

# CONFERENCE ON **TECHNOLOGY TRANSFER & JOINT VENTURES** **OPPORTUNITIES FOR SMEs**

**Friday, 19th March, 2010 | Time: 10.00 hrs to 18.00 hrs**  
**SME Chamber of India, Conference Hall, Andheri (East), Mumbai**

## OVERVIEW

The Indian SMEs produce high quality and innovative products but many of them do not understand the need to adopt the latest technology required to manufacture products to meet the international quality standards. Moreover, they should also explore the possibilities of joint venture and other business alliances to scale up their activities to improve their productivity and profitability.

This Conference will facilitate the SMEs to identify new business opportunities, joint ventures and collaboration arrangements, contract manufacturing tie-ups, transfer of technologies and to understand the procedures, formalities, the legal aspects, methods of identification of Business partners, funding avenues for new projects, obtaining government & regulatory clearances and the incentives available from Government Departments and Banks.

Government officials, technology providers, bankers, private equity and venture capitalists will provide insight into the above aspects and the delegates would get an opportunity to interact with them to know more about their requirements and get advise.

The Chamber will provide all necessary information, assistance and guidance to the entrepreneurs on the above as well as marketing their products and services in India and abroad.

## TOPICS TO BE COVERED

- The basic principles of international Cooperation
- How to identify joint venture partners ?
- Successful joint venture partnership – Case Studies
- Importance of technology transfers
- Venture Capital / Private Equity for Expansion Projects
- Legal Aspects of Cooperation Agreements
- Mechanism of Merger and Acquisitions
- Dealing with cultural differences in overseas projects
- Insight into intellectual property rights
- Buy-back arrangements and its benefits
- Adoption of international quality standards
- Supply chain management

## WHO CAN PARTICIPATE?

- Small and Medium Entrepreneurs
- Production, Marketing and Accounts Executives from Corporate and PSUs
- Manufacturing companies
- Private Equity and Venture Capital Firms
- Management and Legal Consultants
- Logistic Companies
- Government Officials
- Engineering and Project Consultants
- Chartered Accountants
- Banks and Financial Institutions
- Quality Control Organisations
- Technology Providing Institutions and R&D Centres

## BENEFITS TO PARTICIPANTS

- |   |   |
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| <ul style="list-style-type: none"> <li>➤ Opportunity to interact with successful &amp; prominent technocrats and experts from various fields.</li> <li>➤ Understand the intricacies of international cooperation</li> <li>➤ Update knowledge about availability of technologies for transfer</li> <li>➤ Understand the implications of legal formalities</li> <li>➤ Identification of suitable business partners</li> </ul> | <ul style="list-style-type: none"> <li>➤ Art of negotiation and concluding deals</li> <li>➤ Tackling problems in adopting new technologies</li> <li>➤ Increased volumes and improved productivity</li> <li>➤ Expansion of markets</li> <li>➤ Introduction of new products and services</li> </ul> |
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### Registration Fee (Per Person)

For Members - Rs. 7000/- + Service Tax @ 10.30%  
For Non - Members - Rs. 8000/- + Service Tax @ 10.30%

### For Registration Contact :

Ms. Madhuri : Tel. 022 - 6667 4444  
Reply on: [smechamberofindia@vsnl.net](mailto:smechamberofindia@vsnl.net)

Cash or Demand Draft in favour of "India International Trade Centre", Mumbai  
Members are allowed to pay by cheque | Add Rs. 50/- Extra for outstation cheque | 2% extra if payment is made by credit card

Please note that registrations are confirmed only on receipt of 100% payment of fees. Registration will be on first-come first served basis. Right for admission are reserved by SME chamber of India. No Cancellations & No Refund of Registration Fees

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**SMALL & MEDIUM BUSINESS  
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**SME EXPORT  
PROMOTION COUNCIL OF INDIA**



**INDIA INTERNATIONAL TRADE CENTRE  
(IITC-INDIA)**



**MAHARASHTRA INDUSTRIAL AND ECONOMIC  
DEVELOPMENT ASSOCIATION**

For Membership and More Details Please Contact : Mr. Maheshkumar, General Secretary - Cell +91 - 98203 37228

Central Office:- 3 & 4, Up Gr. Flr., Samruddhi Venture park, Marol MIDC, Nr. Hotel Tunga Paradise, Andheri (E) Mumbai - 93.

Tel.: +91 - 22 - 6667 4444 / 6677 0218 / 19 / 2871 1396 | Fax: 2874 3543

Email : [smechamberofindia@vsnl.net](mailto:smechamberofindia@vsnl.net) | [iitcindia@vsnl.net](mailto:iitcindia@vsnl.net) ♦ Website : [www.smechamberofindia.com](http://www.smechamberofindia.com) | [www.iitcindia.com](http://www.iitcindia.com)

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INDIA INTERNATIONAL TRADE CENTRE  
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MAHARASHTRA INDUSTRIAL AND ECONOMIC  
DEVELOPMENT ASSOCIATION

## REGISTRATION FORM

### CONFERENCE ON

## **TECHNOLOGY TRANSFER & JOINT VENTURES OPPORTUNITIES FOR SMEs**

Friday, 19<sup>th</sup> March, 2010 | Time: 10.00 hrs - 18.00 hrs  
Venue: SME Chamber of India Conference Hall, Andheri (E), Mumbai

Date: \_\_\_\_\_

Details of Participants

Sr. No.	Name	Designation

Name of the Company / Organisation: \_\_\_\_\_

Business Activities : \_\_\_\_\_

Office Address : \_\_\_\_\_  
\_\_\_\_\_

Telephone : \_\_\_\_\_ Fax No.: \_\_\_\_\_

Cell No. : \_\_\_\_\_

Email ID : \_\_\_\_\_ Website: \_\_\_\_\_

Interested for Joint Venture in: \_\_\_\_\_

Interested to acquire technology in: \_\_\_\_\_

Kindly send your company profile by email to [iitcindia@vsnl.net](mailto:iitcindia@vsnl.net)

Please find Cash / Demand Draft for Rs. \_\_\_\_\_ drawn in favour of "India International Trade Centre",  
**Mumbai** towards Registration Fee for \_\_\_\_\_ participant/s.

\_\_\_\_\_  
Signature with Company Seal

Fees: For Members **Rs 7,000 + Service Tax @ 10.30%**  
For Non - Members **Rs 8,000 + Service Tax @ 10.30%**  
10% Discount for 3 or more delegates from same organisation

Note: Cheques will be accepted from members only  
2% extra charges if payment made by credit card

Please send your registration form by E-mail: [smechamberofindia@vsnl.net](mailto:smechamberofindia@vsnl.net) / [iitcindia@vsnl.net](mailto:iitcindia@vsnl.net) or Fax: - 022-28743543  
**Central Office:-** 3 & 4, Up Gr. Flr., Samruddhi Venture park, Marol MIDC, Nr. Hotel Tunga Paradise, Andheri (E) Mumbai - 93.  
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