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The demand for Data Centers in Latin America (LATAM) is thanks to the region's growing technology sector, led by factors such as digitization, technology trends,

technology sector in Latin America, steered by global

Data Centers are at the forefront of the growing

trends toward digital transformation.

and new investments. This has ultimately resulted in suppliers from around the world vying for a piece of the billion-dollar pie. And yet, the region's appetite for digital infrastructure is left largely unsatisfied.

This shortfall is due to Latin America's notoriously rigorous customs and compliance regulations. These regulations are compounded by complex restrictions and processes that make importing into South America

Data Centre solutions are expected to have expert knowledge of the landscape and the risks associated with expanding into this market. However, they often find themselves stuck in a tangle of administrative constraints.



# x Growth equals opportunity – Global digital growth is unprecedented, with the first world leading the charge for the lagging developing nations. This ultimately means that LATAM's largely untapped technology space presents abundant market opportunities for potential investors. As a result, the growth trends and market expectations in the sector are highly optimistic, predicting an investment market size of over US\$9 Billion by 2027 – a whopping 50% growth. This puts the change at

x Digitization in the region – Another factor is the push for digitization around the world which has become synonymous with progress and growth. Digitization offers new opportunities for emerging markets to diversify their economies, transform industry, improve remote access to education, and bridge communication gaps on a massive scale. Data Centers are the perfect example of contemporary

a compound annual growth rate of 7.16%, which also

puts the rate 4.95% above the market average

during the same period.

x Technological trends – In the hopes of tackling LATAM's notorious inefficiencies, technologies that mirror more efficient global trends are propelling the region's growth with increased speed. Existing technologies drive the implementation of already

tested and augmented setups and encourage the

development of new, locally-focused solutions.

These trends will help smooth the road to more

digitization in the most globalized form.

What Does This
Mean for Data
Centers? x

Data Centers are at the core of the Latin American

costly processes add additional complexities, which

throughout Latin America. So, it is no easy feat for

compliance without help often end up with costly

tech companies looking to expand into the region. In

stuck or, in extreme scenarios, destroyed shipments.

are also responsible for lagging digital growth

fact, companies tackling global logistics and

tech boom as a fundamental form of digital infrastructure. They fulfill the growing need for storage and networking real-estate, which prefaces digitization. Yet, companies attempting to establish Data Center solutions in LATAM face the infamously complex global trade compliance landscape.

Furthermore, language barriers, time delays, and

As a result, the market has turned to industry specialists to bridge the gap, take on the risk and facilitate the import of digital infrastructure into the region. Companies specializing in high-value shipments containing IT hardware are now an essential tool for successfully setting up Data Centers in Latin America.

What Is the Data

## compliance checks, and hands-on, expert service, we can step in and turn a potential crisis into company success. For Colocation Providers

or any knowledge of compliance requirements.

Center Solution?x

expand into Latin America. By leveraging our

specialized knowledge of shipping technology

equipment worldwide, our established global

relationships, our commitment to meticulous

TecEx is one of these specialists that helps companies

Collaborating with a company like TecEx offers a local presence and extensive knowledge of global compliance requirements as a value-added partnership offering for customers.

For Hyperscalers

Even Data Centers that are being set up by

Hyperscalers face the arduous task of clearing customs

in compliance-intensive regions. With the help of a

specialist like TecEx, Hyperscalers can limit exposure

Servicing customers and helping them to deploy their

gear to your colocation sites without a local presence

#### For Data Center Agents/Telecom Service Brokers Maintaining global infrastructure by shipping Data

to risks and streamline the process.

Center gear into Latin America can be challenging for your customers – compounded by the absence of a locally registered entity in the destination country. A mutually beneficial partner referral program with an expert like TecEx can help mitigate risks and offer your customers a full door-to-door Importer of Record solution to ensure their gear gets to where it needs to be.

No matter where your company lies in the IT value

chain, TecEx can assist with importing IT hardware into

those locations where your company or its customers do not want to/cannot act as the local importing entity. With TecEx's door-to-door solution, we can arrange the pick-up, international freight, import process, customs clearance, and final delivery in the destination country. We take on full responsibility for the import, requiring minimum involvement from you and your customer. Our proven track record and inhouse expertise ensure fast clearance times and first-time clearance for all players within the IT channel. We make the difficulty that is Latin America a hassle-free and professional experience.

Further Reading

**Contact us** for more information on how we can help

#### The Latin American market is developed to fuel an appetite for growth in the

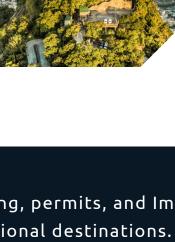
Importing into

South America

tech space.

6 April 2021

ce your international impo toms clearance in over 20



you expand into Latin America.

### Read about how TecEx facilitated importing sophisticated Video

19 May 2021

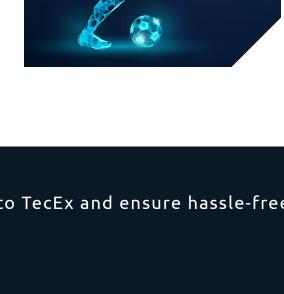
Assistant Referee (VAR)

Navigating the

**Complexities of** 

**LATAM Imports** 

rter of Record (IOR) need



Outsource your international import licensing, permits, and Importer of Record (IOR) needs to TecEx and ensure hassle-free, first-time customs clearance in over 200 international destinations.

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