The BBG entered two teams at a recent rugby tournament held at the Bombay Gymkhana and both put up a strong showing against the BDHC, Aussies and a Pune-based girl’s rugby team. BBG Team 1 captained by Greg Hughes drew with the BDHC for the cup, while Team 2, led by Christopher Spelman won the bowl. The event was very ably organised by the Bombay Gymkhana, with the participants and spectators having a very memorable time. A special thanks to Chaitanya Singh for some very able refereeing and all the other officials who helped ensure that things went smoothly. Thanks also to Gary from the BDHC and to the Aussies and Kiwis who supported us during this event. It was also great to see the Magic Bus kids getting involved (and by God are they fast, or are we just slow!). After the rugby, the club laid out an excellent spread of food and drinks for all to enjoy. We look forward to having the next tournament before monsoon arrives next year.

British Business Group
MUMBAI
Spring 2010 Vol.4 Issue 3

UK-based automotive companies recently visited India as part the Low-Carbon Vehicle and Business Development Mission. They met with Indian firms in Pune and Delhi, to forge closer ties in the development and commercialisation of new vehicles. The principal aim was to draw up a list of projects that both the UK and India can take forward, including the concept of developing a joint low-carbon demonstrator vehicle. Some of the UK companies present were Delcam, Stadco, EcoCar, Millbrook Proving Ground Ltd., MIRA, Axon Automotive, Intelligent Energy, HGEN Ltd, Centex and RLE International. Others included Ma Innovation, Clean Power Technologies, PRESTEC, Ricardo, Evo Electric, Controlled Power Technologies and Mahle Powertrain. The delegation also took part in a seminar organised jointly by UKTI and the Automotive Research Association of India (ARAI), Pune. It was held at the ARAI premises on November 27 where representatives of major Pune automotive sector companies attended. The seminar discussed the Julia King report and the recommendations from the Environmentally Friendly Vehicle Conference which was held recently in New Delhi. UK delegates also made brief presentations on their companies.

UK companies think green

Low carbon automotive technology discussion at the ARAI in Pune.

UK delegates also made brief presentations on their companies.

The Trident laid out a traditional feast of turkey and pudding.

Christmas spirit

Very merry. Very cheery. Very BBG. As usual, the festive season was launched with the much-awaited BBG Christmas lunch at The Trident hotel on December 11. Starting with egg-nog, members and friends quickly got into the Christmas spirit. Delectable cuisine, choice wines and sparkling conversation set the tone with touches of red all round.

BBG Chairman Jim James reviewed the year that was highlighting the achievements, events and speakers of the past 12 months. An exhibition of paintings by BBG friend and artist Vikas Patnekar culminated in an auction and the gavel came down on a bid by Stuart Aitken. This time around there were a record number of generous gifts for the raffle. Among the lucky winners were Matt Banks (air tickets to Bangkok), Jennifer Gammel (air tickets to Hong Kong), Danny Carroll (fine whisky carton), Sanjay Thakkar (Four Seasons Retreat) and Anil Nolan (Trident weekend). All the proceeds went to charity with a big thanks to the sponsors for their generosity.

Dates for your diary

January 11
BBG Monthly Meeting - Speaker - Vicki Treadell.

January 28
EBG Meeting - Gateway Room - Taj Mahal Palace and Towers.

January 30
BBG visit to the Mittal Bungalow at Mandwa.

February 1
BBG Monthly Meeting - Speaker - TBD.

March 1
BBG Monthly Meeting - Speaker - TBD.

April 5
BBG Monthly Meeting - Speaker - TBD.

All dates are subject to change.
More than philanthropy

In a follow-up to the ‘Reaping the Rewards – CSR as an Investment’ forum held in September, the collaborating chambers hosted an introductory corporate social responsibility workshop in November to enhance the CSR knowledge and skills of interested companies and individuals.

Facilitated by CSR expert, Stephen Farrell, the workshop was attended by 10 people representing such companies as L&T Insurance and Sanofi-Aventis. Previously based in the UK, Stephen has recently moved to Mysore, India and is keen to build capacity in India in the area of CSR. The primary focus of the workshop was to highlight the holistic nature of CSR beyond philanthropy, and beyond the mere designation of a CSR person or department. “Corporate social responsibility is about more than just corporate philanthropy. Best-practice CSR is focused on how you can maximise the positive impact a company has on its stakeholders, and minimise the negative,” explained Farrell. “Built in, not bolt on – we like to say, CSR has to be integrated throughout an organisation, built into it, rather than just bolted on through the addition of CSR as a separate department,” said Farrell.

The workshop walked companies through the various aspects of their business, from their vision and mission statements, to identifying their stakeholders, to highlighting the necessity of embracing CSR throughout a company and having CSR strategy driven from the top level, but also the bottom. Looking at four focus areas: Community, Marketplace, Environment and Workplace, Stephen showcased the various initiatives and strategies a company can adopt in embracing CSR. As an interactive and participatory day, the group interacted with Ms. Archanna Das, associate vice-president, Corporate Sustainability at HSBC, who led the workshop through the HSBC CSR strategy. The head of CSR at Mahindra & Mahindra, Sushil Singh showcased their strategies and initiatives. Speakers also highlighted the problem of employee engagement.

Emily Harrison

BBG Goa - CHAIRMAN SPEAK

A s the year comes to a close, we reflect on the positive achievements of BBG Goa. Concerns with the economy, our members have moved their projects forward with enthusiasm. A Trade Mission to the UK has generated good links between the UK and Goa. Delegates met 60 companies at an exhibition and site visits, and a post-Mission meeting confirmed that there had been follow-up discussions with some UK companies.

On the last day of the mission, UKTI and UKIBC organised a conference to give delegates the opportunity to meet with UKIBC members. Kevin McCole, CEO of UKIBC, confirmed that Goa would be included in plans for a VIP visit to India in 2010. We look forward to welcoming them and introducing them to the benefits of working here.

The Pan-Goa Business Plan Competition, led by Chris Fogg (Chairman, Connect Goa), has concluded its first year. Rounds were held at the Goa Institute of Management, Goa University and Padre Conceicao College of Engineering, Mariam Institute. The winners went forward to a final judged by BBG Goa members and local entrepreneurs in November.

