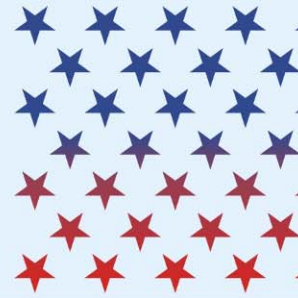




Confederation of Indian Industry



# BRIDGE

CONNECTING INDIA AND THE USA

November 2009

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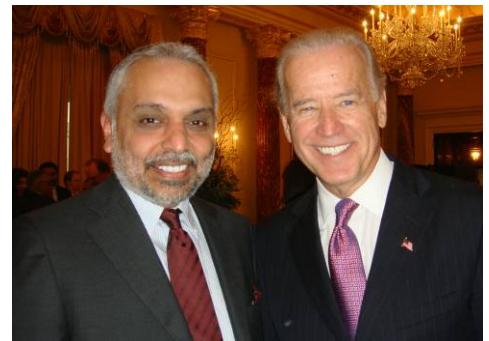
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### CII Business Mission

Coinciding with the State visit of the Prime Minister of India, Dr. Manmohan Singh to Washington DC, CII took a Business Mission to USA from 18-23 November 2009. The 30 member delegation, led by Dr. Naushad Forbes, Chairman, CII Western Region and Director, Forbes Marshall and Mr. Chandrajit Banerjee, Director General, Confederation of Indian Industry, visited Houston, Detroit, Chicago and Washington DC in an effort to explore *buying, investment and collaboration opportunities* in the US. CII also met with key US Government officials, including Vice President Joe Biden.

### CII Delegation

The delegation members represented major sectors of the Indian economy, from energy, automotive, manufacturing, and engineering, IT and IT Services, to education, research and technology. Companies including Lakshmanan Isola, Haldia Petrochemicals, Forbes Marshall, Ennore Coke, Gmmco, Matrix Metals, Surin Automotive, Indian Structural Engineering Company, Mahindra Automotive, ITC Infotech, Bluestar Enterprises, Infosys Technologies, Mahindra Satyam, Mindtree GVK BioSciences, and Everonn Education comprised the CII delegation. Additionally, members of the India Business Forum, including Infotech Enterprises, Mahindra & Mahindra



*Hari Bhartia, Vice President, CII and Co-Chairman & Managing Director, Jubilant Organosys with Vice President Joe Biden at the State Department Lunch*

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Mindtree, HCL and Zensar Technologies were also part of the Mission. *Indian delegates interacted with local US businesses across the cities and explored various business partnerships in key sectors. Mission members came out of the CII Business Mission to USA with a greater understanding of evolving opportunities in the US market and also a strong assurance of the support that US businesses were willing to lend in undertaking Indo-US joint business initiatives.*

### **Houston**

In Houston, CII partnered with the Greater Houston Partnership (GHP), the Indo-American Chamber of Commerce (IACC) and the Foreign Commercial Service (FCS) office of the US Department of Commerce. The Delegates met and *networked with local companies* and businesspersons in the greater Houston area, especially in the sectors of Information Technology, energy (oil and gas and renewable energy) and aviation. *They discussed various business models that could be evolved and implemented through Indo-US partnerships.*

### **Chicago**

In Chicago, the delegation explored opportunities for collaborative initiatives in the sectors of innovation, clean energy and manufacturing. CII co-partnered with the Chicago Council on Global Affairs (CCGA) for a morning conference which included a special address by Mr. Sam Pitroda, Special Advisor to the Prime Minister of India on Innovation, Information and Infrastructure, and Dr. Raghuram Rajan, Chair, Advisory Committee to the Planning Commission, Government of India. CII also partnered with the Executives Club of Chicago for their global leaders luncheon, where they *interacted with local businesses*. The delegation visited the IIT Institute of Design in Chicago, where they were briefed on the Institute's ongoing projects on focused innovation and cutting edge technologies. *Members also considered collaborative R&D projects.*

### **Detroit**

The delegation's visit to Detroit focused on the fact that during this economic downturn, there is huge opportunity for diversification from and within the auto sector. *They changed the perception of Detroit from a sole automotive center to that of a hub of manufacturing excellence and innovation.* The Mission members considered *new opportunities in the realm of healthcare and energy efficiency*, as highlighted by local businesses and companies. CII worked in close partnership with the Detroit Regional Chamber of Commerce and the Michigan Economic Development Corporation to host the delegation in the city. The overarching focus was on innovation in automotive engineering, diversification from and within the auto sector, and massive collaborations in healthcare and energy efficiency.



