

Business Opportunities with India

going to the next level

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Booking Form

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Workshops

Please indicate your choice of workshop for each of the three groups below

13h30 Breakout session 1

- Case study 1: Benoy Architects
- Case study 2: Quenby Group Ltd
- Workshop 1: Support services for East Midlands SMEs

14h10 Breakout session 2

- Case study 3: Felcon CDI
- Case study 4: D&H Engineering
- Workshop 2: Support services for East Midlands SMEs

14h50 Breakout session 3

- Case study 5: Shuttleworth Business Systems
- Workshop 3: Importing from India
- Workshop 4: Language & Culture

Dietary or special requirements (please write in space provided below)

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Business Opportunities with India



going to the next level

Leicestershire County Cricket Club,
Curzon Road,
Leicester,
LE2 8EB

Tuesday 20 March 2007



There are nine workshops taking place and each person is able to attend three:

13h30	Breakout session 1 Case study 1: Benoy Architects - Graham Cartledge Case study 2: Quenby Group Ltd - Tom Seabrook Workshop 1: Support services for East Midlands SMEs: <ul style="list-style-type: none">• UKTI – Liz Basing• LITB – Mahendra Mistry
14h10	Breakout session 2 Case study 3: Felcon CDI - Martin Hazlewood Case study 4: D&H Engineering – Vaz Mistry & Terry Percival Workshop 2: Support services for East Midlands SMEs: <ul style="list-style-type: none">• UKTI – Liz Basing• LITB – Mahendra Mistry
14h50	Breakout session 3 Case study 5: Shuttleworth Business Systems – Andy King Workshop 3: Importing from India - David Pearson Workshop 4: Language & Culture – Mahendra Mistry & Somi Hazari

Costs: non-members - £25 per person (incl VAT) emita members - free

H.E. Mr Kamalesh Sharma

Mr Sharma is the High Commissioner of India to the UK.

Mr Sharma was appointed High Commissioner to the UK in August 2004, after a long and distinguished career in the Indian Foreign Service.

He served as India's Ambassador and Permanent Representative to the UN in Geneva from 1988, followed by appointments as Ambassador to Germany and Kazakhstan. In 1997, Mr Sharma was appointed as India's Ambassador and Permanent Representative to the UN in New York, where he served until retirement from the foreign service in May 2002.

Subsequently, he was appointed as the Representative of the UN Secretary General Kofi Annan to East Timor until June 2004.



Kishor Tailor

Kishor is the Chief Executive of Leicester Shire Economic Partnership (LSEP).

Kishor has a wealth of experience in regeneration and economic development. He has worked in the Private and Public sectors and has overseen major regeneration programmes. Kishor worked for City Challenge, latterly as their Chief Executive and he returned to Leicester City Council to head the regeneration function and was the Service Director of Regeneration. In his portfolio, Kishor was responsible for both physical and social regeneration of the City. He also had the responsibility of overseeing Council's international and European work.



Business Opportunities with India - Going To The Next Level

Tuesday 20th March 2007, at Leicestershire County Cricket Club

Programme

09h15	Registration & Refreshments
10h00	Welcome & Introduction: Kishor Tailor – Chief Executive, Leicester Shire Economic Partnership (Chairman)
10h05	Latest Developments in UK & India Relations: Mr Kamalesh Sharma – Indian High Commissioner
10h30	Why British companies should do business with India Ratika Jain - Head UK, Confederation of Indian Industries (CII)
10h50	Professional Services (Accounting, Legal, IT) Tony Aggarwal – Director, Kinetic Cubed
11h10	Refreshments
11h25	Agriculture, Food Processing & Packaging: Dr Peter Elsmore – Principle Lecturer, Lincoln University Business School Mr Anand Kumar and Miss Mohsina Rizvi Agha - MBA students, Lincoln University Business School
11h45	Healthcare & Biotech: Richard Perry – International Trade Advisor, UKTI East of England
12h05	Engineering Sector: Vipul Vachhani, Business Director, Jaivel Europe Ltd
12h25	Doing Business with India: The Legal & Financial Framework: Andrew Shipley – Partner, Nelsons Solicitors
12h45	Lunch
13h30	Breakout session 1 Case study 1: Benoy Architects - Graham Cartledge Case study 2: Quenby Group Ltd - Tom Seabrook Workshop 1: Support services for East Midlands SMEs: <ul style="list-style-type: none">• UKTI – Liz Basing• LITB – Mahendra Mistry
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14h50	Breakout session 3 Case study 5: Shuttleworth Business Systems – Andy King Workshop 3: Importing from India - David Pearson Workshop 4: Language & Culture – Mahendra Mistry & Somi Hazari
15h30	Refreshments and networking

