



Welcome  
Fireside

IMPACTIFI



eMerge  
Americas



# Market Expansion & Trade Forum

eMerge Americas and IMPACTIFI present the innovative **2026 Market Expansion & Trade Forum** (*formerly : International Immersion Program*) designed to connect domestic and international tech companies with South Florida's thriving ecosystem and markets abroad. This program offers a gateway to business expansion, investor engagement, and strategic partnership development, culminating at the eMerge Americas conference. The initiative aims to bridge global innovators with U.S. market opportunities, enhancing eMerge's mission to foster innovation and entrepreneurship.

# Program Objectives

## The Gateway to Two-Way Market Expansion

This is a curated international immersion forum connecting global technology companies and U.S. innovators with Florida's powerful trade, investment, and innovation ecosystem. This is where market entry strategies turn into partnerships.

## Who Should Participate...

- International tech companies entering the U.S.
- U.S. companies exploring global expansion
- U.S. companies exploring Florida Market
- Economic Development Organizations
- Country Trade Offices
- Investors & Corporate Innovation Teams



# Why Attend

## Direct Access to Decision-Makers

Meet Florida's County EDOs, government leaders, investors, and private sector executives shaping the future of business in the region.

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## Industry-Specific Roundtables

Sit at the table with your sector's key stakeholders to discuss commercialization pathways, regulatory realities, and partnership opportunities.

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## Real Market Intelligence

Understand the challenges, barriers, and true cost of doing business in Florida — directly from those operating inside it.

## Bilateral Expansion Opportunities

Explore near-shoring and global investment pathways through dedicated Country Trade Commissioner tables.

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## Exclusive Positioning Before eMerge Americas

Engage in focused ecosystem conversations before entering one of the largest tech conferences in the Americas.

# Day 1: Welcome and Orientation

Sponsored by:



Monday April 20th at 5:00pm

1

## Opening Ceremony

Introduction to the Market Expansion & Trade Forum with welcome remarks from Title Sponsor, eMerge and IMPACTIFI leadership.

2

## Program Overview & Expectations

- Overview of eMerge/IMPACTIFI Program: Benefits, resources, and outcomes participants can expect.
- Speakers: Melissa Medina-eMerge Americas, Terry Grandal Cusse-IMPACTIFI, Jeff Hoffman-GEN

3

## Networking Reception

Facilitated networking to foster connections among international participants, local innovators, and eMerge stakeholders.



# Day 2: Florida Ecosystem & Country Specific Insights

Tuesday April 21th at 9am Breakfast

9:45 AM - Global State of Affairs: How is International Business?

What is the state of International Business with Camilo Padron, Aaron Rosen, Taniel Koushakjian, & Carlos Gimenez Jr.

1

2

10:30 AM - South Florida's Global Edge: Economic Development, Trends & Opportunities

South Florida overview with Michael Zeff, Ilona Vega, Juan Saavedra

3

11:30 AM - Networking Lunch and Roundtables

4

12:45 PM - State of Emerging Technologies

with Tarja Stephens, Rob Petrosino, John Riley III

5

1:30 PM - South Florida Connect: Accessing Talent and Conducting Pilot Studies

Accessing the regions academic institutions for pilot studies and skilled talent featuring FIU, Miami Dade College,

6

2:30 PM - Building the right infrastructure for Growth

Listen from experts on ensuring your corporate structure aligns with your goals with Alfred Delgado, Cesar Estrada, & Patricia Beitler

7

3:30 PM - Industry Panels

Industry stakeholders talk about the trends, challenges, opportunities, and strategies within their sectors.

8

4:30 PM - Industry Roundtables and 1-on-1's

Sit with industry stakeholders and gain insights, feedback, and potential connections

9

5:30 PM - Closing Remarks

Wrap-up of the day's events and key takeaways

Morning sessions showcase the Florida ecosystem with presentations from key sector leaders, while afternoon sessions feature country-specific breakouts and specialized topics for international business development.