*Naushad Forbes, Director, Forbes Marshall and Mission Leader delivers Keynote address in Houston*



*Members of the CII delegation, members of Greater Houston Partnership and the Indo-American Chamber of Greater Houston on 17 November in Houston*



*Marshall Bouton, President, Chicago Council of Global Affairs speaks at the conference in Chicago*



*Sam Pitroda, Advisor to the Prime Minister of India on Public Information Infrastructure and Innovation delivers a Keynote at the conference in Chicago*



*Chandrajit Banerjee, Director General, CII addresses a large gathering at the Detroit session, co-organized by CII and the Detroit Regional Chamber.*

**CII MoU SIGNING CEREMONY: 23 NOVEMBER: WASHINGTON DC**

During their visit to Washington DC, the delegation was part of a MoU signing ceremony organized by CII on 23 November, which exemplified growing partnerships and collaborations between US and Indian companies. A total of eight MoUs were signed across a wide range of sectors, including Pharmaceuticals and Drug Development, Healthcare, Telecom and Information Communication & Technology, Nano-Electronics, Research and Development, Leadership Training as well as Homeland Security. The growing list of sectors is highly reflective of the widening Indo US partnership and the scope for future collaboration.

The MoUs signed at the ceremony included:

1. Tata Communications – Tyco Electronics
2. Jubilant Organosys – University of Alabama at Birmingham (UAB) – Southern Research Institute (SRI)
3. Infosys Technologies – Microsoft Corporation
4. HCL Security – Cisco
5. Confederation of Indian Industry (CII) – Santech Communication
6. Cadila Pharmaceuticals – Novavax
7. Aspen Institute India – Aspen Institute USA
8. Apollo Hospitals – StemCyte



*Dave Ryan, Executive Vice President – Americas Region, Tata Communications  
Mike Rieger, Vice President, Tyco Telecommunications sign an MoU on data transmission over submarine cables*



*(Front row) Hari Bhartia, Vice President, CII and Co-Chairman & MD, Jubilant Organosys; Sri Mosur, CEO & President, Jubilant Global Drug Discovery and Development; Jack Secrist, CEO and President, SRI and David Winwood, CEO, UAB Research Foundation*



*Kris Gopalakrishnan, CEO, Infosys Technologies and Rajan Anandan, Managing Director, Microsoft India sign an MoU on furthering cooperation in IT*



*Rothin Bhattacharya, CEO, HCL Security and Harish Krishnan, Director, Global Policy & Govt Affairs sign an MoU on homeland security technologies*



*Chandrajit Banerjee, Director General, CII and Santosh Mukherjee, Chief Architect & President, San Lab, Santech International sign an MoU to explore setting up a Centre of Excellence in Nano electronics*



*Preetha Reddy, Director, Cadila Pharmaceuticals and Rahul Singhvi, President and CEO, Novavax Inc sign an MoU on medical R&D and vaccine development in India*



**Walter Isaacson, President, The Aspen Institute and Kiran Pasricha, Executive Director and CEO, Aspen Institute India sign an MoU on leadership programs.**



**Preetha Reddy, Managing Director, Apollo Hospitals and Ken Giacin, Chairman, StemCyte Inc sign an MoU on stem cell therapy research**



**Montek Singh Ahluwalia, Deputy Chairman, Govt of India- Planning Commission addresses the gathering as Guest of Honour**



**Meera Shankar, Ambassador of India to USA makes special remarks at the CII MoU Signing Ceremony**

Indian investments in the US have been rising consistently and the Indian corporate are keen to collaborate further. The CII MoU Signing Ceremony marked the commitment of the two countries coming together at the corporate level to deeply engage in economic collaboration and strengthen institutional linkages.

The delegation's visit concluded with a lunch meeting with the Prime Minister of India, organized by the US Chamber of Commerce and the US-India Business Council (USIBC).

**CII ADVERTISEMENT IN NEW YORK TIMES: 23-24 NOVEMBER**

As a mark of the friendship between India and USA and the commitment towards enhancing bilateral economic relations, CII released an advertisement in New York Times on consecutive days, 23 and 24 November 2009, during the Prime Minister's visit to USA. A copy is reproduced below:

**INDIA & USA**  
A growing partnership

For over two decades, the Confederation of Indian Industry (CII) has been deeply committed to enhancing bilateral partnerships. Its corporate membership of Indian and American companies has worked consistently to foster and strengthen these economic and institutional linkages.