First prize was awarded to Abhinav Bhatia and Ms Krishna, of Goa University, for a business that will provide advice to students for their future career and education. Second prize went to Ashwin Furtado of the Mariam Institute for a residential centre for the elderly and people convalescing after major surgery or illness. Rohit Pinto of Goa Institute of Management took third prize for his idea of a website that will allow smaller hotels and guest houses to accept online bookings.

Two members of BBG Goa are about to launch what may be a first for Goa. Alison and Martin Bale are opening a wellness centre, offering chiropractic care, deep tissue massage, reflexology, Bowen Therapy, as well as Ayurvedic massage and physiotherapy services. Find out more at www.backpainindia.com.

We wish everybody a very happy, and prosperous New Year.

Beryl Nassé

BRITISH AIRWAYS
Van update

A

fter a long period of investigations and evaluation, we have finally been able to firm up the configuration of the Parveen Aga Mammography Van. For the benefit of new members, Parveen Aga ran administration at BBG for many years and sadly died of cancer in March 2008. This delay has been unusual, but the result is that we will now have the most advanced, user-friendly mammography van in the country. It uses the latest Computerised Digital Radiography Processor which mean digital images can be emailed for immediate diagnosis and evaluation. It also has an air suspension with low floors for ease of entry and exit. March 4, 2010 is Parveen’s second death anniversary and we aim to have the van ready for inauguration from that day.

BBG Delhi update

7.9 percent GDP growth in the second quarter! Unbelievable. There’s a number to take us into the Christmas season in truly festive spirit! I trust that all BBG members are getting a share of this growing prosperity and will have a sumptuous year in 2010. In chilly Delhi, the BBG is in excellent heart. As this goes to print, we are fresh from a couple of exceptionally successful events and looking forward to our first independent Christmas dinner for years, this time combined with a piece of theatre. We are very grateful to our sponsors for the theatre dinner – BA, Danisco and BP – whose generosity has meant that members are looking forward to an evening of exceptional value as well as general merriment. Our notable November events were, first, a vibrant CSR workshop run by Stephen Farrell of Flourish (now Mysore resident) which won great acclaim from those attending. Secondly, there was a visit to the extraordinary building site which will be Terminal 3 at Delhi International Airport. We plan to return after the building is completed in March this year. May I conclude by wishing our fellow BBGers across the country all the very best for a happy and healthy 2010.

Mark Runacres

BDHC News

UKTI visits Gujarat seeking opportunities

The last quarter has again been a busy one for the UKTI and BDHC team on a number of fronts – as well as a visit from the Lord Mayor of London, we have also had work on climate change, a visit from the Royal Society of Chemistry and outreach events to Gujarat.

As part of her last visit to Gujarat after nearly 4 years in India, Vicki Treadell led a delegation of UK Trade & Investment staff for a week-long visit to three cities in Gujarat. The aim of the visit was to meet and discuss with Gujarati businesses the potential for doing business with, and in the UK. Altogether the team of around 13 UKTI staff had 90 company calls, two ‘Invest in the UK’ seminars, with around 100 companies and two receptions for 250 Gujarati contacts.

The programme started in Rajkot with a visit to two leading engineering companies, Jyoti CNC and Galaxy Bearings, followed by a lunch meeting with some automotive industry contacts in Rajkot. The evening was taken up with a visit to Rajkumar College for their annual prize giving ceremony. This school was formed in the 1860s to teach the children of the Maharajas and up until 1991, had a British principal. Vicki toured the school with V K Thakkar, the current principal, meeting many of the staff and pupils and observing some of their activities and artwork. The evening closed with a torchlight procession and a military tattoo!

The focus shifted to Ahmedabad where we joined with UKIBC in holding a joint press conference, a skills roundtable at the IIM, an Inward Investment Event with GESIA, attended by 45 local businesses and a call on the chief secretary. The evening closed with a grand reception for over 100 local companies by the pool in the Taj hotel. Earlier in the day, a number of UKTI sector specialists had been out in Ahmedabad meeting local businesses. This same activity took place the next day and again in Baroda.

We partnered with CII in Baroda for an interactive session on the UK and then finished the week with a reception with the Association of British Scholars. In November, The Corporate Leaders Group on Climate Change visited and met with Indian businesses. The delegation also launched a ‘Hard Rain’ exhibition of photographs with a climate change theme as a part of the ‘Celebrate Bandra’ festival, and Vicki Treadell and Owen Jenkins delivered keynote addresses in the common inaugural sessions of Confederation of Indian Industry green business summit and green investors forum.

Collette Weston

End to end support worldwide from HSBC Trade Services

Visit us at www.hsbc.co.in
Write to us at info@hsbc.co.in

BA offer for SMEs

F
ollowing the successful launch of Business Opportunity Grants in Hong Kong and the UAE, British Airways announced on November 23, 2009, that grants will also be available in India. The initiative is part of the airline’s commitment to stimulate local business and forge long-term relationships with important business customers. In India, the airline will award 50 small to medium-sized companies, travel for one year to help support their businesses and seek out new opportunities. British Airways Business Opportunity Grant winners will be awarded 10 return business class tickets, anywhere on the BA network. The competition is open until 15 January, 2010. Applications should be made online, at the campaign’s dedicated microsite www.ba.com/india-grants
Looking to the future

Sir Michael Kadoorie, grandson of Sir Elly Kadoorie who once lived and worked in Bombay before he relocated to join his family in China, was in Mumbai recently and addressed the collaborating Chambers over breakfast on November 25.

Sir Michael is Chairman of CLP Holdings Limited, a listed company in Hong Kong and one of the largest foreign investors in the power sector in India. He is also chairman of Hong Kong and Shanghai Hotels Ltd, and director of many other enterprises. His success in sustaining and building a business empire is widely recognised in Hong Kong and internationally.

In India, Sir Michael spoke about the story of his family, the Kadoories, and that of CLP as one of ‘looking back and leaping forward’.

