



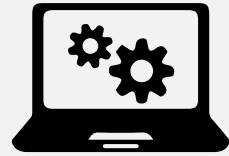
GBI GLOBAL
BUSINESS
INROADS
CONSULTING EXCELLENCE DELIVERED

GTI GLOBAL™
TECHNOLOGY
INTERFACE

GLOBAL BUSINESS INROADS (GBI)

Your opportunity to commercialize and internationalize





Technology Management

Scan, Scout, Select, Scale

Technology scouting, transfer and commercialization (Identifying best of class international tech in the Cleantech, Biotech / Agritech, ICT / IoT / Industry 4.0 / Big data / Robotics, Smart Infrastructure, sectors.)

Project Management Consultancy, Feasibility Studies, technology deployment (Contracts with Sun Group, Ecofys, tech management and facilitation agreements)



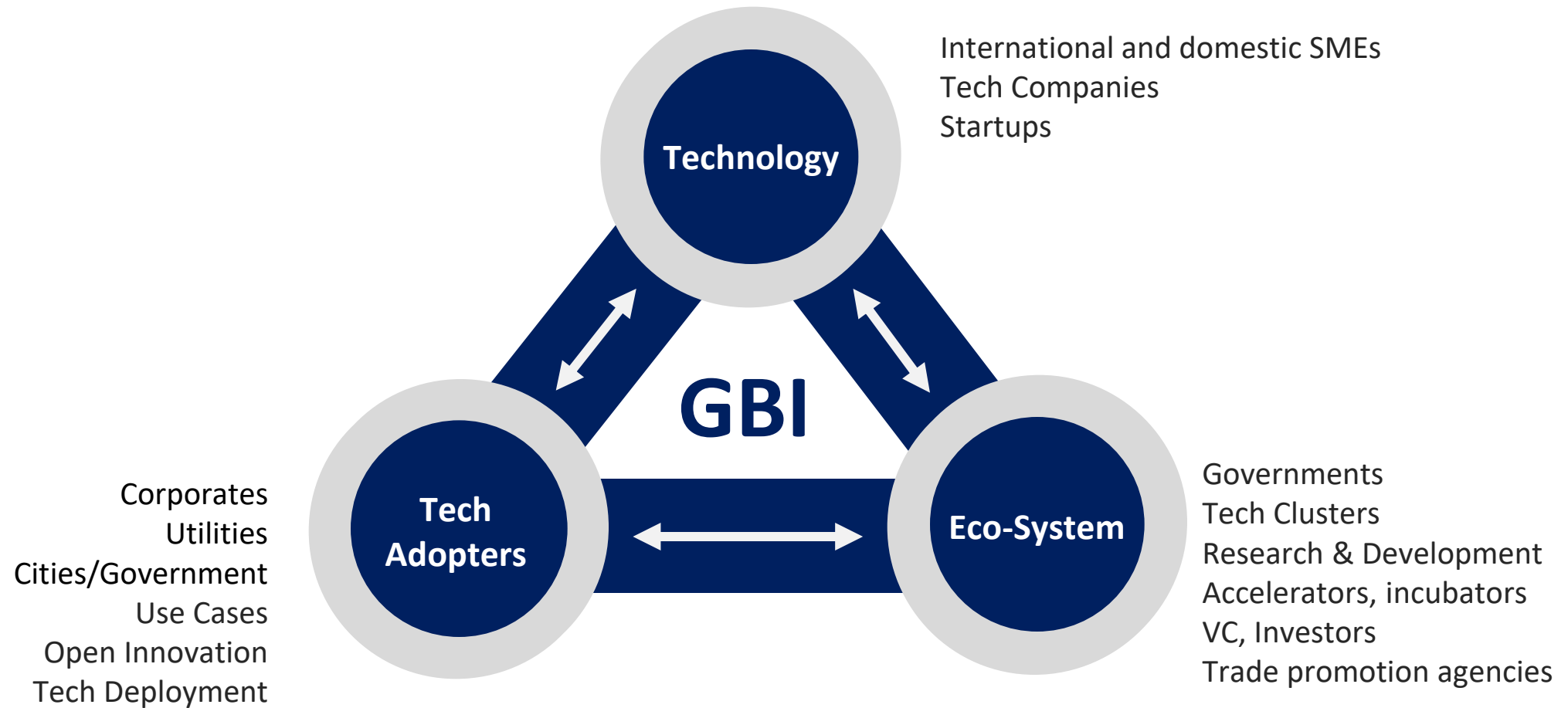
Innovation Management

Display, Discover, Develop and Deploy

Program Management and Ecosystem Development (Contracts with EU, India and foreign governments, non-profit institutions like World Bank, ADB, etc. Helping Indian start-ups/tech commercialize in international markets (US and Europe))

Tools for Lab to Market: Global Technology Interface™(GTI™)©, Global Technology Experience Center (GTEC)© – to be at the forefront of technology

What GBI brings together



Technology management interface (TMI)



Global Technology Interface™ (GTI™) – Display and Discover

Technology Showcase	Display the technology; Discover the technology seekers
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Technology Management Interface (TMI) – Develop and Deploy

Market Discovery and Visit	Connect and meet with at-least 5-10 potential partners and customers
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Market Validation	Market research and Customer Identification- Understanding the needs of the market, competition and identifying customers
	Description of opportunities in the relevant sector in India
	Ecosystem development

