritize solutions that are implementable in real operations—with a clear “first pilot” scope, realistic requirements, and measurable outcomes.

## SCHEDULE AT A GLANCE

### Day 1 – Wed, May 6

**TPM Expo Hall (14:30-20:00):** Opening + live demos + meetings

**Oro Verde Hotel (20:00-22:30):** Blue Night (premium networking)

### Day 2 – Thu, May 7

**Oro Verde Hotel (9:00-14:00):** Curated 1-to-1 business rounds + Blue Summit sessions

**TPM Expo Hall (15:00-20:00):** Demos + meetings + activations + outdoor jazz networking

### Day 3 – Fri, May 8

**TPM Expo Hall (15:00-19:00):** Closing meetings + confirm next steps + World Tuna Festival live performances at sunset brought by the Municipality of Manta.

### RUTA AZUL 2026 (4 MEMBERS-ONLY WEBINARS, DATES TBC)

The official lead-in to the 4 live BIH LATAM conference tracks in Manta—aligning the ecosystem and turning real constraints into implementable opportunities. One specific area focus, one per week.

## THE BLUE SOFT LANDING METHOD™ (our value offer – done-for-you)

A done-for-you, protocol-led soft landing that removes the heavy lifting from your team.

We handle the research, positioning, outreach, coordination, and meeting engineering—so you show up to pre-qualified decision-makers with a pilot-ready pathway and clear next steps.

### What's included on-floor

- Official Innovation Showroom participation
- Fixed 2 x 2 m stand (standardized showroom format)

### Why only 10 companies

- Protect decision-maker attention and meeting quality
- Prevent category overcrowding and competitor saturation
- Enable true tailoring (not one-size-fits-all “exhibitor packages”)

Selection criteria (simple + strong)

### We accept solutions with:

- Clear implementability (real operations, not just demos)
- Credible adoption probability (feasibility + decision realism)
- A defined pilot logic (scope, KPIs, timeline, requirements)

### Next steps

1. Book a 15-20 min fit call
2. Submit the Innovation Company Profile (structured questionnaire)
3. We do the build + coordination (matching, assets, agenda, briefings)
4. You arrive in Manta with a curated schedule and decision-ready meetings

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