Sir Michael said that his family and CLP are committed to India not just for today, tomorrow or the next 50 years – he underscored that CLP is focused on India for the next few generations. This is a commitment that is linked to what CLP calls the Triple Bottom Line – keeping in mind the financial social, environmental impact of the company policies, actions and investments that will determine its position as a sustainable organisation.

Megamorphosis for Mumbai

Bombay First, an organisation which believes in the value of Public Private Partnership, aims to make Mumbai a world class city and improve the quality of life for its citizens. To this end, it held a two-day International Conference called ‘Megamorphosis – Resurgence of Mumbai’, on November 10 and 11 at The Trident, Mumbai. This conference was supported by the World Bank, MMRRDA, MTSU, MHADA, CIDCO and BMC.

Bombay First teamed up with its knowledge partners to prepare six White Papers on relevant topics including Physical Infrastructure, Housing, Health, Education, Governance and Economic Growth. The impact of Climate Change was also an important session at the conference. A panel of experts both from India and abroad, including several from the World Bank, presented and debated the findings of the White Papers.

Narinder Nayar, Chairman of Bombay First, opened the session and talked about the pressing need for Mumbai to have a clear ‘Concept Plan’ for the next 10 years, if it is to remain a vibrant and relevant city.

Security Summit

Bombay First held a ‘Security and Resilience Summit: Securing the City of Dreams’ on November 13, 2009 at The Trident.

It partnered with London First to bring out a panel of security experts including Sir Paul Stephenson, working Commissioner of the Metropolitan Police, Richard Barnes, Deputy Mayor of London, Michael Chertoff, Secretary of the US Dept. of Homeland Security (2005 to 2009) and Sir David Veness, former Undersecretary General for Safety and Security, United Nations. In his opening remarks, Narinder Nayar, chairman, said since terrorism has gone global, it is important to bring in international cooperation. Sir Paul emphasised the need for a Public Private Partnership and talked about Project Griffin whereby the London police and business community work to fight terrorism.

Lord Mayor visits India

The Lord Mayor of London, Ian Luder visited India with a delegation of 25 business leaders from the October 19 to 24. His programme included calls on IRDA, RBI, SEBI, the Investment Commission (Parekh & Ganguly) and in Delhi, calls on the Ministers for Commerce, Corporate Affairs, Law, Roads and the Deputy Minister for Finance. The top-level programme of calls, combined with keynote speeches, outreach and excellent media coverage ensured impact with both the new Indian ministerial line-up and leaders in the Mumbai financial community.

Financial skills were a key theme across the board, reflecting how the visit was a useful vehicle to show how much some UK businesses are already doing. There were strong messages from the LM on what UK educational institutions can offer and importantly there was very strong Indian interest in doing more together on skills development across the board to help them overcome significant skills gaps in the financial sector.

The LM was also part of a conference on funding India’s infrastructure and how the City of London can participate in it.

Nano time for Vicki

“I am delighted to own a Tata Nano. The Union flag on the roof represents the close association between the UK and the Tata Group, who are now the single largest foreign employer in the UK manufacturing sector. For me, it also reflects UK engineering input into Tata Motors through their European Technical Centre in Coventry. My purchase of the Nano is a small personal gesture in support of these wider relationships and the importance we attach to them. Moreover, I love the car — it’s iconic and it’s fun to drive!”

Vicki Treadell - British Deputy High Commissioner, Mumbai

Presenting the cost-effective serviced office option. Ready to be occupied. Ready for your business.

Quality meeting and training rooms and Virtual Offices.

Call 1800 3070 0070 www.avanta.co.in
Sublime by the Sea

The British Council hosts a magical evening of prose and music in its first new partnership event.

The Taj Lands End in Bandra was where the British Council delivered the first of its new style off-site-in-partnership events recently. The evening was a celebration of William Dalrymple’s new book Nine Lives: In Search of the Sacred in Modern India. Mesmerising and unforgettable stories told with an almost biblical simplicity in Dalrymple’s first travel book in a decade. A distillation of twenty-five years of travelling around and observing India. And Susheela Raman, winner of the Newcomer category for the BBC World Music Awards, sang new versions of sacred Tamil songs from her native South India, dueting with her amazing guitarist, Sam Miller.

Preserving Goan heritage

The Panjim Inn, Panjim Pousada and Panjim Peoples are three well restored century old heritage homes in Goa’s Latin Quarter. Fontainhas in the capital Panjim. These are now part of the WelcomHeritage Group which represents some of the best traditions of heritage hospitality and tourism in India. The rooms at Panjim Inn are tastefully furnished with antique furniture and contemporary Indian art, are full of character and offer a fine short break in Goa replete with romance, old world charm and a colonial feel. It is Goa’s only heritage hotel to be a member of the Indian Heritage Hotels Association. Ajit Sukhija, the proprietor of Panjim Inn and BBG member, is offering a special 20 percent discount on rack rates for members to visit. Contact him on 08122-226523 / 2435628 or email panjiminn@bntl.in for more information.

Booking open for Sufi festival

The Royal Jodhpur Camps & Retreats is offering a special package for those who are planning to attend the Nagaur Sufi Festival – A Divine Dialogue, which is being held in Rajasthan from February 26 to 28, 2010. Nagpur is well connected to the major cities by road and rail and the nearest airport and railhead is Jodhpur, which is 135km away. This package includes a stay for four days, from February 26 to March 1, at the RAAS Jodhpur for Rs 36,500. For more information, contact Sharad Sharma on 011-46074959 or 09899045540 or e-mail sales@jodhaheritage.com

Comedy in Store

The Comedy Store, Britain’s premiere comedy venue, is coming to Mumbai in February 2010. It is one of the most coveted performance stages in the industry. Founded by entrepreneur Don Ward in 1979, the club revolutionised British humour by developing the alternative and observational genre of comedy. Thirty years later and two hugely successful London and Manchester outlets, the club has set its sights on Mumbai. Ward said: “To celebrate our 30th anniversary, we will be bringing the best in British and International stand up to India.” The Comedy Store Mumbai will be located in a 22,000 square feet, 300-capacity club in the imposing Palladium Building at High Street Phoenix Mills in central Mumbai. The venue will include a restaurant and a stylish lounge and bar.
Yorkshire offers advanced research skills

The Yorkshire and Humber region, located in the UK, has a strong and diverse economy of over £87bn and was one of the top four locations in the UK for FDI during 2008-09. Its cities which include Leeds, Sheffield, York and Hull are independently rated as some of the best locations to do business and over 2,500 foreign-owned companies are located there.

