



# INDIA

## THE OTHER MEGA MARKET

September 18 - 19, 2006



# INDIA — The Other Mega Market

## Incredible Market, Incredible Sales Prospects

India, the world's fastest growing free-market democracy, presents lucrative opportunities for all types of businesses, especially U.S. firms. In 2005, U.S. merchandise exports to India were almost \$8 billion, nearly double our exports in 2002.

### Opportunities in India

- **Major infrastructure overhaul.** In the next five to ten years, India's transportation, energy, environmental, health care, high-tech, and defense sector requirements for equipment and services will exceed tens of billions of dollars.
- **Tremendous consumer demand.** Approximately 200 million Indians have strong purchasing power, and this middle-class consumer population is growing rapidly.
- **Youth power.** Over 58 percent of the Indian population is under the age of 20. That's over 564 million people, nearly twice the total population of the United States.

How can you make or increase sales in this booming market? Start by participating in our India Business Opportunities Seminar!

- Learn about market opportunities and alternative market entry strategies for American companies;
- Understand how you can protect your Intellectual Property;
- Hear from local companies about their experiences; and
- Get answers to your questions about doing business in India from market experts.

### Who should attend?

International marketing and sales managers, as well as those who specialize in India, should make this seminar a priority. Even if your company is not yet selling overseas, it's never too early to begin exploring your options.



## Preliminary Itinerary

Monday, September 18th

### EVENING RECEPTION & CULTURAL EVENT

Pier Top, Hyatt Regency Pier 66, 2301 S.E. 17th Street, Fort Lauderdale, Florida.

– Sponsored by  NSU  
NORTH FLORIDA  
UNIVERSITY

6:00 – 8:00 p.m. **SPONSOR REMARKS:** *Dr. George Hanbury, II., Ph.D.*  
Executive Vice-President and Chief Operating Officer

**WELCOME:** *The Honorable Ileana Ros-Lehtinen,*  
Co-Chair India Congressional Caucus,  
U.S. Congresswoman

**KEYNOTE ADDRESS: “U.S.-India Business Relations - A Forward View”**  
*Rick Rossow, Director, The U.S.-India Business Council*

**CULTURAL EVENT: India- U.S. Chamber of Commerce, Florida**  
Introduction: Connecting Culture, Commerce and Community  
*Mark Nerenhausen, President/CEO, Broward Center for the Performing Arts*  
Performance: Presented by the Association of Performing Arts of India

*By Invitation Only*

Tuesday, September 19th

### THE INDIA CONFERENCE

Panorama Ballroom B, Hyatt Regency Pier 66, 2301 S.E. 17th Street, Fort Lauderdale, Florida.

– Sponsored by  FedEx.

7:30 a.m. **REGISTRATION & CONTINENTAL BREAKFAST**  FedEx.

8:15 a.m. **WELCOMING REMARKS**  
*The Honorable Ben Graber, Mayor, Broward County, Florida*  
*William Lawton, Sr., Trade Specialist, U.S. Commercial Service*  
*Michael Corbit, President, InternetCoast*

8:25 a.m. **WHY INDIA – WHY YOU SHOULD CARE – WHY NOW**  
*Abbas Sadriwalla, Chairman and CEO Wireless Logix Group, Fort Lauderdale, Florida.*

8:50 a.m. **KEYNOTE ADDRESS – TURNING TOWARD INDIA**  
*Franklin L. Lavin, Under Secretary for International Trade, U.S. Department of Commerce*  
Introduced by: *John McCartney, Florida Director, U.S. Commercial Service*

To register, visit [www.floridaexporter.com](http://www.floridaexporter.com)



# Preliminary Itinerary

- 9:20 a.m. **GREASING THE SKIDS**  
*Dario Avello*, Business Development Officer,  
EXIM Regional Office-Southeast.
  
- 9:45 a.m. **BREAK**
  
- 10:30 a.m. **SECTORS LEADING INDIA'S GROWTH**   
Moderated By: *Michael Corbit*, Executive Director,  
InternetCoast
  - **Service Industry**  
*Bhairavi Nadgonde*, CEO, Global Business  
Alliances LLC.
  - **Information Technology**  
*Srinivasa A Gopal*, CEO and Founder,  
Lister Technologies, Inc.
  - **Medical and Life Sciences**  
*Steven J. Melnick*, Ph.D., M.D.,  
Dharma Biomedical, LLC
  - **Telecommunications**  
*R. Marcelo Claire* Chairman of the Board,  
CEO and President, *Brightstar Corporation*
  - **Q&A**
  
- 12:30 p.m. **LUNCHEON** – Hosted by:   
*Panorama Ballroom A or Panorama Terrace*  
Luncheon Keynote Address:  
**STRATEGIC POSITIONING FOR THE MEGA MARKETS**  
*Jacques Creeten*, Managing Director, Sales &  
Marketing, Middle East, Indian Subcontinent and  
Africa, FedEx Express
  
- 2:00 – 4:00 p.m. **Indian Tea and Pastries**
  
- 2:00 p.m. **MUMBAI SUMMIT and MULTIPLE CITY TRADE  
MISSIONS BRIEFING**  
*Abdul Quader Shaikh*, Ph.D., Senior International  
Economist, U.S. Commercial Service
  
- 2:00 – 4:00 p.m. **1 on 1's - U.S. Companies and U.S. Commercial  
Service Specialists**  
*Panorama Ballroom C*  
Export counseling with Department of Commerce staff.
  
- 2:00 – 3:30 p.m. **LEGAL ISSUES BRIEFING**  
Moderated By: *Rahul P. Ranadive*,  
*Ranadive & Associates, P.A.*  
  
Panelists: *Jose A. (Tony) Santos*, Santos & Stokes,  
LLP – Corporate & IT  
*Jeffrey Rubinger*, Holland & Knight, LLP  
– International Tax  
*Manjit Gill*, Becker & Poliakoff, P.A.  
– Intellectual Property  
*Deborah Stern*, Becker & Poliakoff, P.A.  
– Customs
  
- 4:00 p.m. **ADJOURN**



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Partners and Organizers



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