



INDIA - POLAND SME BUSINESS COUNCIL

Strengthening Economic and Business Co-operation

Bi-lateral Trade Promotion | Investment Promotion | Industry and SME Partnership | Trade Promotion Events

Initiated by



SME CHAMBER OF INDIA
Empowering SMEs for Global Competitiveness

Initiated by



**FEDERATION
OF INDIAN SME ASSOCIATIONS**

Initiated by



**SME EXPORT
PROMOTION COUNCIL**

Officially Supported By



Embassy of India
Poland



Embassy
of the Republic of Poland
in New Delhi

Supported by



INDIA INTERNATIONAL TRADE CENTRE
(Investment & Trade Promotion Organisation)

Supported by



**MAHARASHTRA INDUSTRIAL AND
ECONOMIC DEVELOPMENT ASSOCIATION**

Supported by



SME BUSINESS FORUM
Dynamic Business
Networking Platform of India

Supported by



Supported by



**START - UPS
COUNCIL OF INDIA**

Supported by



**SME BUSINESS
MANAGEMENT INSTITUTE**

Supported by



SME IMPORTERS ASSOCIATION OF INDIA

Supported by



**SME TECHNOLOGY
DEVELOPMENT CENTRE**

ABOUT THE COUNCIL

“INDIA - POLAND SME BUSINESS COUNCIL” was initiated by Small and Medium Business Development Chamber of India (SME Chamber of India) jointly with India International Trade Centre (Investment and Trade Promotion Organisation), Maharashtra Industrial and Economic Development Association (MIEDA), SME Export Promotion Council, SME Importers Association of India (SIAI), Packaging Industry Association of India (PIAI) and SME Business Management Institute to organise various trade promotional activities to accomplish the desired objectives.

The Council will act as a bridge to integrate the entrepreneurs, business tycoons, industrialists, Investors and SMEs to enhance business growth, export promotion, import facilitation, inbound and outbound investments, joint ventures, technology transfers, contract manufacturing tie-ups and other strategic business partnership amongst India and Sweden. This Council will also bring together the Government authorities of both the countries to resolve the issues and problems for improving bi-lateral trade and inbound and outbound investment promotion and to identify emerging business opportunities.

The Council will put efforts to take full advantage of Economic Cooperation & Diplomatic relations between the two countries and organise various activities to educate and create a conducive business atmosphere amongst the SME Sector for better business growth and investment promotion.

This platform will support for identifying new business partners, collaborations & alliances, setting up industrial units, display products and services, exhibitions and other related business activities as well as to take up issues to concerned authorities.

ASSISTANCE & SUPPORT SERVICES FOR INDIAN AND POLISH SMEs

- Identify business partners, manufacturers, buyers, importers, exporters
- Finance, Investment, Venture Capital and Private Equity
- Technology Transfer & Joint Ventures
- Collaborations and Alliances
- Contract Manufacturing Tie-ups
- Marketing, promotion and distributorship
- Appointment of buying and selling agents
- Sourcing of quality raw materials and finished products
- Liaison with Central and provincial government authorities
- Introduce and launch latest products & services
- Introduction of advanced technology
- Set up manufacturing industry or service sector units
- Project Reports and Business Plans
- Information on Trade Enquiries, Industrial Cooperation, Technical Information
- Market Development, Survey and Research on various products and services

OBJECTIVES OF THE COUNCIL

**Integration of entrepreneurs for
Networking and Business Partnership**

Strengthening Industry and SMEs for better growth

Identify emerging business & investment opportunities

Exchange of Business and Cultural Values

Resolve Issues and Problems

Awareness Programs on various topics

ACTIVITIES OF THE COUNCIL

- Trade promotional activities in India and Poland
- Interface with Government Officials and Authorities
- Trade missions and delegations
- Promote Investment Opportunity in Special Economic Zones
- Business Conferences, Seminars, Exhibitions
- Connectivity with provincial Government Agencies
- Buyer-Seller Meets and Business Matchmaking
- Project or Industry Visits and study tours
- Training Programs to educate on Market, Taxation and Business opportunities
- Information on new Products, High Tech Machines and Technologies
- Market Survey & Research
- Group Marketing, Advertising & Publicity
- Organise exchange programs - Young Entrepreneurs, Cultural, Sports and Education
- Interaction with Young Entrepreneurs & SMEs with visiting President, Prime Minister, Ministers, top level businessmen and bureaucrats in both the countries
- To take up Issues and Matters Related to International Trade, Shipping, Regulations, Financial And Industrial Sectors with the local and National Government Departments
- Set up display centres for Products & Services in both the countries
- Associate with Embassy, Organisations, Chambers of Commerce and Government agency

ABOUT THE CHAMBER

SME Chamber of India, a premier national Chamber has been working for the development of SMEs from manufacturing, service sectors and allied industrial / business sectors for the last 27 years. The Chamber integrates SMEs, large corporates, MNCs, banks, investors, policy makers, Young & Women entrepreneurs and Start-Ups to establish and enhance contacts for better business growth and expansion.

The Chamber has been on a forefront for policy implementation, policy change and encouraging SMEs to avail various incentives, government schemes as well as business and investment opportunities in the era of Make-In-India. The Chamber organises various activities to impart knowledge, skills, scale and provides a platform for promotion of products and services, enhancement of contacts for the business growth, utilisation of unique marketing and branding facilities, advance technology for improvement of capabilities & productivity, quality assurance, utilisation of benefits and advantages of various government departments for domestic and export promotion. The Chamber is also channelising finance from banks & FIs, export finance, venture capital, private equity, external commercial borrowings and investment for enhancement of business activity.

The Chamber has been providing unique support to SMEs, Young & Women entrepreneurs and Start-Ups to convert business ideas and new concepts into profitable business ventures as well as strengthening family manage businesses for better development as well as transition and transformation.

OBJECTIVES

- ▶ **Integration of entrepreneurs**
- ▶ **Protect business interest of SMEs & Industry**
- ▶ **Road map for pragmatic growth of SMEs**
- ▶ **Knowledge & education for capacity building**
- ▶ **Interface with government agencies**
- ▶ **International business partnership**
- ▶ **Entrepreneurship development**
- ▶ **Awards and Recognitions**

ACTIVITIES

- ▶ **Trade promotional programs and events**
- ▶ **Interaction with banks, MNCs and Govt. officials**
- ▶ **International conferences & seminars**
- ▶ **Roundtable discussions and mentoring sessions**
- ▶ **Inbound and Outbound investment promotions**
- ▶ **Channelise finance and investment**
- ▶ **Strategic business alliances with overseas SMEs**
- ▶ **Marketing, branding and promotion**
- ▶ **Awareness about government incentives and policies**
- ▶ **Delegations and study tours**
- ▶ **Research and market survey**
- ▶ **Exhibition and trade fair services**
- ▶ **Resolving issues & problems with appropriate authorities**

CHANDRAKANT SALUNKHE

Founder & President, India - Poland SME Business Council
Founder & President, SME Chamber of India
Founder & President, Federation of Indian SME Associations

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