With access to over 60 million potential UK customers and 370 million potential customers throughout Europe, the region is fast becoming a must-invest destination for global businesses. Indian companies already based there include ICICI Bank, Tata Group, Vivimed Labs Ltd, Hero Group and Bharat Forge.

Yorkshire and Humber provides access to some of the world's leading expertise in high value advanced engineering and materials research and low carbon technologies such as wind power and nuclear. Businesses worldwide working in aerospace and automotive industries through to medical devices and oil and gas have recognised the importance of the region's expertise in metals and alloys.

It is also the third most significant UK region in medical devices with an established advanced woundcare, orthopaedics and surgical instrument industry. This sector boasts a strong company base backed by research and clinical expertise.

Yorkshire and Humber is also a leading centre of excellence in the UK’s digital and new media industry with major investment in two of the world’s largest broadband initiatives and two of the largest applied e-learning providers in the world. It is home to four of the world’s fastest growing digital sectors in Europe. To find out how Yorkshire Forward can help you succeed in one of the UK’s most cost-effective and innovative regions, contact Hemin Bharucha on 022 66502170 or email Hemin.Bharucha@fco.gov.uk. Also visit www.investinyorkshire.co.uk for more information on this dynamic and fast-growing region.

What can Wales offer business?

For more than a quarter of a century, International Business Wales and its predecessors have been assisting companies who choose Wales as the natural gateway to the UK and the European markets.

Businesses come to Wales because they want access to the UK and easy entrance to Europe and the rest of the world. They stay because of the Welsh commitment to innovation and excellence, the solid, creative academic infrastructure, the friendly and open business environment, and because Wales is a wonderful place to live.

Perhaps the best proof of how well you are doing is repeat customers. Wales is expert at holding on to its friends — 60 percent of the companies that locate in Wales reinvest there. It is a record we are proud of and intend to preserve.

International Business Wales is the economic development and trade development arm of The Welsh Assembly Government (WAG). IBW knows how important access to the right person and speed of decision-making is when dealing with real-life business decisions. Our agency and WAG are modern, flexible and completely aligned with real business needs.

We call our approach Team Wales’ and believe in long-term relationships that help companies establish, grow and then re-invest in Wales.

IBW acts as a single point of contact, embracing local authorities, educational institutions, the private sector and WAG. With this ‘one-stop’ approach a company moving into Wales can find a solution to its needs, whether that’s finding the right commercial property or securing government funding — the best in Europe with the maximum assistance levels available in the UK.

The IBW operates through specialist teams that:

- Deliver the site and if appropriate provide a turnkey solution, complete from procurement, design, project management and construction.
- Assist in locating suitable local labour talent.
- Supply contacts at local industry trade groups and names of potential local suppliers of goods and services.
- Fostering and enhancing links between industry and academic institutions, matching investors with developers of new products and processes.

Our unique ‘Welcome to Wales’ service assists your people and their families to find the right housing, gain access to Wales’ excellent education system, obtain work permits and anything else that makes sure they move quickly into their new homes, taking the stress out of relocating and allowing your staff to focus on establishing and growing your business. To find out more, please contact Dr Kant Singh on 022 40907021/22 or visit us online at www.ibwales.in.
West Midlands is engineering growth

The engineering services industry, which is now in its nascent stage with a market size of about $8 billion in 2009, is poised to grow to $50 billion by 2020 according to industry reports. A collaboration between the industry, government and academia is a must to achieve this target by 2020. Currently, India has a market share of 20-25 percent in this area, while China has a market share of about 15-20 percent. Among the various enablers discussed for the Indian engineering services industry to grow, an important factor emphasised by almost all the speakers at the recent ICT conference was the need to develop domain knowledge. The Heart of England, the West Midlands Region, clearly offers an attractive proposition to Indian engineering services companies which are looking to establish a UK and European base. A team comprising the region’s representatives in Mumbai, a UK-based inward investment manager and a leading academic from the world-renowned WMG (Warwick Manufacturing Group) attended NASSCOM’s first annual Global Leadership Engineering Summit held at the Hyatt Regency hotel in Mumbai on November 17 and 18.

The Heart of England sponsored the event as ‘Knowledge Partner’. During the two-day event, representatives of the region spoke directly with around 30 leading Indian engineering services companies about the opportunities for, and the benefits of doing business in, the Heart of England. A number of the introductions were helpfully facilitated by Anish Malhotra of the British Trade Office in Pune.

Sujit Banerji, Professor of Operations Management at WMG (and a former CIO and Vice-President of IBM India), is a leading expert on globalisation, outsourcing and off-shoring. Prof Banerji spoke to the summit about the enablers and inhibitors of global engineering and stressed the win-win benefits to Indian companies of establishing facilities in the UK, enabling them to build long-term partnerships with manufacturing and engineering companies and provide services delivered directly by project teams in-country.

As a result of the event, the region is now in ongoing discussions with three Indian companies which are considered to be serious about establishing a UK facility. Internationally known as the centre of gravity of the UK’s automotive industry and also as one of Europe’s primary aerospace regions, India’s long-established expertise and world-renowned capabilities in this field, make it the perfect partner for the region’s manufacturing base. The Heart of England has had an office in India since 2003 and is proactive in this priority market. The region is home to over 30 Indian-owned companies, employing over 15,000 people. The number of Indian companies investing in the West Midlands has doubled in the last two years and includes Tata Motors, Aditya Birla Group, Mahindra & Mahindra and El Forge. For more information on the West Midlands region, contact Shammih Hattangdi on 022 6619 8811 or e-mail her at ‘shammihattangdi@advantagewestmidlands.co.uk’

East Midlands partners NASSCOM

East Midlands Development Agency was a ‘Knowledge Partner’ at the NASSCOM Global Engineering Leadership Summit 2009, held at Hyatt Regency, Mumbai on November 17-18, 2009. This thought-provoking and extensive two-day international summit had distinguished industry players from across the country and globe. Among the topics discussed were:

- India Driving Engineering
- Innovation and new models of partnership for engineering design.
- Strategies for the age of uncertainty: Managing global demand-supply challenges.
- Global Sourcing of Engineering Services: Is India at an inflection point?