# Day 3 & 4: eMerge Americas Conference and Tech Expo



APRIL 23+24  
MIAMI BEACH 2026

## Join the World's Boldest Thinkers

eMerge Americas is a strategic convener and catalyst for innovation, bringing together global enterprises, startups, investors, and government leaders to accelerate advancements in AI + Deep Tech, National Security, Health, and Finance. Through year-round programming and our annual global tech conference + expo in Miami, eMerge Americas connects capital, talent, and ideas to drive impactful progress, strengthen industries, and bring transformative and *emerging* technologies to market.



# Impact Goals



## Expanding Access

Broaden opportunities for companies to connect globally through our international alliances and integrate into the U.S. market and Florida's tech landscape.



## Networking & Partnership Development

Facilitate connections between global innovators and local stakeholders, including potential customers, investors, academia, and government agencies.



## Investment in Innovation

Drive investment by showcasing breakthrough technologies and fostering collaborations that contribute to economic growth.





# FLORIDA 3.0

## Reinventing Our Future.

## FLORIDA: Leading State Of Innovation

1

### Fastest Growing State in the US

No other U.S. state has experienced economic growth like Florida. In just a few short years, the Sunshine State has transformed into a dynamic, diversified, and bustling economic titan. Florida is becoming America's economic miracle, rivaling global transformations in places like Singapore and Dubai. Floridians understand this transformation, but it is imperative to share the Florida innovation story with a global audience through eMerge Americas.

2

### Leveraging Strong Industries

Discover the sectors driving growth, including AI, quantum computing, health tech, defense tech, space, modeling & simulations, photonics/semiconductors, cybersecurity and more.

3

### Global Opportunities

Explore how Florida is attracting global talent and capital, positioning itself as a hub for international tech advancements.

# Program **Benefits**



<i>For</i> <b>International Companies</b>	<i>For</i> <b>Domestic Companies</b>	<i>For</i> <b>Florida Ecosystem</b>
<ul style="list-style-type: none"><li>• Access to U.S. market opportunities</li></ul>	<ul style="list-style-type: none"><li>• Access to international market opportunities</li></ul>	<ul style="list-style-type: none"><li>• Exposure to global innovations</li></ul>
<ul style="list-style-type: none"><li>• Connect with Florida industry stakeholders</li></ul>	<ul style="list-style-type: none"><li>• Connect 1 on 1 with country representatives</li></ul>	<ul style="list-style-type: none"><li>• Potential for new partnerships and investments</li></ul>
<ul style="list-style-type: none"><li>• Industry-specific insights</li></ul>	<ul style="list-style-type: none"><li>• Gain insights on global industry strengths</li></ul>	<ul style="list-style-type: none"><li>• Economic growth through international collaborations</li></ul>
<ul style="list-style-type: none"><li>• Potential investor engagement</li></ul>		<ul style="list-style-type: none"><li>• Enhanced global reputation as a tech hub</li></ul>

# Speakers & Industry Representatives

**Opening KeyNote:** Jeff Hoffman is the Chairman of the Global Entrepreneurship Network, which works with entrepreneurs in 190 countries, as well as being a founding board member of The Unreasonable Group, whose 289 portfolio companies have raised \$6.6 billion in funding and have positively impacted more than 720 million lives worldwide. He is also on the Advisory Board of CEED Global, the Centers for Entrepreneurship and Executive Development, teaching entrepreneurship globally in developing countries. Jeff has supported the White House, the State Department, the United Nations, and similar organizations internationally on economic growth initiatives and entrepreneurship programs.

Jeff has been part of a number of well-known successful startups, including Priceline.com/Booking.com, uBid.com and more.



