

“What Should India Mean for Your UK Technology Business?”

18th March 2010

Venue – The Møller Centre, Storey’s way, Cambridge, CB3 0DE

AGENDA

09:30	Registration & Refreshments, Tea and Coffee
10:00	Welcome and Event Overview, chaired by Dr. Chas Sims, Director, Ziconix
10:10	Anil Verma – Minister (Economic), High Commission of India The Indian High Commission will speak about its commitment to helping UK technology firms looking to explore the opportunities and potential India provides.
10:20	“India Opportunities: Integrating UK Technology into Indian Value Chains” Was Rahman – UKTI ICT Specialist and CEO, Dolphin Advisory India represents massive opportunities for technology firms, as buyers are spending money on innovative technology to help address complex business problems. Smart UK firms are learning to bypass the traditional, daunting challenges of India by integrating their solutions into the value chains of large, successful Indian companies. Electronics, Mobile Communications and Healthcare are particularly interesting sectors for this approach.
10:35	Q&A
	“Doing Business with India: Realities, Myths and Perceptions” The following two speakers will provide complementary and contrasting perspectives on what it takes for UK and Indian firms to do business in and with each other’s market. They will share their experiences of what works and what does not. They will also discuss how close their initial expectations and concerns were to the reality, and what myths may have been dispelled along the way.
10:40	Mark Bretton – Head of BPO UK & Europe, Tata Consultancy Services
10:50	Anmol Sood – CEO, Jaltek Group
11:00	Q&A
11:10	Coffee, Tea and Networking
	“Preparing for India: Best practices and Advice for Exploring Partnerships” Three companies who have embraced the idea of working with each other’s markets will discuss what it takes to set up successful partnerships, whether with a goal of entering each other’s market, or working together to make a bigger impact in a 3 rd country. They will share potential lessons for companies new to this part of the world, and consider what hindsight may have taught them.
11:35	Nick Smailes: CEO, PowerOasis
11:45	Geoff Llewellyn, Director of Public Sector, Wipro
11:55	Q&A
12:05	Panel Session with All Speakers and Other Experts, chaired by Was Rahman, UKTI ICT Specialist and CEO, Dolphin Advisory
13:00	Complete Evaluation Forms
13:05	Lunch & Networking with Experts and Speakers
14:00	One to One Meetings (Pre-booked for those who wish to participate)
15:30	Event Closes

With the permission of the speakers, presentations will be loaded to the Cambridge Wireless website on the day following the event

Profile of Organisers

UK Trade & Investment (UKTI)

UK Trade & Investment can help you rise to the exciting opportunities and challenges that globalisation offers. We work with UK-based businesses to ensure their success in international markets. We also encourage the best overseas companies to look to the UK as their global partner of choice. For further information please visit:

www.uktradeinvest.gov.uk

Cambridge Wireless

Cambridge Wireless is a leading and vibrant wireless community with a rapidly expanding network of companies interested in the application of wireless technologies. In addition to VIP networking activities and business development support, we run a number of Special Interest Groups focussed on specific technology and/or market areas, providing opportunities for member organisations to meet, form partnerships and exploit opportunities for new business. Cambridge Wireless has a number of partnerships with like-minded organisations around the world, and we endeavour to keep members fully up to date with the latest developments, and assist in exploring new business opportunities with local and international companies. For more information, please visit:

www.cambridgewireless.co.uk

Profile of Panel Experts

National Institute for Smart Government (NISG)

NISG has its origins in the recommendations of the National Task Force on IT and Software Development. Forged as a public-private partnership, NISG offers the orientation and efficiency of the private sector combined with the accountability of the public sector. NISG is helping the Government of India and State Governments realize the national e-governance vision. Over the years, NISG has grown in stature as a reliable advisory body for Central and State Governments as well as public sector undertakings. Please visit: www.nisg.org

Profiles of the Speakers

Dr Chas Sims

Until retirement at the end of 2009, Chas was a Director of TTP Group; the holding company for several international high-technology companies supplying products, R&D services and venture capital and including The Technology Partnership, Europe's leading independent technology development business. In 1987 Chas was one of the founders of TTP and he continues an involvement in a number of high technology businesses in the UK including Ziconix, where he holds the position of Chairman.

Chas has worked closely with UKTI for a number of years and recently visited Bangalore with them to present a paper on the role of the innovation services companies on the development of the Cambridge Technology Cluster to the Indian Semiconductor Association's Vision Summit.

Anil Verma, High Commission of India

Mr. Anil Verma, joined the High Commission of India, UK in London in August, 2009. He is a career civil servant for the last 20 years, joining the Indian Administrative Service in 1989. Born in December, 1965, he holds a Masters degree in Economics and another Masters in International Development. He has served in different parts of India in his various administrative capacities handling assignments related to management & administration of rural & urban development, regional planning, revenue, finance & economic affairs.

Mr. Verma has been part of India's delegations negotiating trade & finance issues in bilateral and multi-lateral forums. Prior to joining his present assignment, he was Executive Assistant to the Minister of External Affairs, and to the Minister of Finance, Government of India in New Delhi.

Mr. Verma is married with two sons.