Speakers included Rolls-Royce and Jaivel Europe, both based in the East Midlands.

Also, new entrepreneurial opportunities in the pharmaceutical and biotechnology industries have opened up between India and the UK with the signing of a £1.5m UK-India Science Bridge, BioPharm 2020. The three-year grant has been funded by The Research Councils UK (RCUK) and Department of Science and Technology (DST) India and was officially launched at the India Habitat Centre in New Delhi. Experts from The University of Nottingham, the Indian Institute of Management, Bangalore and the Indian Institute of Technology, Kanpur aim to create drug discovery, drug delivery and manufacturing. They will build on existing collaborations with the goal of producing clinical and commercial benefits from patent protected research.

In addition, Canara Bank opened a branch in Leicester during the month. This is the fifth Indian bank, after Bank of Baroda, State Bank of India, ICICI Bank and Punjab National Bank to open here.

For more information on this region, contact Chandrika Shah, at Square Circle Consultancy Services or by email at ‘chandrikashah@eastmidlands.com’. The Heart of England has had an office in India since 2003 and is proactive in this priority market. The region is home to over 30 Indian-owned companies, employing over 15,000 people. The number of Indian companies investing in the West Midlands has doubled in the last two years and includes Tata Motors, Aditya Birla Group, Mahindra & Mahindra and El Forge. For more information on the West Midlands region, contact Shammih Hattangdi on 022 6619 8811 or e-mail her at ‘shammihattangdi@advantagewestmidlands.co.uk’

Delegates at the recent ICT conference.

The Heart of England, the West Midlands Region.

The number of Indian companies investing in the West Midlands has doubled in the last two years and includes Tata Motors, Aditya Birla Group, Mahindra & Mahindra and El Forge. For more information on the West Midlands region, contact Shammih Hattangdi on 022 6619 8811 or e-mail her at ‘shammihattangdi@advantagewestmidlands.co.uk’

Value Creation through Global Collaboration.

- Innovation and new models of partnership for engineering design.
- Strategies for the age of uncertainty: Managing global demand-supply challenges.
- Global Sourcing of Engineering Services: Is India at an inflection point?

Speakers included Rolls-Royce and Jaivel Europe, both based in the East Midlands.

Also, new entrepreneurial opportunities in the pharmaceutical and biotechnology industries have opened up between India and the UK with the signing of a £1.5m UK-India Science Bridge, BioPharm 2020. The three-year grant has been funded by The Research Councils UK (RCUK) and Department of Science and Technology (DST) India and was officially launched at the India Habitat Centre in New Delhi. Experts from The University of Nottingham, the Indian Institute of Management, Bangalore and the Indian Institute of Technology, Kanpur aim to create drug discovery, drug delivery and manufacturing. They will build on existing collaborations with the goal of producing clinical and commercial benefits from patent protected research.

In addition, Canara Bank opened a branch in Leicester during the month. This is the fifth Indian bank, after Bank of Baroda, State Bank of India, ICICI Bank and Punjab National Bank to open here.

For more information on this region, contact Chandrika Shah, at Square Circle Consultancy Services or by email at ‘chandrikashah@eastmidlands.com’.
We speak to Sunny and Lina and their daughter Shubika who are all members of the BBG in their own right.

Shubika: Our favourite Hollywood film?
Sunny: Titanic.
Lina: Titanic as well.

What sport do you play?
Sunny: Tennis, golf, played test cricket for India earlier.
Lina: None.
Shubika: Squash.

What language do you speak at home?
Sunny: Both English and Hindi.
Lina: Yes, we speak both at home.
Shubika: Both languages.

Tell us something about your work in India?
I am director of the British Council and am based here in Mumbai. We run a wide range of educational and cultural programmes designed to strengthen dialogue, understanding and trust between people in India and the UK.

What is a typical workday for you?
Loads of e-mail, phone calls and meetings particularly with the people in India and the UK. We are relocating to a new office at the India Bulls centre in Lower Parel in January. Once we’ve moved in, we will deliver all our programmes and services off-site and online, at venues throughout the city and even direct to people’s homes.

What are the challenges you face while working in India on a day-to-day basis?
Traffic. Running a programme right across the city is sometimes made really difficult by the sheer difficulty of getting from A to B.

How does membership in the BBG contribute to your professional and social life?
The monthly meetings usually have really interesting speakers, and it is great to get the chance to hear and meet them. Beyond that, the networking is sometimes professionally useful and always good fun.

Wining and dining
Mukul and Kisan Raja very kindly hosted BBG members at their Revello Winery in Nashik from October 30 to November 1. Bullock carts were organised to take members from the winery to the vineyard where grape-growing was explained by Yatin Patil of Revello. At the winery, the wine-making process was elaborated on within view of the crusher, tanks and fully automatic bottling machine. Wines at the tasting session included Chenin Blanc, Sauvignon Blanc, Chardonnay, Chardonnay Reserve, Syrah, Syrah Reserve, Cabernet Sauvignon, Cabernet Sauvignon Reserve & Late Harvest Chenin Blanc Dessert Wine. Guests got a chance to grade and mark each variety to provide valuable feedback.

60-Second Wordplay — Sunny, Lina and Shubika Bilkha

We speak to Sunny and Lina and their daughter Shubika who are all members of the BBG in their own right.

Your favourite restaurant
Sunny: Thai Pavilion.
Lina: Thai Pavilion.
Shubika: Thai Pavilion.

Your favourite bar
Sunny: Wink at the Taj President.
Lina: The same for me.
Shubika: Me too.

Prefer Indian or western food?
Sunny: Western.
Lina: I prefer western food as well.
Shubika: Same here.

What sport do you play?
Sunny: Tennis, golf, played test cricket for India earlier.
Lina: None.
Shubika: Squash.