**Melissa Medina**  
CoFounder, CEO & President of eMerge Americas



**Aaron Rosen**  
President of the World Affairs Council of Miami



**Isabela Echeverry Peñón**  
Senior Discovery Officer at IDB Lab



**Carlos J. Gimenez**  
Government Affairs Attorney at McCarter & English, LLP, Washington DC



**Manuel J. Gonzalez**  
Global Engagement Officer at Miami Dade County



**Gustavo Grande**  
Innovation Director at Port of Miami



**David Ponraj**  
CEO & Founder, Economic Impact Catalyst, Florida



**Alejandro Morales**  
CEO of IBD Advisors and Multilateral Funding, Washington D.C.



**Tarja Stephens**  
CEO & Founder, Leaders of the Future



**Rob Petrosino**  
Strategic Engagement Advisor for Artificial Intelligence of the Federal Bureau of Investigation (FBI)



**TJ Villamil**  
President of Business Development at eMerge Americas



**Alfred Delgado, P.A.**  
International Immigration and Corporate Law



**Pilar Ceron**  
CEO Founder of Xstrategy.



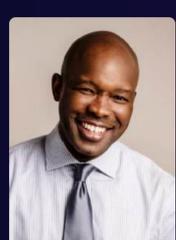
**Isabel C. Dávila**  
U.S. Commercial Service