Commercialization/ Deployment	Technology representation in India
	Technology Indigenization (bill of materials, supply chain, pricing), IP Management
	Business analytics & strategy; Business Model Development
	Technology demonstration and deployment, Finance and Investment Advisory, Company Incorporation and Government Liaison

Global Tech Experience Center (GTEC)

In Country support services

CASE STUDY: Technology Deployment

i-ENG



RE based mini-grid solutions



Context:

In collaboration with global infrastructure company - www.ieng-group.com - we are now offering renewable energy based mini-grids in India in the range of 500w - 500kw.

A mini-grid is a power solution that leverages a combination of solar, battery, grid, minimum diesel to provide 24/7 clean and reliable power to commercial, industrial, residential, government, communities.

The aim is to cut diesel usage, provide reliable clean power and make our homes and businesses self-sufficient. The good news is that we can do this as an energy services / OPEX model where we invest, build, own and operate on your behalf or a CAPEX model.

Deliverables

Identify key areas for business opportunities in India (such as rural/ remote/ areas that have difficulties connecting to the main distribution network) .

Manage discussions with potential partners, and install the device and coordinated services with partners in India.

CASE STUDY: Technology Scouting

Quess Corp. (2017)



Biomedical waste management technology



Scope of Work:

A large Indian corporate is seeking to identify innovations in managing bio-medical waste from hospitals in India. Bio-medical waste in India is defined as any waste, which is generated during the diagnosis, treatment or immunization of human beings or animals or in research activities pertaining thereto or in the production or testing of biologicals.