What language do you speak at home?
Sunny: Both English and Hindi.
Lina: Yes, we speak both at home.
Shubika: Both languages.

Prefer to drive or get driven?
Sunny: Get driven.
Lina: Yes, me too.

Tell us something about your work in India?
I am director of the British Council and am based here in Mumbai. We run a wide range of educational and cultural programmes designed to strengthen dialogue, understanding and trust between people in India and the UK.

What is a typical workday for you?
Loads of e-mail, phone calls and meetings particularly with the people in India and the UK. We are relocating to a new office at the India Bulls centre in Lower Parel in January. Once we’ve moved in, we will deliver all our programmes and services off-site and online, at venues throughout the city and even direct to people’s homes. This is our response to how the city has decentralised, to the reality that people are increasingly time-poor and spoilt for choice. So we’ll be delivering the British Council activities ‘to a place near you’, rather than requiring customers to come to our cultural centre in Nariman Point. The most radical part of this change will be to the way we operate the library. We are introducing a new online order and home delivery offer called ‘MyLibrary’ to replace our traditional walk-in public library. No travel, 24/7 access, no late fees, no hassle!

What are the challenges you face while working in India on a day-to-day basis?
Traffic. Running a programme right across the city is sometimes made really difficult by the sheer difficulty of getting from A to B.

How does membership in the BBG contribute to your professional and social life?
The monthly meetings usually have really interesting speakers, and it is great to get the chance to hear and meet them. Beyond that, the networking is sometimes professionally useful and always good fun.

Wining and dining
Mukul and Kisan Raja very kindly hosted BBG members at their Revello Winery in Nashik from October 30 to November 1. Bullock carts were organised to take members from the winery to the vineyard where grape-growing was explained by Yatin Patil of Revello. At the winery, the wine-making process was elaborated on within view of the crusher, tanks and fully automatic bottling machine. Wines at the tasting session included Chenin Blanc, Sauvignon Blanc, Chardonnay, Chardonnay Reserve, Syrah, Syrah Reserve, Cabernet Sauvignon, Cabernet Sauvignon Reserve & Late Harvest Chenin Blanc Dessert Wine. Guests got a chance to grade and mark each variety to provide valuable feedback.

60-Second Wordplay — Sunny, Lina and Shubika Bilkha

We speak to Sunny and Lina and their daughter Shubika who are all members of the BBG in their own right.

Your favourite restaurant
Sunny: Thai Pavilion.
Lina: Thai Pavilion.
Shubika: Thai Pavilion.

Your favourite bar
Sunny: Wink at the Taj President.
Lina: The same for me.
Shubika: Me too.

Prefer Indian or western food?
Sunny: Western.
Lina: I prefer western food as well.
Shubika: Same here.

What sport do you play?
Sunny: Tennis, golf, played test cricket for India earlier.
Lina: None.
Shubika: Squash.

What language do you speak at home?
Sunny: Both English and Hindi.
Lina: Yes, we speak both at home.
Shubika: Both languages.

Prefer to drive or get driven?
Sunny: Get driven.
Lina: Yes, me too.

Tell us something about your work in India?
I am director of the British Council and am based here in Mumbai. We run a wide range of educational and cultural programmes designed to strengthen dialogue, understanding and trust between people in India and the UK.

What is a typical workday for you?
Loads of e-mail, phone calls and meetings particularly with the people in India and the UK. We are relocating to a new office at the India Bulls centre in Lower Parel in January. Once we’ve moved in, we will deliver all our programmes and services off-site and online, at venues throughout the city and even direct to people’s homes. This is our response to how the city has decentralised, to the reality that people are increasingly time-poor and spoilt for choice. So we’ll be delivering the British Council activities ‘to a place near you’, rather than requiring customers to come to our cultural centre in Nariman Point. The most radical part of this change will be to the way we operate the library. We are introducing a new online order and home delivery offer called ‘MyLibrary’ to replace our traditional walk-in public library. No travel, 24/7 access, no late fees, no hassle!

What are the challenges you face while working in India on a day-to-day basis?
Traffic. Running a programme right across the city is sometimes made really difficult by the sheer difficulty of getting from A to B.

How does membership in the BBG contribute to your professional and social life?
The monthly meetings usually have really interesting speakers, and it is great to get the chance to hear and meet them. Beyond that, the networking is sometimes professionally useful and always good fun.

Wining and dining
Mukul and Kisan Raja very kindly hosted BBG members at their Revello Winery in Nashik from October 30 to November 1. Bullock carts were organised to take members from the winery to the vineyard where grape-growing was explained by Yatin Patil of Revello. At the winery, the wine-making process was elaborated on within view of the crusher, tanks and fully automatic bottling machine. Wines at the tasting session included Chenin Blanc, Sauvignon Blanc, Chardonnay, Chardonnay Reserve, Syrah, Syrah Reserve, Cabernet Sauvignon, Cabernet Sauvignon Reserve & Late Harvest Chenin Blanc Dessert Wine. Guests got a chance to grade and mark each variety to provide valuable feedback.
The UK India Business Council held its highly successful Annual Summit and Gala Dinner on October 29, 2009 at Lancaster House, and the Royal Courts of Justice in London. The Summit was opened by the President of India, Smt. Pratibha DeviSingh Patil with UKIBC Chair, Rt. Hon. Patricia Hewitt MP, welcoming the President in Hindi. Lord Mandelson, First Secretary of State for Business Innovation and Skills, addressed the audience which included over 200 business leaders from the UK and India. The Summit focus, UK-India Partnership in Action, was to discuss how UK-India partnerships work and what the opportunities and challenges are in doing business in India.

"Relations between our two countries are multi-dimensional, based on shared values, history and cooperative relationships. There is a future desire in both countries to move this relationship forward and to work together to meet the challenges of our times. Good trade and Investment is important to achieve this goal," said Patil.

She called for closer business ties and urged better movement of trade and business leaders between the two countries. "It’s also important, that any UK company looking to succeed in India recognises the opportunities across India, including in its Tier 2 cities. Both the UKIBC and UKTI are helping potential UK investors learn more about these opportunities. UK-India trade is still growing -- reaching £12.6 billion in 2008 - despite the difficult global trading conditions, the UK-India relationship is one of the biggest strengths we have to meet our countries' ambitions for the future," said Mandelson.