India and USA have come a long way together and the potential for collaboration remains limitless. The visit of Dr. Manmohan Singh, Prime Minister of India to the USA as the initiator of President Obama's election to undertake such a historic commitment to take this partnership to a higher level.

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**INDIA & USA**  
A FRIENDSHIP we believe in

The Confederation of Indian Industry (CII) and its corporate members consisting of Indian and American companies, are delighted to witness the momentous meeting of Prime Minister Dr. Manmohan Singh and President Barack Obama.

A new chapter in the history of India and USA together is being written. At this time, business and industry stand on a strong and steady plane of the economic and strategic partnership, to carry through the vision of President Obama and Prime Minister Singh.

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**INDIA & USA**  
HONORED BY THE TRUST OF 18 MILLION PEOPLE FROM OVER 55 COUNTRIES

YOUR GLOBAL BUSINESS LINK TO INDIA  
TRADE FINANCE/DEPOSITS/REMITTANCES

Share Bank of India

A quantum leap in the nation's quest towards energy efficiency.

**Reliance Infrastructure**  
Infrastructure Limited

We pioneered housing finance in India. Because dreams, growth and progress begin at home.

**HDPC**  
Home Development Finance Corporation

Adding life to our relationship.

**MAX LIFE INSURANCE**  
Karo Zyada Ka Iraada

**ORGANOIDS**  
SPECIALIZED SOLUTIONS FOR PHARMACEUTICAL LIFE SCIENCES

A World class drive, invariably!

**NATIONAL HIGHWAYS AUTHORITY OF INDIA**

**CII advertisement in New York Times on 23 November 2009**

**CII advertisement in New York Times on 24 November 2009**

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## PRIME MINISTER MANMOHAN SINGH'S STATE VISIT TO USA

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Prime Minister of India Dr Manmohan Singh visited the United States of America from 23-25 November 2009. This was the first State visit hosted by the Obama Administration and highly symbolic of the priority that the US Government attaches to furthering the India-US relationship.

Key deliverables resulting from the interaction of Prime Minister Singh and President Obama were:

### Advancing Global Security and Countering Terrorism

- Expansion of the US-India Counterterrorism Cooperation Initiative
- Support for an early start of negotiations on a multilateral, non-discriminatory and internationally verifiable Fissile Material Cutoff Treaty

### Green Partnerships

- Launch of a "Green Partnership"
- Launch of an Indo-U.S. Clean Energy Research and Deployment Initiative
- Support for an Indian EPA

### Economic Trade and Agriculture

- Meeting of the United States – India CEO Forum
- Launch of a new Agriculture Dialogue
- Renewed bilateral cooperation in the field of intellectual property

### Enhancing U.S.-India Cooperation on Education and Development

- Expansion of the bi-national Fulbright-Nehru Scholarship Program
- Obama-Singh 21st Century Knowledge Initiative
- Formation of the Women's Empowerment Dialogue (WED) men, and healthcare.

### Health Cooperation

- Creation of a seventh Regional Global Disease Detection Center in India
- Launch of the US India Health Dialogue
- Cooperation on Urban Health



*(L-R): Mrs Gursharan Kaur, First Lady Michelle Obama, Prime Minister of India Dr Manmohan Singh and President Barack Obama at the State Dinner on 24 November in Washington DC*

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## CII & USA: NOVEMBER EVENTS UPDATE

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### INTERACTIVE SESSION ON "STRENGTHENING US-INDIA COOPERATION IN NEW & RENEWABLE ENERGY AND ENERGY EFFICIENCY" WITH DR. STEVEN CHU, SECRETARY, U.S. DEPARTMENT OF ENERGY: 14 NOVEMBER: NEW DELHI



*Tarun Das, Co-Chairman, US-India Track II Strategic Dialogue greets Steven Chu, Secretary, US Department of Energy at a CII Session*

"Energy has given great prosperity to the United States of America. The challenge now before us is how we keep the prosperity growing while bringing down the carbon footprint. America is keen to help India achieve that prosperity without going the American way" Stated Dr Steven Chu, Secretary, US Department of Energy as he begun interacting with industry leaders at the CII interactive session on Strengthening US India Cooperation in New & Renewable Energy and Energy Efficiency held on 14 November at New Delhi. Support and cooperation in green buildings is high on US-India cooperation agenda. As India pursues its infrastructure agenda it could take the greener route and follow a number of interesting experiments unlike US where the scope of experimentation is limited. US and India have immense scope for collaboration in research, development and deployment of energy storage, conversion of waste to energy and innovative business models. Secretary Chu promised to look into issues affecting US-India collaborative research in second generation bio-fuels.

