



2012 Markham-ICCC Business Mission to India and Dubai: Report on Outcomes and Activities January 4-16th, 2012

Presentation to Economic Development
Committee
March 20th, 2012



Overall Mission Objectives

- Attend the PBD Conference one of the signature non-resident Indian events in India
- Promote Markham as a prime investment opportunity for India and Dubai-based investors and business leaders
- Strengthen economic ties between Markham and India and UAE
- Position the Markham Convergence Centre and ventureLAB as the launch pad to North America for Indian and UAE companies
- Initiate agreements between Markham and select business groups to promote investment



Focus on four Industry Verticals

- Promoting the Markham Convergence Centre as the launch pad into the North American market
- Financial Services
- Professional, Scientific and Technical Services (engineering, architecture, planning, etc)
- Higher Education

Overview of Mission Itinerary



New Delhi: Summary of Meetings

- Business Reception and Panel Discussion with Confederation of Indian Industry and Commerce, Indo- Canadian Business Chamber
- Meeting with Rahul Khullar, Secretary, Ministry of Commerce and Industry
- Meeting with NASSCOM President Som Mittal
- Visit with Markham-based Novo Plastics at Delhi Auto Show
- Meeting with Clean Tech show organizers slated for March 2013
- Briefing by Sara Wilshaw, Canadian Trade Commission
- Business networking reception co-hosted by the Canadian High Commissioner Stewart Beck



New Delhi



Mayor Scarpitti speaking at a business event co-hosted by the Indo-Canada Chamber of Commerce, the Confederation of Indian Industry and the Indo-Canadian Business Chamber, sponsored by Bombardier



Mayor Scarpitti , Canadian High Commissioner Stewart Beck, Sam Wadera, Markham entrepreneur, and Regional Councillor Joe Li



ABOVE: Mayor Scarpitti and Councillor Moretti visiting Novo Plastic's exhibitor booth at the Indian Auto Expo in New Delhi. To the right of Mayor Scarpitti is Mr. Baljit Sierra , President and CEO of Novo Plastics



RIGHT: Mayor Scarpitti with Mr. Som Mittal, President of NASSCOM



Jaipur: Summary of Meetings

- Roundtable with the Rajasthan Industrial Development and Investment Corporation (RIICO)
- Mr. Ashok Gehlot, Chief Minister of Commerce for the State of Rajasthan
- Mr. Narendra Modi, Chief Minister of the State of Gujarat
- Mr. Purshotam Aggarwal, Commissioner Investments and NRIs Bureau Investment Promotion
- Her Excellency Shrimati Pratibha Devisingh Patil, the President of the Republic of India, conferred the Pravasi Bharatiya Samman Award (PBSA) to the Indo-Canada Chamber of Commerce (ICCC) – the highest honour bestowed on non-resident Indians or institutions run by Indians abroad by the Indian government
- Maharaj Narendra Singh and Maharani Diya Kumari

Jaipur



Mr. Satish Thakkar President of the ICC receiving the Pravasi Bharitya Sarvajanik Award from Her Excellency Shrimati Pratibha Devisingh Patil (centre), the President of India. Standing to the right of the Indian President is India's Minister of Overseas Indian Affairs Hon. Vayatar Ravi





Jaipur





Mumbai: Summary of Meetings

- World Trade Centre Mumbai and the All India Association of Industry Business Networking Reception
- Canadian Consul General Marvin Hildebrand and senior staff including Nicolas Page
- Rolta Geospatial
- Mayor of Mumbai, Mrs. Shraddha Jadhav at Mumbai City Hall
- Cross-border Business Roundtable Panel Discussion
- Gem and Jewelry Export Promotion Council and the Chairman of the Diamond Bourse of Canada



Mumbai



Mayor Frank Scarpitti and Kamal Morarka, Chairman, World Trade Centre (WTC), Mumbai. Markham signed Memorandums of Understanding with the WTC and the All Industries Association of India (AIAI) in Mumbai



Business Networking event at Indian Merchants Chamber (IMC)



Canadian Consul General Marvin Hidebrand and Senior Trade Commissioner Nicolas Lepage



Mumbai



Mr. Sanjay Tugnait, "Managing Partner, Financial Services, Accenture (India)" and Mayor Frank Scarpitti