Following the summit proceedings, the UKIBC evening programme began at the grand venue of the Royal Courts of Justice in London. Over 400 guests attended the event which had the theme of 'UK India, Partnership in Sport' in conjunction with the Commonwealth Games Organising Committee for Delhi 2010. The dinner was held in aid of the British Asian Trust with diners giving donations to the charity as part of a prize draw. Guests enjoyed a champagne reception upon arrival in the costume gallery before being invited to take their seats for dinner in the main hall, which was transformed for the evening’s event. The top table guests were led to the main hall by piper Charlie Bradford with Sharon Bambford, CEO UKIBC and Patricia Hewitt, Chair UKIBC providing the welcome addresses. Following dinner, speeches were given by Guests of Honour, Dame Kelly Holmes, President Commonwealth Games Committee England and Mr Lalit Modi, Chairman and Commissioner of the IPL. The prize draw in aid of the British Asian Trust by its Chairman, Manoj Badale and closing remarks by Lord Bilimoria.

President Patil at the gala dinner.

Asian Trust by its Chairman, Manoj Badale and closing remarks by Lord Bilimoria concluded the evening's event. To see more photographs of the day's events and details of the full programme, please visit www.ukibcsummit.com

UKIBC Next Generation Network, Delegation to India 2010

The delegation will visit Mumbai and Delhi with example activities such as workshops on Education, Employment and Entrepreneurship and meeting with the BBG.

There will also be an event targeting Indian postgraduate students during which NGN delegates and British Council representatives can highlight the education programmes and entrepreneurial opportunities in the UK. A roundtable discussion on education initiatives being undertaken by NGOs and a meeting with Dr Abdul Kalam for a discussion on Creative Leadership are also on the agenda. For more information on the above delegation or the Next Generation Network, please contact Tara Panjwani on 0207 592 3040 or visit www.ukibc.com
Multi-tasking for efficiency in HR

Human resource managers will have to strive hard to strike a balance between different categories of manpower to optimise business efficiency and profitability, said participants at the HR panel discussion hosted by the British Business Group Pune.

An important aspect of future human resource development would be multi-skilling and multi-tasking. The discussion on HR learnings revolved around the experiences of the recent economic meltdown and the necessary strategies as the industry takes steps towards recovery.

Thermax managing director M S Unnikrishnan said the organisation design should be developed in a manner that ensures flexibility. "Outsourcing of manpower-intensive aspects can be done if there are reliable outsourcing partners," Unnikrishnan said, adding that the proportion of permanent employees and employees of the outsourcing partner will be critical in determining the profitability and efficiency of the business.

Unnikrishnan cited the practices followed at Thermax that have helped the company restrict its costs in difficult times. "Cutting down human resource need will not always be the response to tough economic conditions." Variable pay can also become an effective tool to incentivise employees, provided the formula is just. However, the policy of variable pay must be well communicated and equitable, such as percentage of profit earned by a division coming to all who are attached to the division," he stressed.

HR Professional and chief of Cerebrus Consultants, Anita Ramchandran said the recession has impacted different industries differently, though the most visible damage was suffered by the Information Technology (IT) sector and real estate segments.

Anant Rangaswamy, editor, Campaign India (part of Haymarket UK) said the job market in the country had heated up because of an artificial shortage of talent perpetrated by HR managers who chased people with a career background in the same segment in which the employer was engaged.

"As the top line was rising, nobody cared to check the employee cost. So people in television channels got fatter offers from other channels and likewise people got fatter offers in the same segment in which they were engaged. Nobody thought of searching or developing new skills in the existing set of employees," Rangaswamy said. In the new set-up, where multi-skilling alone will help people keep their jobs, agility and lateral thinking will be the winner capabilities, he stressed.

Dileep Athavale - Times of India

IT industry still has opportunities

After the Indian IT sector was chastised by the blows of the recession, the time has come for it to identify new geographies and new processes and develop new capabilities to deliver solutions according to Ganesh Natrajan, managing director of Zensar Technologies and former chairman of software industry body NASSCOM. He was speaking to members of the BBG in Pune.

The IT industry in its first avatar was helped by fortuitous events like Y2K and the dot com boom. But after 2001, the industry has reached an inflection point where it required a deliberate strategy towards market services and geographies to meet its goal of reaching the $200 billion size by 2020.

In the post-recession year, Natrajan said major changes in the approach of players in the Indian IT sector as well as those who support the IT sector like the venture capital providers or private equity investors will be necessary to take India to the next level.

Natrajan added that software product development, however crucial, has not caught on in India because of variety of reasons. These include the temptation of making quick money by jumping onto the services bandwagon.

"We will require venture capitalists who will support not just product development, but also pump in the money that it takes to market the product," he said.

While the US will take little time to come back on track, there are great market opportunities in markets such as East Asia and Africa, Natrajan said, adding that "opportunities can come from completely new user segments such as senior citizens, solutions in micro-finance or specifically crafted financial services for the elderly population." From 25-30 percent annual growth, to five percent in 2009, the rate is expected to settle at between 12-15 percent in 2010.

Dileep Athavale

Le MERIDIEN PUNE
The laws that protect our data

In the year 1989 I first travelled abroad to Zurich for a professional assignment where I was required to study the hotel management system of a group of hotels, so as to develop an integrated software solution for it. I was young, naive and barely in my second week at work when I asked a male German colleague how long he was married. For me it was a perfectly innocent question. But I learnt the hard way that Europeans are intensely private people, more so than Americans. We Indians do not worry much about privacy and this difference in culture and outlook is well reflected in the data protection and personal privacy laws in Europe, the US and India.

EUROPE

The organisation for Economic Cooperation and Development (OECD) formulated its data protection guidelines in 1980 as the first step towards the globalisation of data protection. The primary aim of the OECD guidelines is to avoid the creation of unjustified data protection obstacles, to the development of economic relations and the trans-border flow of data.

These guidelines apply to all forms of data management and the manner in which they are processed. Their nature or the context in which they are used, could pose a danger to privacy and individual liberties.

