



Civil security technologies demanded in India

Business initiation for German companies in the field of civil and IT-security technologies and services

Delhi, Bengaluru and Hyderabad 16th – 20th September 2019



German business delegation to India 2019

The project is part of the Foreign Market Entry Programme of the Federal Ministry for Economic Affairs and Energy (BMWi).

The purpose of this government-financed project is to help German companies to initiate or increase their market presence in this attractive market. The project offers an interesting and successful mix of marketing events, b2b-meetings with new business contacts and technical visits and has an institutional background.

Why India?

Germany and India have been cooperating in the field of research for decades. Both countries decided to work together on strategies to increase the civil safety of their citizen. Three bilateral pilot-projects on various topics were the starting point for a joint cooperation with the Federal Ministry for Economic Affairs and Energy. This includes 1) FloodEvac (Vulnerability of transport infrastructure - warning and evacuation at flood); 2) INVOLVE (Reducing social vulnerability through volunteering); 3) SenSE4Metro (Safety management and emergency-system for subway-systems). Fields of Indo-German cooperation are natural disaster management, biological risk situations, urban security, protection and rescue of people and social aspects of civil security research. During the visit to India of Dr. Gunter Krings, Secretary of State of the Ministry of the Interior, a Letter of Intent was signed with Shri Kiren Rijiju, Minister of State for Home Affairs of India on border management, aviation security, cybercrime, illegal immigration, counterfeit money and disaster management.

Organizer



AHK

Indo-German Chamber of Commerce
Deutsch-Indische Handelskammer
Mumbai · Delhi · Kolkata · Chennai
Bangalore · Pune · Düsseldorf

Who can participate?

8-12 German companies especially SME who are active in the field of civil- and IT- security technologies and –services, can participate.

Your advantages

- Comprehensive target market analysis of the industry
- Business opportunities due to new political strategies within the sector
- Individual B2B meetings with executives of Indian companies, pre-scheduled by IGCC
- New business opportunities in India
- Networking with potential business partners
- Visit potential customers on site
- Present your products and services to representatives and multipliers of the business environment and politics
- Organization and support by IGCC throughout the trip

Organizer – Indo-German of Commerce

The Indo-German Chamber of Commerce represents (IGCC) the interests of German and Indian companies on the Indian market for more than 60 years. Alongside the Liaison Office in Düsseldorf, IGCC is headquartered in Mumbai and has 5 more offices in India with a network of 6.000 German and Indian member companies

Cooperation partners – SBS systems for business solutions

SBS develops customized solutions for complex internationalization projects as on behalf of the Federal Ministry for Economic Affairs and Energy. The core business is the consultation of medium-sized companies regarding their worldwide export activities. SBS gained extensive experience in planning and implementation of projects, workshops, events and B2B business meetings as well as individual strategies for the market entrance.

Draft programme* of the business delegation from 16th to 20th September 2019 to Delhi, Bengaluru and Hyderabad

Date	Content of the programme
Monday, 16-09-2019 Delhi	<ul style="list-style-type: none"> • Briefing for the German participants on the following topics: Civil and IT Security in India, intercultural communication for B2B conversations, German export promotion program • Presentation event “Security Technology Made in Germany and Indian IT Expertise – Roadmap for cooperation” • Presentation of the German industry & of the German participants • Tender processes in India • Panel discussion: “Security Technologies Made in Germany – How can India profit?” • Individual B2B meetings • Evening reception and networking dinner
Tuesday, 17-09-2019 Delhi / Hyderabad	<ul style="list-style-type: none"> • Company visit and B2B meetings • Flight to Hyderabad
Wednesday, 18-09-2019 Hyderabad / Bengaluru	<ul style="list-style-type: none"> • Briefing & Networking with representatives from the Department of Information Technology, Electronics and Communications, State of Telangana • Individual B2B meetings • Flight to Bengaluru
Thursday, 19-09-2019 Bengaluru	<ul style="list-style-type: none"> • Round Table “Cyber Security” with Nasscom, Bosch, SAP (tbc) • Interaction with the German consul general in Bengaluru • Individual meetings • Evening reception and networking dinner with selected local companies
Friday, 20-09-2019 Bengaluru	<ul style="list-style-type: none"> • Company visit: Tata Consultancy (tbc) • Individual meetings

*Cited: January 2019. The detailed programme will be announced soon. The current status of the project you find on german-tech.org

Indian market

German small and medium-sized companies have various opportunities in the field of civil and IT security technologies and services to operate in India on an economic successful scale. German SME can explore the business environment on-site and analyse their potential to add value to their business case.

Costs

The contribution of the German company depends on the company:

- 500 Euro (net) for every company with less than 2 Mio. Euro annual turnover and less than 10 employees
- 750 Euro (net) for every company with less than 50 Mio. Euro annual turnover and less than 500 employees
- 1000 Euro (net) for every company with more than 50 Mio. Euro annual turnover or more than 500 employees

The participants bear their individual travel, accommodation and catering expenses.

Registration

Interested in participating? Then please feel free to register online on our website **german-tech.org** or contact the responsible project manager, Ms. Miriam Achenbach, **SBS systems for business solutions**, office Rome on the toll-free number 0800 7240016. E-Mail: info@sbs-business.com.

Deadline for registration: 03-05-2019



Your free of charge English online presence

An important tool for your company is the portal german-tech.org. German companies are able to do a quick registration and to create a multilingual company profile. The platform got established through internationalisation projects and at times generates requests from international interested parties due to the English online-profile.

Trade and cooperation partner



Contact

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Impressions from past delegations

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