Mayor Scarpitti, Mayor of Mumbai Shradhdha Jadhav, and Councillor Carolina Moretti at Mumbai City Hall



Pune: Summary of Meetings

- Maharashtra Chamber of Commerce: Business Presentation, business networking seminar and signing of MOU with the Maharashtra Chamber of Commerce that will result in a focused program of cross-promotional initiatives designed to facilitate business and investment between our cities.
- Visited College of Engineering where we met with College representatives and toured the Quanser Centre of Excellence, a state of the art robotics lab donated by Quanser (HQ in Markham, MBT award-winner)
- Visited the Venture Centre in Pune – a commercialization centre and similar to the MCC concept
- Corporate call to Giesecke and Deverient in Pune



Pune



Signing of MOU with the Maharashtra Chamber of Commerce, Pune



Giesecke and Deverient, Pune

Pune



College of Engineering, Pune



Quanser Centre of Excellence, College of Engineering in Pune





Dubai: Summary of Meetings

- Business Roundtable hosted by Bennett Jones LLP
- Pakistan Business Council - Investment Promotion Presentation and Business Networking Seminar attended by 60+ local business people
- Site visit to Dubai Internet City

Dubai



Meeting with Rolta- Mr. Reida Eiwannas, President of Rolta, and Mr. Shafik Jiwani, Executive Vice President



Pakistani Business Council, Dubai



Pakistan Business Council Business Networking Session - Mr. Iskander Sultan, President Pakistan Business Council in Dubai, and Tariq Soomro, Consul General, Pakistan Consulate, Dubai



Dubai



Meeting with Bennett Jones LLP - Mr. Raj Sahni, Mr. John MacNeil, James McDermott, Yousaf Zalme Said



Meeting with Bennett Jones LLP – Carolina Moretti and Mr. Raj Sahni

Mission Outcomes

Delegate Brochure

- Distributed electronically in advance and in hard copy format at all meetings
- Over 400 copies distributed



Media Coverage

Markham seeks Dubai investment in services

Khaleej Times

17 January 2012

DUBAI - The Canadian town of Markham is attracting investment from Dubai in key areas of health, education, IT and professional expertise. Markham is Canada's high-technology capital and is strategically located in the heart of the Greater Toronto Area in Canada's heartland.



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Thursday, February 9th, 2012 1:00 PM Posted by The Weekly Voice

Markham's Foray Into India Hailed As A Big Success



Markham: The largest ever trade delegation of Canadian Small Medium Enterprise sector companies to go to India has returned from a highly successful business mission that took them to New Delhi, Mumbai, Pune, Jaipur and Dubai this January.

Part of Markham's global economic strategy, the mission—co-led by Mayor Frank Scarpitti and Indo-Canada Chamber of Commerce (ICCC) President

Satish Thakkar—was described as an unqualified success by various participants at an event held this week. Over 60 business leaders from Markham and across the GTA representing ICT, financial services, medical devices, professional scientific and

South Asian
GENERATIONNEXT
Uniting South Asian youth with Canada

Community Culture Education Feature Interviews Letters To the



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Making Markham more Inclusive: Mayor Frank Scarpitti

Posted on 10 February 2012 by admin



Mayor of Markham His Worship Frank Scarpitti is at forefront in leading and fostering relationship between the town of Markham and the Greater Toronto Area in general and India in particular. He spent some very busy days in different states and cities of India to promote trade and create jobs in the GTA and more specifically in the town of Markham.

Describing his trip to India to Generation Next, Mayor Scarpitti stated "Our recent trip to India was fantastic. The cities we went to were Delhi, Jaipur, Mumbai, and Pune. And in terms of the activity prior to going, we met some key individuals in government and had established meetings in advance with business organizations. More importantly, though, in each of the cities we went to, we worked closely with different business associations and brought the cases to over 60-70 business people and they were able to meet the members of our business delegation."



Media Coverage

THE GLOBE AND MAIL



A BlackBerry is used to take a photo of the Taj Mahal Thursday, October 14, 2010 in Agra.