The recommendations include the following:

a) Data should be obtained by lawful and fair means and, where appropriate, with the knowledge or consent of the data subject.

b) Personal data should be relevant to the purposes for which they are to be used, and, to the extent necessary for those purposes, should be accurate, complete and up-to-date.

c) The purposes for which personal data are collected should be specified not later than at the time of data collection.

d) Personal data should not be disclosed, made available or otherwise used for purposes other than those specified above, except with the consent of the data subject; or by the authority of law.

e) Personal data should be protected by reasonable security safeguards against such risks as loss or unauthorised access, destruction, modification etc.

f) This should be the general policy of practices and policies with respect to personal data.

g) An individual should have the right to obtain from a data controller, or otherwise, confirmation of whether or not the data controller has data relating to him; to have communicated to him data relating to him (within a reasonable time; at a charge, if any, that is not excessive; in a form that is readily intelligible to him); to be able to challenge the denial of his request; and to challenge data relating to him and, if the challenge is successful, to have the data erased, rectified, completed or amended.

h) A data controller should be accountable for complying with measures which give effect to the principles stated above.

UNITED STATES OF AMERICA

The US has no comprehensive data protection legislation. Although a signatory to the 1981 OECD Guidelines, the USA has not implemented them domestically. Instead, a sectoral approach, with a mix of legislation, regulation and self-regulation, is present. The introduction of Directive 95/46/EC could have therefore restricted the ability of US organisations to engage in transactions with their European counterparts, for it prohibited the transfer of personal data to non-EU states that do not meet the “adequacy” standard for the protection of privacy.

As a result of this, the US Department of Commerce developed the ‘safe harbour’ system in consultation with the European Commission. This offers a method by which US organisation can comply with the directive. The US approved ‘safe harbour’ in July 2000. Organisations who sign up to the scheme are certified as offering adequate protection under the terms of the directive, thus enabling transactions between those organisations and European organisations to proceed smoothly and within the law.

INDIA

Under our constitutional law the right to privacy is implicit in the fundamental right to life and liberty guaranteed by Article 21 of the Constitution. In 2007, the Government of India framed a new set of guidelines for interception of telephone conversations which acknowledges the citizens right to privacy as a fallout of directions given by the SC bench comprising of CJ YK Sabharwal, J. C.K. Thakker while hearing Amar Singh’s Petition. India introduced the Data Protection Bill in the year 2000, however it has yet to see the light of the day. However some provisions relating to data protection under the Information Technology Act 2000 are as under:

Section 43

This section provides protection against unauthorised access of the computer system by imposing heavy penalty up to Rs 1 crore. The unauthorised downloading, extraction and copying of data are also covered under the same penalty. Clause ‘c’ of this section imposes penalty for unauthorised introduction of computer viruses or contaminants. Clause ‘g’ provides penalties for assisting the unauthorised access.

Section 65

This section provides for punishment and penalty for tampering with computer source code. If anyone knowingly of intentionally conceals, destroys, alters or causes another to do as such shall have to suffer a penalty of imprisonment or fine up to Rs 2 lakh.

Section 66

Protection against hacking has been provided under this section. As per this section, hacking is defined as any act with an intention to cause wrongful loss or damage to any person or with the knowledge that wrongful loss of damage will be caused to any person and information residing in a computer resource must be either destroyed, deleted, altered or its value and utility get diminished. This section imposes the penalty of imprisonment of three years or fine up to Rs 2 lakh or both on the hacker.

The IT Act of 2000 which was amended in January 2009 has several new provisions which directly address the issue of data protection. The act is yet to be notified.

Protection of critical information is now guaranteed by legislation. The security of critical information can be further ensured by having proper policies and agreements in place such as the computer usage policy, NDAs.

Vaishali Bhagwat, Advocate
On Thursday 5 November, Gallery BMB, a new contemporary art gallery in Fort, organised a private viewing of their inaugural exhibition, The Dark Science of Five Continents, for BBG members.

A pioneer in the Indian art world, Gallery BMB has brought together prestigious international artists who, despite receiving critical acclaim from the world’s most important museums like the Tate Britain, the Louvre, P.S.1-MoMA, have never been shown before in India.

Elise, the gallery’s commercial director walked through the exhibition, explaining the works and their relevance to the exhibition’s themes. It was a very well attended event, with about 35 art lovers who came to discover the gallery, and learn more about the artists. The gallery plans to be a new cultural hub for Mumbai – it houses an art bookshop, and will be opening a café very soon. BMB’s next exhibition, The Art of Chess, in association with the British Council, opened December 14 with works by Damien Hirst, Tracey Emin and Rachel Whiteread among others.

Get listed
Haymarket Media is currently compiling a directory of British businesses that are operating and have offices in India, and also Indian businesses that are operating and have offices in the UK. It would be of great help if any BBG members or other readers whose business fits this description could send their company details (phone number, address, email address, contact name, website and industry) to Rupert Lang at rupert@haymarket.co.in. It is free to be included in the directory and a fantastic opportunity to help your business reach a wider audience in both the UK and India.

The service at the Afghan Church in Colaba was very well attended.

The magnificent Navy band.

Royal Navy was present as well.

An old soldier looks back.

Reddy beams with pride.

TEAM BBG TEES OFF
The Willingdon Club in South Mumbai played host to another BBG Golf Tournament on December 6, which was ably organised by Sports Coordinator Greg Hughes. Gerry Donnelly of Australia beat 35 golfers in a Stableford contest to bag two nights at the Landmark Oriental in Hong Kong, with flights on Cathay. The runner-up was Simon Gammell of the UK, who won a Taha Spa experience at Malabar Hill. The best moment was Andrew Sutcliffe getting a hole in one on a par 4, which is very unusual indeed. After the game of golf, there was also a raffle followed by an excellent spread of food and drinks served by the club. It all made for a very pleasant Sunday afternoon.

REMEMBRANCE SUNDAY
The veterans of WWI were remembered on November 8, at a special service at the Afghan Church in Colaba. It was another great effort from BBG member Col. Graham Tullet who organised the event in memory of the soldiers.