## LUNCHEON SESSION WITH US AEROSPACE DELEGATION FROM USA: 13 NOVEMBER: HYDERABAD

CII Andhra Pradesh has organized a Luncheon Session with Aerospace Delegation from USA on 13 November, 2009 in Hyderabad. The Delegation was led by Ms Karen Zens, Deputy Assistant Secretary, US Department of Commerce with a business interest in the aerospace sector between the two countries. The Deputy Assistant Secretary and the delegation members were very happy to meet the industrialists of Andhra Pradesh and the discussions were on how to expand the Indo-US commercial ties and explore the joint venture business opportunities between both the countries. The Session was also addressed by Mr. Busi Sam Bob, IAS, Principal Secretary, Industries & Commerce Department, Government of Andhra Pradesh; Mr. Cornelis Keur, Consul General, US Consulate in Hyderabad besides others.



*Karen Zens, Deputy Assistant Secretary, US Department of Commerce addresses CII members at the Luncheon Session*

## INDIA-US DEFENSE POLICY AND PROCUREMENT INDUSTRY GROUP ROUNDTABLE: 4 NOVEMBER: NEW DELHI

India - US Defence Production and Procurement Group Industry Round Table (DPPG) was held at India Habitat Centre, New Delhi on 4 November 2009. Mr Shashi Kant Sharma, DG (Acquisition), Ministry of Defence, Government of India and Vice Admiral Weiranga, Director, Defence Security Cooperation Agency were the co-chairs at the meeting. Mr Sharma addressed the participants comprising of Indian and US Defence industry representatives and the officials from the government officials from both the countries. He acknowledged that while there has been some progress in strengthening the Indo- US Defence ties, clearly a lot more needs to be done. Mr Sharma highlighted some changes that have been brought about in the Defence Procurement Procedure in the year 2009. Various issues that came up for discussion during the roundtable meeting were End Use monitoring, Technical Assistance Agreement (TAA), Offset Policy, Information Sharing, Offset Guidelines among others. There is a need to organize workshops on Tax & Contractual structures, Export Control Regime, Project Life Cycle Cost etc. It was proposed that the issues related to IPR need to be resolved between the two Governments and an apt mechanisms needs to be put in. The industry also recommended removal of Indian entities from "Dual- Use Technologies" List.

## INTERACTIVE SESSION WITH THE US AEROSPACE SUPPLIER DEVELOPMENT MISSION TO INDIA: 9 NOVEMBER: NEW DELHI

CII coordinated the Interactive session with the US Aerospace Supplier Development Mission to with its Defence and Aerospace committee members on 9 November 2009. The aim of the interaction was to facilitate the establishment of business linkages of the US Aerospace companies with the Indian Aerospace companies. CII members gave a presentation on 'Doing Business in the Indian Aerospace Sector'.

## VISIT OF PATRICK MOON TO GREEN BUSINESS CENTER: 5 NOVEMBER: HYDERABAD

Mr Patrick Moon, Principal Deputy Assistant Secretary for South and Central Asian Affairs, US Department of State visited GBC today. Mr. Cornelis Keur, Consul General, US Consulate General Hyderabad & Mr. Jason Rieff, Consul, US Consulate General Hyderabad accompanied him during the visit. Mr Patrik Moon was given a short tour of the Green Building and was briefed on the Green features and New Ventures India activities. His remarks in the visitors' book were "Very impressive Indian leadership for a Greener World".



*Mr Patrick Moon, Principal Deputy Assistant Secretary for South and Central Asian Affairs, US Department of State gets a briefing on the features of the Green Business Centre*

## 2<sup>ND</sup> US-INDIA ENERGY EFFICIENCY CONFERENCE: 16-17 NOVEMBER: NEW DELHI

As a part of the US-India Energy Dialogue, Confederation of Indian Industry organised the 2nd "US – India Energy Efficiency Technology Cooperation Conference" on 16 & 17 November 2009 at New Delhi, jointly with US Department of Energy, US Agency for International Development and Ministry of Power, Government of India. The focus of the Conference was- 'Smart Grid, Buildings and Industries'. The main objective of the conference was to explore the barriers to implementation of energy efficiency in India, illustrate ways such that barriers overcome, and delineate approaches of how energy efficiency markets could be triggered in India in the buildings and industrial sector. The conference also aimed to establish business linkages and facilitate trade between Indian and US companies in the field of energy efficiency in industry and buildings.

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