Programme

Details of Case Studies and Workshops

There are nine workshops taking place and each person is able to attend three:



Case Study 1: Benoy Architects

Breakout
Session 1

Graham Cartledge (Chairman)

Benoy is one of the UK's leading international retail architecture and design specialists, and currently has 285 active projects in the UK, Europe, the Middle East and Asia. Graham will highlight the experiences of Benoy in India where, in the last eighteen months, the Company has been awarded 26 projects across the country.

Case Study 2: Quenby Group Ltd.

Breakout
Session 1

Tom Seabrook (Chairman)

Quenby is a leading supplier of printing solutions for the garment industry. Tom will explain how Quenby responded to the challenges of the international markets by setting up an operation in India - why Quenby considered India as their preferred manufacturing base, and how they set about establishing their operation near Bangalore.

Workshop 1: Support Services for SMEs

Breakout
Session 1

Liz Basing (Deputy International Trade Director, UKTI East Midlands) & Mahendra Mistry (Manager, Leicestershire India Trade Bureau - LITB)

UKTI helps companies do business internationally. Liz will give you an insight into how advice and help from UKTI can help you identify and make the most of opportunities for your business in India. The LITB is a one-stop resource for doing business with India. Database access, networking & introduction opportunities and case studies will be covered in this session.

Case Study 3: Felcon CDI

Breakout
Session 2

Martin Hazlewood (Managing Director)

Felcon CDI design, install and maintain cleanroom facilities for a wide range of applications. Felcon's professional services extend to numerous countries and 12 years ago they won a major contract in India. The company struggled to win further orders and a new approach was required. Martin will explain how a change in strategy led to Felcon successfully re-entering the Indian market.

Case Study 4: D&H Engineering

Breakout
Session 2

Vaz Mistry (Associate Director) & Terry Percival (National Sales Manager)

D&H Engineering manufacture and supply precision engineering components to numerous specialist manufacturers including those in the automotive, aerospace and pharmaceutical industries. Terry and Vaz will explain why D&H chose to open a plant in India in response to competition and customer demand, and how this move will improve their competitiveness in the UK and India as well as internationally.

Workshop 2: Support Services for SMEs

Breakout
Session 2

Liz Basing (Deputy International Trade Director, UKTI East Midlands) & Mahendra Mistry (Manager, Leicestershire India Trade Bureau - LITB)

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Case Study 5: Shuttleworth Business Systems

Breakout
Session 3

Andy King (Joint Managing Director)

A family run business, Shuttleworth is recognized as the market leader in the provision of Management Information Systems and associated services to the Printing Industry. Andrew will discuss the work he has done to establish the Shuttleworth brand in India and how that investment is reaping rewards.

Workshop 3 : Importing from India

Breakout
Session 3

David Pearson (International Trade Finance Director, RBS)

The Royal Bank of Scotland is one of the world's leading banks in the provision of international banking services and trade finance. David will lead an interactive session, which will initially be based around some of the benefits and dangers of importing. He will then concentrate on three case studies of financing imports from India.

Workshop 4: Language & Culture

Breakout
Session 3

Mahendra Mistry (Manager, Leicestershire India Trade Bureau) and Somi Hazari (Managing Director, Shosova international Ltd, India)

India is a nation of diverse cultures, languages and religions - resulting in a unique business environment. This workshop will address the important issues relating to culture and etiquette when visiting and working with your counterparts in India.