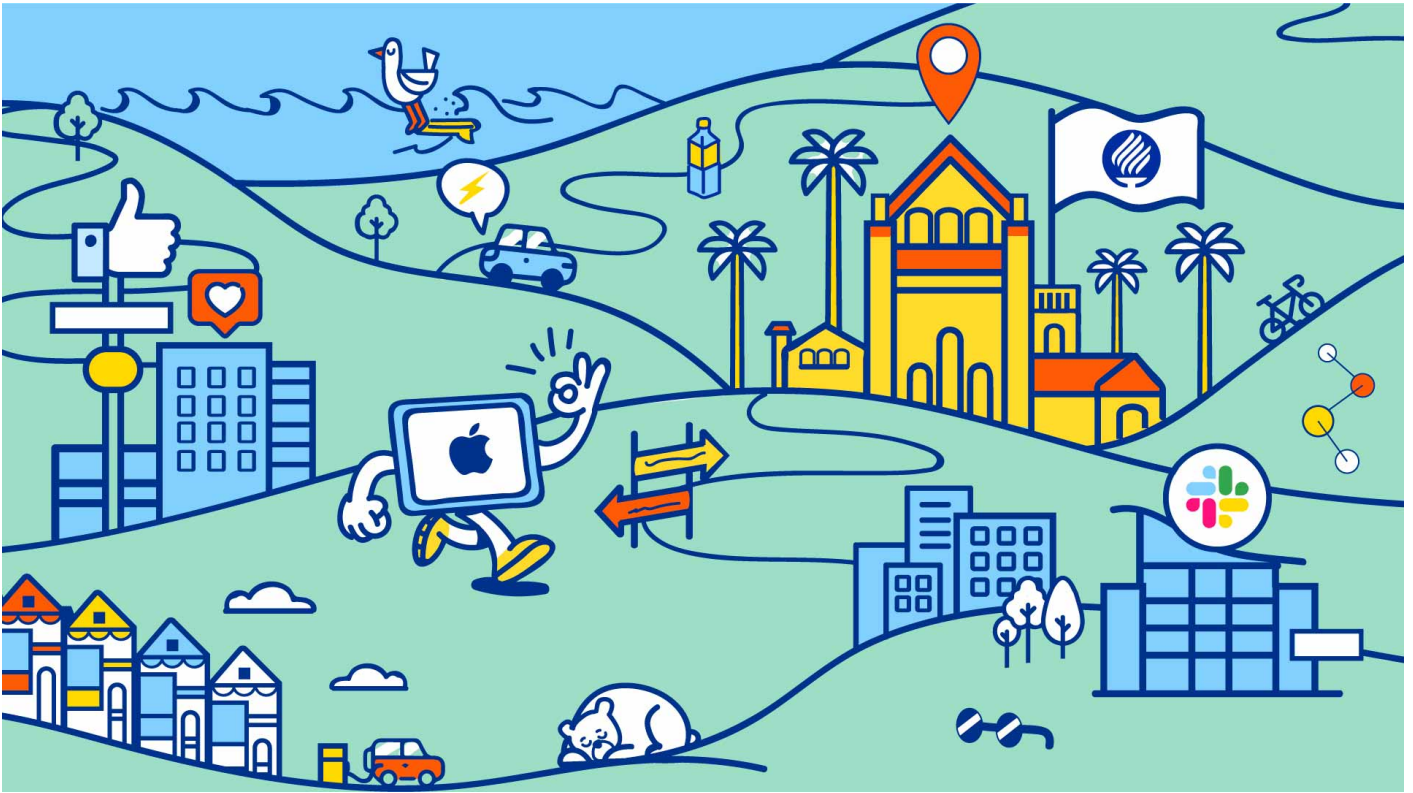


What's the Tec doing in the heart of Silicon Valley?



Guillermo Quezada graduated from the Tec in 2007 and started working in a telecommunications equipment sales company. Six months later, his company opened its doors in an office located in the heart of Silicon Valley.

