

Market Visit to India – Homeland Security Sector

Thursday 8 – Wednesday 14 October 2009, New Delhi, India

India is becoming an increasingly important market for UK manufacturers of Homeland Security products, offering **opportunities for technology transfer, joint ventures and partnerships.**

The continuous threat of terrorism, development of India’s infrastructure, and the eventual expansion of the nation’s civil aviation capacity promise to increase overall security spending to over US\$9 billion by 2016. The security sector expects to add one million new jobs in 2009, making it India’s largest employer.

Opportunities exist for companies offering amongst others, the following capabilities: **C4ISR, IED Detection & Disposal, Thermal Imaging Devices, Disaster Management Equipment, Access Control and Identification Systems, X-Ray Systems and CBRNE Systems.**

To help you take advantage of these exciting opportunities, UK Trade & Investment South East and South West Regions (UKTI), the Security Innovation & Technology Consortium (SITC) and the UK India Business Council (UKIBC) are running a specialist Market Visit to New Delhi. **The event will coincide with the Indian Homeland Security exhibition, INDESEC 2009.**

What are the benefits of participating in this Market Visit?

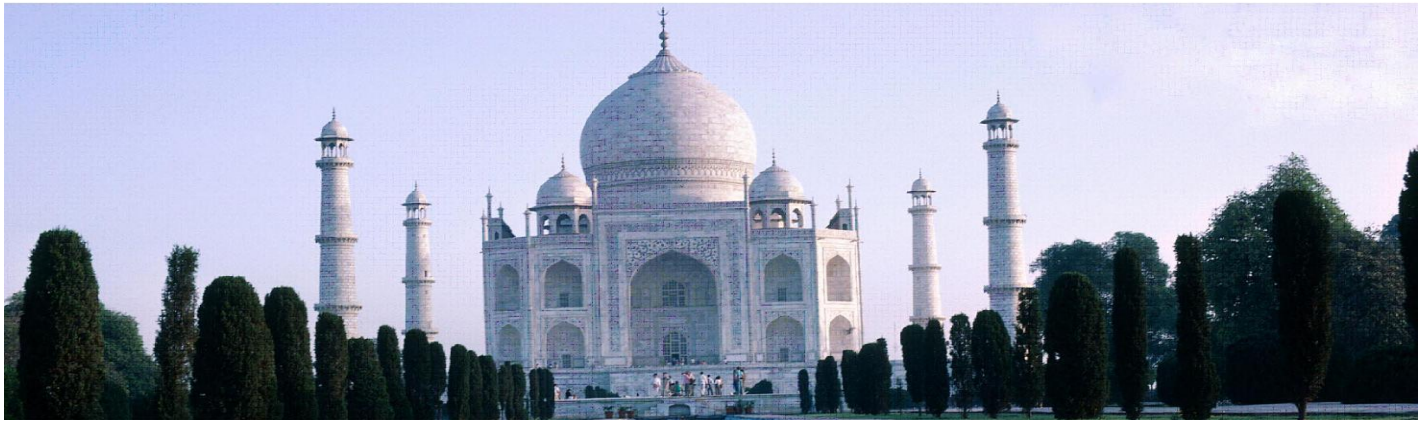
- Support before, during and after the Market Visit from a specialist UKTI leader with experience of the Indian security market;
- Assistance and a briefing from Commercial Officers at the British High Commission New Delhi, including the option to commission detailed market research and visit programmes;
- The opportunity to attend a networking reception at UKIBC offices in New Delhi;
- The chance to visit INDESEC 2009 India’s only exhibition and conference for Homeland Security;
- Eligible companies based in the South East and South West Regions will each receive £730 towards the cost of their market visit

If you would like to book onto this visit or find out more please contact us on:

Call: + 44 (0) 08452 717 400

Email: overseas.events@uktisoutheast.com

Visit: www.uktisoutheast.com/marketvisits



Mission Programme

Thursday 8th October	ETD: London Heathrow ETA: Delhi
Friday 9th October	Welcome Briefing UKIBC / UKTI Commercial Officer British High Commission at UKIBC offices
Saturday 10th October	Day: Pre-arranged Visit Programmes Evening: UKTI Reception at Taj Palace Hotel
Sunday 11th October	INDESEC Exhibition
Monday 12th October	INDESEC Exhibition
Tuesday 13th October	INDESEC Exhibition
Wednesday 14th October	ETD: Delhi ETA: London Heathrow