Was Rahman, UK Trade & Investment (UKTI)

Was Rahman is an advisor to UKTI on the Global ICT industry. His focus is on building relationships between the UK and Indian IT industries, helping generate trade and investment opportunities for both in the global market, particularly SMEs.

His 22-year career includes leadership positions at leading IT firms, such as establishing Accenture's telecoms practice in Poland and serving on Infosys Technologies' Executive Council in Europe. He co-founded Dolphin Advisory, a Bangalore- and London-based consultancy that nurtures Indian and UK enterprises through critical challenges of growth as they expand domestically and internationally.

Having set up, run and advised numerous technology start-ups and SMEs, Was understands the world of the entrepreneur first hand. He was Chief Strategist for Virgin's online businesses during the dot-com boom, turned around a European ISP, and has helped entrepreneurs make the transition from "Start-up to Grown-up". In the corporate world, he has guided executives through changing how they do business using new technologies and business models, including clients such as JP Morgan, BT, Shell, Unilever, Toshiba, Telstra, Credit Suisse and British Airways.

Mr Rahman is co-author of the critically acclaimed book, "Blind Men and the Elephant" charting the evolution and future of global IT services, including the impact of the Indian industry. He regularly speaks and writes on the changing nature of global business, particularly its interplay with IT. He is currently researching his next book, examining the "DNA" of successful Indian firms internationally.

He started his career in Investment Banking, after obtaining his Physics degree at Oxford and Masters in Management and IT at Coventry University.

Nick Smailes: CEO, PowerOasis

Nick Smailes is PowerOasis's CEO. He has worked with early stage technology ventures in the UK and US and with UK Government since 2001 when he set up SETsquared an organisation focussed on developing start-up companies based on industrial and academic IPR. SETsquared has enjoyed successes supporting start-ups raise over £350m, including 5 IPO's.

Nick founded PowerOasis in 2007, spinning the company out of Motorola and following a longstanding focus on cleantech IPR, specifically clean technologies that can be profitably adopted by industry without relying on Government stimulus. At PowerOasis Nick has brought together a team with deep telecoms network hardware and software experience together with novel renewable power onsite and remote power control technologies.

Mark Bretton, Tata Consultancy Services

Mark Bretton is currently Head of Business Process Outsourcing UK and Europe for Tata Consultancy Services and is a member of the extended global executive responsible for developing TCS BPO business. Mark is also a key member of the TCS European leadership team. He has been with TCS since November 2005.

Prior to this Mark spent 3 years with Royal Mail Group initially as Director and General Manager Government Services and then as Managing Director of Royal Mail Customer Management. He was responsible for all business and consumer customer services and address management (Post Codes) for the Royal Mail Group. His leadership of the customer management call centre transformation programme and transfer of the BBC TV Licensing administration and enforcement services unit from Royal Mail to Capita was recognised in 2003 when he was a finalist in the National Customer Service Awards, Leader of the Year category.

Mark spent 10 years in the defence business with Plessey, moving to Siemens Nixdorf in 1993. He held a number of senior positions including General Manager for the UK IT Service business, a Global IT Service Board role. He moved to Siemens Business Services in 1998 and led a number of major Private Finance Initiative projects with UK Government ending up as Professional Services Director on the Boards of the UK division and of a number of global lines of business.

Mark joined Plessey from The City University Business School (now CASS) in 1983 where he was awarded an MBA in Export Management and International Business in addition to his BSc Econ (Hons) in Management Studies. He holds a Territorial Decoration.

Anmol Sood, Jaltek Group

As Chief Financial Officer of the Jaltek Group, Anmol also fulfils several senior roles within the organisation including being Head of the Telematics Division and the General Manager of Hidalgo Limited, a Cambridge based medical systems development and applications company.

During his 2.5 year tenure with the group, Anmol has led three significant new business acquisitions and been pivotal in establishing the group's business strategies within the military, aerospace, medical and logistics sectors. He has also been integral in defining the Group strategy for international expansion via owned subsidiaries and distribution channels.

A BSc economics graduate of University College London, Anmol gained his ACA qualification whilst with a leading city accountancy firm and has considerable corporate finance experience gained within a number of banking institutions.

The Jaltek Group is a leading technology solutions organisation and provides a comprehensive range of vertically integrated technology services and product solutions.

Privately owned and exhibiting continued growth since being established in 1998, The Jaltek Group headquarters is in Luton, England and the organisation has additional facilities located in the UK and India.

Geoff Llewellyn, Director of Public Sector, Wipro

Appointed to lead Wipro's approach to the UK public sector IT market in April 2009, Geoff's career embraces twenty years in major public sector organisations – the Department of Employment, Manpower Services Commission, the BBC and the Post Office Corporation – followed by more than a decade in IT Services and consultancy for Sema Group, Atos Origin and Siemens Business Services.

As a Main Board member of Intellect, the UK IT industry Trade Organisation, he chairs its Transport Committee and is a member of its Identity Management Group, contributing to Intellect White Papers in both domains.

He is also a Warden of the City Livery Company of Management Consultants.

After studying social science and economics at London and Oxford Universities, his career has focused on start-up and change management with a marketing, communications and consultancy theme.