The graduate, who has worked for **Google** since 2016, had to make his own way in this region, also home to other tech giants such as **Apple, HP, Microsoft, and Facebook**, as well as being the cradle of startups and innovation projects.

In 2016, [Tec de Monterrey](#) decided it would be good strategy to have formal representation in Silicon Valley and established an international liaison office.

*“We wanted to have an anchor in the world of technology, entrepreneurship, and innovation, because that’s in the **Tec’s DNA**,”* says Carlos Villanueva, Director of Foreign Delegations.



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The office began with a natural focus on issues regarding entrepreneurship, but in 2019, a physical space was established at [San José State University](#) in order to give it a new vocation: to become a bridge between **Tec students and professors and the region's ecosystem**, as well as a link to universities on the west coast of the United States.

*"From the office, we now deal with student mobility issues, **we connect Tec researchers and professors to colleagues at universities in California**, and we approach graduates who've relocated there, who help our students get to know the companies they're working in," Villanueva says.*

*"The relationship with our graduates is **fundamental**," says Sergio Ortiz, head of the Silicon Valley office since 2019. "They're the Tec's strongest asset in the region," he adds.*

There are currently **760 Tec graduates living in California, 12% of whom hold managerial positions** in tech companies. "Strengthening ties with people like Guillermo allows Tec students to find out first-hand how to get into these companies," says Ortiz.



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The director explains that Silicon Valley companies don't offer formal contracts for their internship programs. They announce availability and choose from applicants from different parts of the world. *"Our role is to **promote these opportunities** and to organize seminars during which our graduates give advice to students,"* he says.

Ortiz says that having graduates like Guillermo involved in these activities enabled more than **60 Tec students to be selected for online internships** with companies such as Facebook, Google, Twitter, Uber, and Pinterest during 2021.

What's more, Ortiz reports that there are already eight technology-based startups with whom a professional internship program is being finalized for summer 2022, which is expected to be on-site in order to **expand students' experience** in how the region operates.

"We wanted to have an anchor in the world of technology, entrepreneurship, and innovation, because that's in the Tec's DNA." - Carlos Villanueva, Director of Foreign Delegations.

Connection with Californian universities

José Manuel Páez, Vice-Rector for Internationalization at the Tec, explains that they assigned Ortiz to lead the Silicon Valley office in order to benefit from his experience as an academic and researcher.

*“Sergio’s job goes beyond being just an administrative role. His vision allows us to **open more doors** and to **develop better relationships** with peers in the educational institutions there,”* stresses the director.

The search for research opportunities and student mobility isn’t just with San José State University, where the office is located, but also with **universities in California.**

*“**Finalizing research projects**, for example, takes a long time. It’s a job that takes at least 8 months, from contacting top academics, seeing if they’re interested, connecting them to Tec researchers, to reaching formal agreements,”* says Ortiz.

One of the Tec’s most important connections is between its Water Center for Latin America and the Caribbean and the Center for Water-Energy Efficiency at the [University of California, Davis \(UC Davis\)](#). This relationship was established prior to Ortiz’s arrival at the Silicon Valley office, but once he found out about it, he proposed widening its scope.



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*“I spoke with Jürgen Mahlknecht from the Tec’s Water Center and Frank Loge from UC Davis, who were spearheading the efforts, and they agreed to add the **mobility component**, in which students*

and faculty carry out research exchanges.”

Another tie that will be formally established with UC Davis is in terms of **gender equality and inclusion**, Ortiz reported. “*UC Davis is recognized around the world as a leader in these issues, which is why the Tec’s next interdisciplinary team meeting is so important.*”

“*We’ve gone from relationships between academics to being able to establish institutional ties. This will allow Tec to continue liaising over time,*” he concludes.



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By the numbers

60 Tec students had remote work placements with Silicon Valley companies in 2021.

760 Tec graduates live in California. 12% hold managerial positions in tech companies.

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