

## FICCI WORKSHOPS ON STRATEGIC TRADE REGULATIONS (FOR THE INDIAN HI-TECH INDUSTRY)

**FOCUS:** Updates on Government of India initiatives & policies re licensing, enforcement & trade facilitation relating to high value added products, components and services.

**SPEAKERS:** Domain experts from India, United States, Europe and Asia.

**WHO SHOULD ATTEND:** compliance personnel, legal counsels, business development managers, international trade specialists, CEOs, CFOs & CIOs.

### TOPICS:

- ✦ Business opportunities in nuclear, aerospace, chemicals, pharmaceutical, IT, electronics and defense sectors (especially relating to direct & indirect offsets)
- ✦ Practical aspects of India's current (and proposed) SCOMET regulations with reference to the above sectors
- ✦ New security guidelines & initiatives from GOI agencies: Customs, Chemicals, Defence & Bio-tech.
- ✦ Regulatory requirements of key trading partners (Japan, South Korea, United States, European Union and Southeast Asia)
- ✦ Internal compliance program (ICP) as a practical tool for compliance & business-enhancement
- ✦ Global best practices on compliance
- ✦ Updates on efforts of terrorists/illicit actors to acquire materials & technologies from unsuspecting companies
- ✦ Practical means to forge partnerships with foreign companies and expand operations of Indian companies globally

### Schedule of Workshops in 2013

- *Mumbai* – April 22 & 23 [completed]
- *Delhi* – May 23 & 24 [completed]
- *Chennai* – July 18 & 19 [completed]
- *Hyderabad* – July 23 & 24 [completed]
- **Bangalore** – **February 20-21, 2014**

These events are conducted in cooperation with various Government of India agencies, such as the Directorate General of Foreign Trade, Ministry of External Affairs, Indian Space Research Organization, Department of Atomic Energy, Department of Customs, and the Department of Chemicals and Petrochemicals (NA/CWC).

**For registration & other information, please contact:**

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The global trade in high technology products, materials, technologies and services is highly lucrative. However, many of these same items are dual-use: they have legitimate commercial as well as military applications, and are, therefore, increasingly attractive for procurement operations of terrorists and proliferators.

India and all its major trading partners (United States, European Union, Japan, Singapore and South Korea) have instituted mandatory *licensing* requirements for acquisition, manufacture and trade in such items, to ensure adequate security along the entire transnational production and supply-chain.

FICCI, in partnership with the Center for International Trade and Security (CITS), University of Georgia, USA, is committed to equipping companies with the practical tools to successfully compete across the hi-tech sectors, especially those affected by the above regulations.

This on-going series of workshops will educate companies on the requirements and the practical tools needed to adhere to Indian regulations on dual-use items, and help equip them to harness the substantial benefits from trade in dual-use sectors.

#### DOES YOUR COMPANY DEAL WITH THE FOLLOWING?

- Chemicals
- Bio/pharma products
- Specialty materials, high-strength alloys
- Precision machine tools
- Auto components
- Industrial components (valves, pipes, bellows, crucibles, extruded shapes)
- IT and electronics products
- Aerospace, defense, nuclear related items

#### AND/OR

- ❖ the technologies, equipment and services associated with
- ❖ the testing, manufacturing and trading of such items?

#### THEN YOU SHOULD ATTEND

**Our objective: To help ensure your success as a secure destination for technology imports and a trusted partner for exports**

*While the program is aimed at all businesses, FICCI places special emphasis on Micro, Small and Medium Enterprises (MSMEs) by providing a valuable opportunity to gain first-hand knowledge from the experts. Please help us ensure your MSME members, contractors, suppliers & clients have the opportunity to register for this 'one-stop-shop' program.*

Our programs do not divide into individual workshops/break-out sessions on any topic(s). This is because our research validates that MSMEs, benefit more substantially from having access to all the sessions in order to gain a comprehensive understanding of the regulations and the resultant benefits from trade in these high technology sectors.