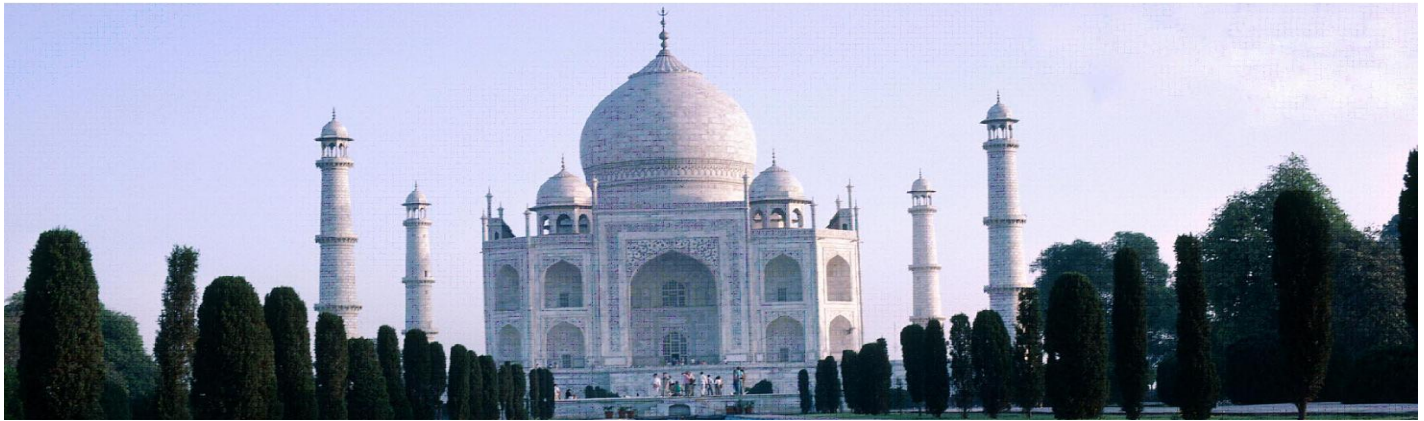
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What support will you receive as a delegate?

You will receive the full support of UK Trade & Investment to help before, during and after the visit. You will be accompanied on the market visit by John Gordon, International Trade Sector Adviser Security & Defence for South East Region and Nigel Crowe, International Trade Adviser, Security for South West Region.

Commercial Teams at the UK Trade & Investment offices in New Delhi will add value to your visit by providing up to date market information, arranging visits and giving useful insights into the business culture and business opportunities.

The cost of the visit starts from approximately £1,198 including return flights, local taxes and accommodation (prices may vary depending on time of booking). Please remember that a visa is required for travel to India.

South East and South West based companies who qualify for UK Trade & Investment support will receive a travel grant towards the cost of the visit. This is payable after the event.

There will be an administration fee of £120 which will cover associated costs relating to the visit (local transport, contribution to briefing & reception costs, UKTI meeting place stand at INDESEC etc). This will need to be paid upon registration.

You can contact our recommended agent who is holding flights and rooms at negotiated rates, details of whom are as follows:

Travel Agent:

Tim Phillis
ExpIndia

Telephone & e-mail:

0207 101 6511
tim.phillis@expindia.co.uk

What are your responsibilities as a delegate?

You will need to prepare for this visit by having business appointments arranged in advance. UK Trade & Investment has services that can assist you with this.

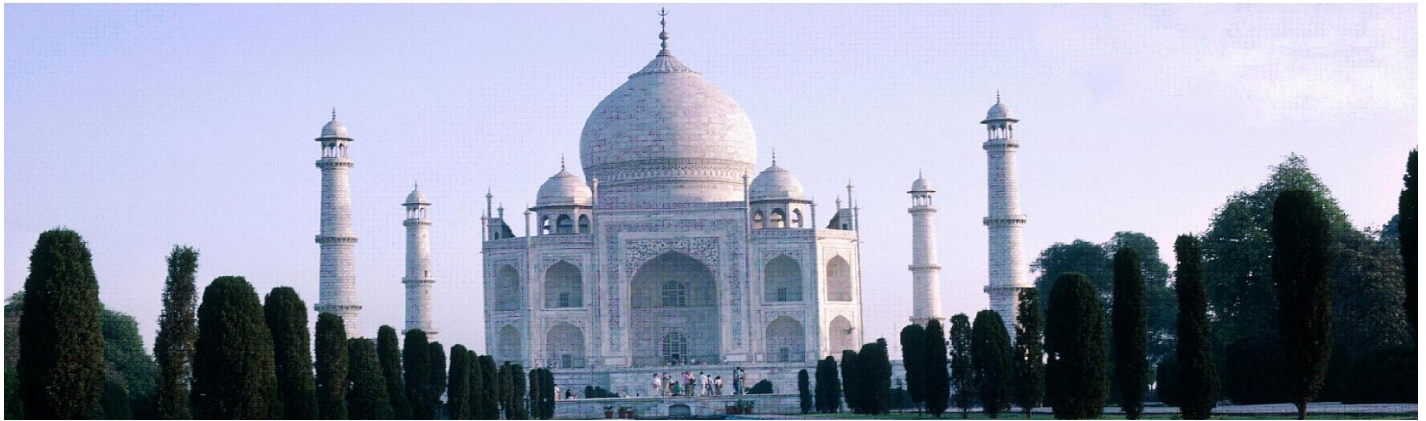
UK Trade & Investment can also assist in researching the market and developing new contacts under the Overseas Market Introduction Service programme. Please contact the Market Visit Leader or your ITA for time deadlines on this service as it will be dependent on level of assistance required.

