

Felipe Valdés

Tiixa



“ I saw an opportunity to create value from the ideas and work of Latin American engineering, and compete hand-to-hand with the world's best in the telecom arena. ”

COUNTRY	Chile
INDUSTRY	Technology
EMPLOYEES	212
YEAR SELECTED	2008
PARTNER	Julie McPherson
WEBSITE	www.tiixa.cl

COMPANY SNAPSHOT

TIAXA provides the mobile telecom market with infrastructure, clearinghouse and revenue enhancement services, increasing revenues for major operators around the world. With over 50 installations in 13 countries and more than 250 million end-users, the company processes 25 billion transactions per year, creating over US\$1 billion in value for its clients.

Tiixa's Managed Services offering is based on a combination of proprietary, patented software platforms, user-centric business analytics and operational services, in the rating and charging, and user balance management realms, in order to achieve significant ARPU and revenue increases. Tiixa is headquartered in Chile, and has presence in Argentina, Brazil, Colombia, Ecuador, Hong Kong, México, Peru, Singapore, Thailand, United Kingdom and Vietnam.

Felipe Valdes is the CEO of Tiixa. Prior to co-founding Tiixa in 2000, he led the business development efforts at StarMedia, an internet portal, in the southern cone of Latin America; while there he created the region's first cobranded internet VISA card with a major bank in Chile, and promoted the company's e-commerce and broadband strategy. Between 1995 and 1998, he led the sales team of Silicon Chile, one of the first companies in Chile dedicated to internet systems integration and scientific computing, where they developed the region's first tele-medicine and tele-education projects, designed and managed the back-end security for the first internet banking platforms and presidential elections, and implemented the first supercomputing facilities in Latin America. Silicon Chile was acquired by Quintec in 1997. Before that he was part of the M&A team at Enersis – a Chilean multinational energy concern – during its international expansion phase, before being acquired by Endesa (Spain).

Felipe graduated with a BSE in Mechanical and Aerospace Engineering from Princeton University. While at Princeton, he co-founded and was COO of Climb for the Cure, a groundbreaking student initiative to create awareness of AIDS among the student population in the US, where they raised over \$1 million for Elizabeth Taylor's AmFAR, and which culminated in a climb of Mount McKinley in Alaska.

Felipe also currently sits on the Board of PatagoniaSur, a for-profit conservation endeavor dedicated to preserving Chilean Patagonia while creating sustainable businesses, and the PatagoniaSur Foundation, both of which he co-founded in 2006. Felipe currently lives in Hanoi, Vietnam, with his wife Paulina, and their three children. From there he is spearheading the international expansion of Tiixa.

ENDEAVOR AND TIAXA

In addition to the local Endeavor Forum, Pathways to Prosperity program, and Entrepreneur retreat, Julie and Felipe benefited from the Global Ernst & Young Fellows and G-Lab programs.

The Entrepreneurs remain engaged members of the Endeavor network, such as by speaking and participating in the local Search & Selection process.