**Ernie Ferraresso**  
Director at CyberFlorida



**Erick Gavin, Esq.**  
Partner at Reefside Ventures



**Keith A. Carswell**  
Director, Department of Economic Innovation & Development for City of Miami



**Nicolas Ibaibarriga**  
VP Product Manager for City National Bank



**Patricia Bietler**  
CEO & Founder, Velocitas



**Glenn A. Wiltshire**  
Deputy Port Director at Port Everglades, Broward County



**Cesar Estrada CPA, EA, MAcc, MTax**  
Managing Director, CBIZ, Tax & Business Services



**Hernando Gomez**  
Director-in-Charge of Valuation Services for Berkowitz, Pollack, Brant Advisors



**Jonah Manning**  
Founding Partner at Wells Onyx



**Camilo Osuna**  
Global Services Industry Leader and Business Strategist



**Carlos Guerra**  
VP International Investment-LATAM & the Caribbean Markets at Select Florida



**Greg Horowitz**  
Principle at Health Connect



**Bernardo Perez Villa**  
Head of Innovation at Cleveland Clinic



**Alain Fernandez**  
Chief Managed Care Officer - University of Miami Health



**Saulo Pereira**  
VP - Sr. Business Consultant at JP Morgan CHASE



**Taniel Koushakhjian**  
CEO of BreakThru Strategies



**Greg Chavarria**  
Vice President at Kieth Teams



**Ale Winter**  
Director of International Soft Landing at CIC

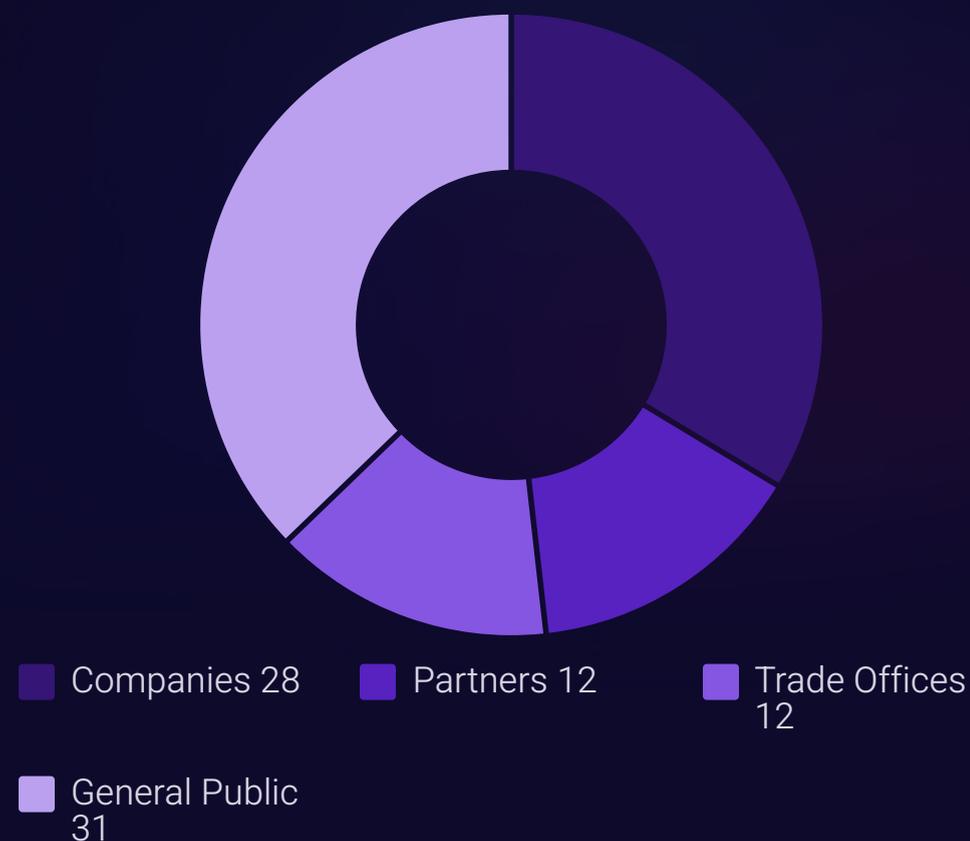


**Lilian Abbo**  
Associate Chief Medical Officer at Jackson Health System



**Ivan Dynamo De Jesus**  
Founder and Sponsor of AXEN

# 2025 Attendee Breakdown & Feedback Insights



## Participant Feedback Insights

- **Overall Satisfaction:** A significant majority of attendees rated the event as *Excellent*, highlighting the program's effectiveness and value.
- **Content Relevance:** Sessions on market entry strategies, funding mechanisms, and emerging technologies were particularly well-received, indicating alignment with participant interests and needs.
- **Program Components:** Respondents indicated that the panel topics and the 1-on-1 with speakers were the aspects they found to be the most valuable.
- **Future Participation:** A high percentage of respondents indicated interest in attending future events, with many expressing willingness to recommend the program to colleagues and partners.

## 11 Countries Represented

Argentina, Canada, Chile, Colombia, Ecuador, Guatemala, Poland, Portugal, Spain, Uruguay, USA

# 2025 Recap Highlights



 YouTube



**eMerge & IMPACTIFI International Immersion Week 2025 Recap**

 International Immersion Week 2025 | eMerge Americas x IMPACTIFI 

Welcome to the official recap of International Immersion Week, hosted by...

# Program Partners



As Of: Jan 2026

# The Full Week Market Expansion & Trade Forum Pass Includes:



## Market Expansion & Trade Forum & Conference Experience

Comprehensive 2-day **Market Expansion & Trade Forum** plus 2-day eMerge Americas conference access to expo floor, keynotes, and educational sessions across five stages



## Personalized Planning

Access to personalized agenda builder to customize your conference experience and maximize networking opportunities



## Exclusive Perks

Special hotel and restaurant discounts plus access to the Opening Night Block Party

## PASSES

Full Week International Pass	Market Expansion & Trade Forum	Market Expansion & Trade Forum for Trade/Delegations	VIP Welcome Cocktail Reception Network
<i>includes:</i> Market Expansion & Trade Forum with VIP Welcome Cocktail Reception, Breakfast / Lunch plus eMerge Conference and Exhibit	<i>includes:</i> Market Expansion & Trade Forum with VIP Welcome Cocktail Reception on Monday April 20th	<i>For Groups of 5 or more...includes:</i> Market Expansion & Trade Forum with VIP Welcome Cocktail Reception on Monday April 20th	VIP Welcome Cocktail Reception Networking ONLY
April 20th - 24th, 2026	April 20th & 21st, 2026	April 20th & 21st, 2026	Monday April 20th, 2026
\$749 (onsite \$825)	\$300	\$200	\$20
<a href="#">Purchase</a>	<a href="#">Purchase</a>	<a href="#">Purchase</a>	<a href="#">Purchase</a>

\*Limited Capacity



# Program Location



WYNWOOD



LAB.MIAMI

2750 NW 3 Ave, Suite 24, Miami, FL 33127

***\*NOTE:** Please use this exact address in your GPS application to avoid conflict with another location.*



# Thank You

Looking forward to seeing you there!