



Royal Academy  
of Engineering

# Leaders in Innovation Fellowships

Case Study – Francisco Cuellar

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## Case Study

Francisco Cuellar (LIF Global 2022)

TUMI Robotics

### What is the innovation?

Robotic solutions and Artificial Intelligence to monitor and improve the safety access to confined spaces and extreme environments.

Country: Peru

Sustainable Development Goal 15:

Life on Land



Chris Markey, Francisco's mentor noted that "Francisco was already a competent entrepreneur when he entered the LIF programme. His business was relatively mature, having traded for some four years and attracting US\$250k investment from HAX as part of an accelerator programme in 2020,".

### Learnings and benefits

"For me since the beginning, the programme added values to my ideas, even though there were some areas I already had experience in such as the value proposition canvas. The way we worked with the training tools was new to me from many aspects and it opened various new perspectives. I was able to improve my proposal as a result."

### Mentoring and networking

Chris says: "This change in attitude towards getting the best value out of the mentoring process was remarkable. During the preceding months, I believe he [Francisco] simply saw the LIF programme as a vehicle to access better markets and investment, but during our quality face-time, I think the 'light went on' and he saw how mentoring can change him as a person."

### Building leadership and business management skills

Chris remembered the moment: "Francisco realised the potential power of his team if they themselves are empowered. The LIF programme uncovered a passion to share his learnings with others and support other entrepreneurs to grow moving forward." Francisco says, "That feeling made me eager to share things to allow others to grow, something I didn't do too much in the past and that I wish to pursue in the future."