Guest Column

Sixty companies join trade mission to India

satish thakkar

Special to Globe and Mail Update

Published Wednesday, Feb. 15, 2012 6:00AM EST



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Results of Markham's successful India Mission 2012 trip announced



Town of Markham Weather

MARKHAM, ON
Overcast
Humidity: 70%

3°
°C

Wed	Thu	Fri	Sat
-1/2	-1/6	-2/3	-1/2

OPENHOUSE

Latest GTA MLS Real Estate Listings Video Tours on H

The Indo-Canada Chamber of Commerce (ICCC) and the Town of Markham, Ont., led a trade mission to India and the UAE in January, providing a unique opportunity for delegates to explore emerging markets and, in some cases, clinch deals.

Media Coverage Cont'd

Cheap Niagara Falls Hotel Rooms
Summer Rates
as Low As **\$59**
3 Queen Room

South Asian Focus

SEARCH 

'Voice of the South Asian Community'
LOGIN | REGISTER

ICCC-Markham team returns from 'successful' India tour

Tuesday February 14 2012

Staff Report

The largest ever trade delegation of Canadian Small Medium Enterprise sector companies to go to India has returned from a successful business mission that took them to New Delhi, Mumbai, Pune, Jaipur and Dubai this January.

Part of Markham's global economic strategy, the mission — co-led by Mayor Frank Scarpitti and Indo-Canada Chamber of Commerce (ICCC) President Satish Thakkar — surpassed all expectations.

Over 60 business leaders from across the GTA representing ICT, financial services, medical devices, professional scientific and technical services, food and beverage, and business services participated.

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Delegate Feedback

- "Mayor Scarpitti has been an outstanding leader in the Canada-India space and his leadership made a vital contribution to advancing key relationships in India. We at the ICCC look forward to collaborating with the Town of Markham in the follow-up emanating from this four city India mission," said ICCC President, Satish Thakkar.
- "I was delighted to participate on the Markham/ICCC business mission to India. It affirmed for me the importance of being in India and the critical role our new Indian office will play in the future of our firm" Ruby Maini, President HR Strategies Consulting
- "Mayor Scarpitti and his team together with the ICCC created realistic business opportunities and channels that I would not have easily accessed on my own" Mr. Terry Sawh, President Topnotch Employment Services Inc.



Delegate Interviews, February 6th 2012

http://www.youtube.com/watch?feature=player_detailpage&v=MaOwMeC-TL4



Outcomes

- Signed MOUs and formalized Markham's relationships with the World Trade Centre, the All India Association of Industries, and the Maharashtra Chamber of Commerce with a view to cross-promotional opportunities
- Made presentations and held meetings with 10 industry associations
- Established links with industry policy influencers and decision-makers,
 - Invited the Confederation of Indian Industry (CII) to hold their inaugural meeting of the newly launched "Canada-India Committee" to hold its first meeting in Markham this Spring/Summer.
 - Invited NASSCOM to hold its inaugural Canada-India Technology Roundtable meeting in Markham this coming Summer. The roundtable has been established to encourage industry collaboration in technology
- Met with Indian executives of three major Markham companies including Rolta, Quanser, and Giesecke & Devrient



Outcomes Cont'd

- Toured/met with College of Engineering in Pune
- ICCC President Thakkar invited President of NASSCOM Mr. Som Mittal to speak at the ICCC's AGM in June
- 25 meetings with business contacts and connectors
- Over 500 contacts made
- Raised awareness in India and Dubai of Markham's competitiveness as an investment location
- Raised awareness of the Markham Convergence Centre as a launchpad for new companies interested in accessing the North American market



Follow-on Activities

- Pune-based Horizon Technologies visited Markham on February 1st 2012
- Business networking website under development to facilitate direct communication between Markham and Indian businesses and to raise awareness of Markham in India
- Engaging local representative in India to advance MOU objectives
- Build on the success of the India and Dubai mission by continuing to partner with the Indo-Canada Chamber of Commerce to respond jointly to investment inquiries
- Becoming Associate members of the ICCC
- Attending the Canada Arab Business Council Annual meeting in Ottawa
- Invite High Commissioner Stewart Beck and Consul General Marvin Hildebrand and Consular staff to Markham
- Mayor to be featured speaker at IITAC semi-annual dinner in Brampton (May 2012)