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You will be responsible for booking travel and we recommend using our approved travel agent, details above. Once booked, you will be in a contractual arrangement with the Travel Agent.

Hotel Information

Taj Palace Hotel
Sardar Patel Marg
Diplomatic Enclave
New Delhi 110 021
India
Tel: 00 91 11 2611 0202
E-mail: palace.delhi@tajhotels.com
Website: www.tajhotels.com

What should I do next?

- Establish contact with key players and policy makers
- Explore new market opportunities in India
- Promote your company's capabilities
- Benefit from financial and logistical support

Phone, email us or visit our website for an application form – details below.

Once you have signed up for this Market Visit you will receive an e-mail confirming your participation and you will be contacted by John Gordon or Nigel Crowe to discuss your research requirements.

Market Visit Leader:

John Gordon – International Trade Sector Security Adviser - Security
08452 789 600
07977 422872
john.gordon@uktisoutheast.com

Market Visit Deputy Leader:

Nigel Crowe - International Trade Adviser - Security
08456 060969
07713 680783
nigel.crowe@uktisouthwest.org

Please send completed forms to: overseas.events@uktisoutheast.com

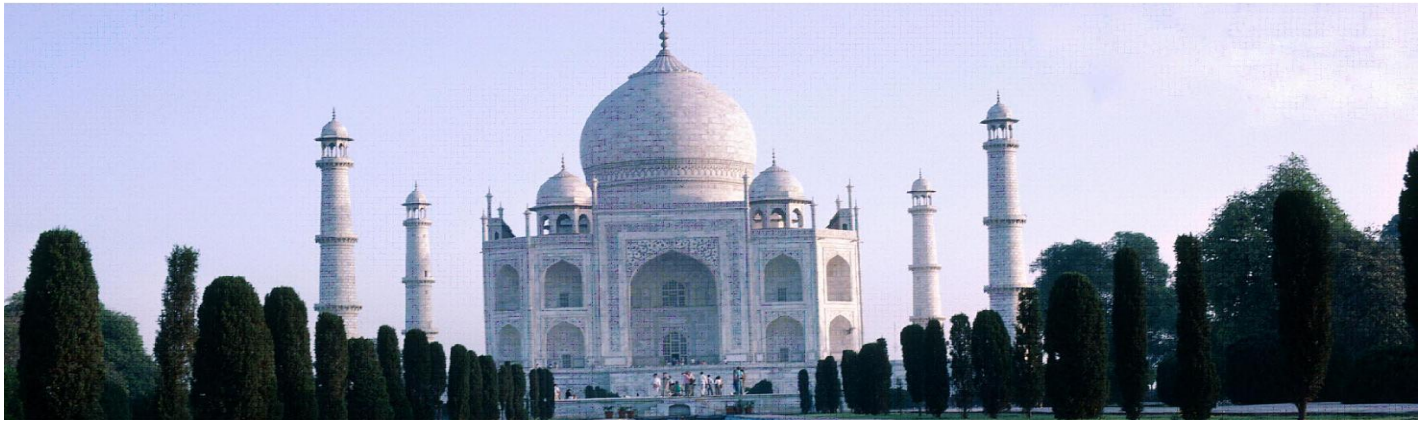
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Our Market visit Partners:

UK India Business Council (UKIBC)

12th Floor Millbank Tower
21-24 Millbank
LONDON SW1P 4QP

Tel: 0207 592 3040

E: neeraj.agarwal@ukibc.com

Security, Innovation & Technology Consortium (SITC)

Cranfield Defence & Security
Cranfield University
SHRIVENHAM SN6 8LA

Tel: 01793 785164

E: sswain@securitytech.com

Local British Representative Offices

Ms. Sunita Kapoor
British High Commission
Shantipath
Chanakyapuri
New Delhi 110021

Main switchboard : +91 (11) 2687 2161

E: web.newdelhi@fco.gov.uk

This Market Visit is organised by UK Trade & Investment South East

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