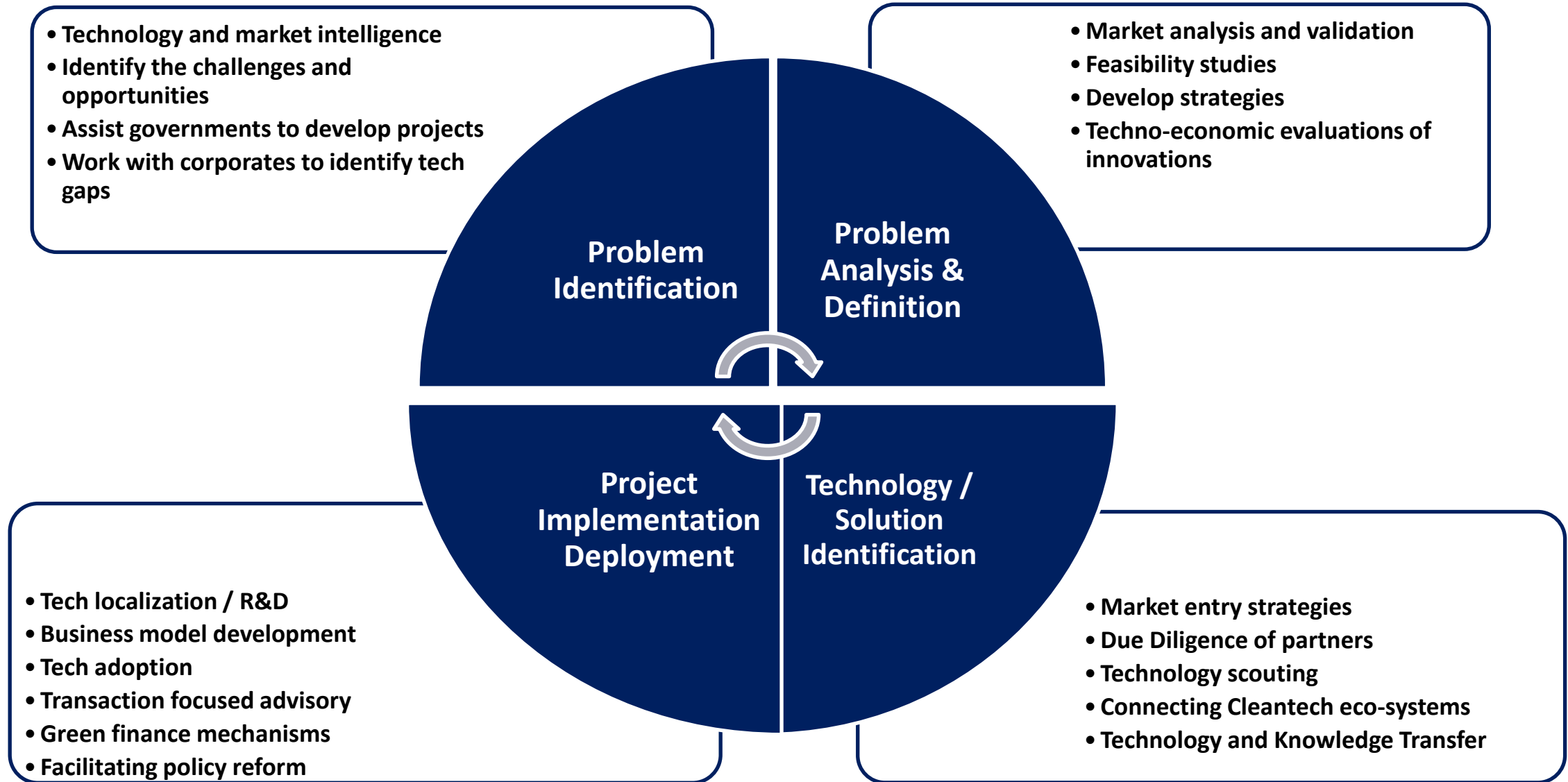
Deliverables:

Quess, India's leading integrated business services provider has acquired facility management and catering businesses, that manage facilities in over 25 hospitals. To scout for new technology.

GBI received about 40 viable proposals from companies in India, Europe, USA, China and more.

GBI team shortlisted WasteStrategies LLC, USA to partner with Quess's to currently demonstrate a pilot project in India.

From Problem to Solution



CASE STUDY: Creating Deployment Ecosystem



Market for by-products from STPs in Pune, India TOILET BOARD COALITION, GENEVA



Context:

Global Business Inroads was sub-contracted by Ecofys, a Navigant Company, to prepare a detailed report on the markets for by-products of sewage treatment plants (STPs) in Pune, India, namely biogas, wastewater and sewage sludge for the Pune Municipal Corporation.

Key stakeholders: Pune Municipal Corporation, the Toilet Board Coalition, & JICA (a loan agreement was signed on 13th Jan 2016 with Japan International Cooperation Agency (JICA) for pollution abatement of river MulaMutha in Pune by January, 2022)

Deliverables:

Delivered a detailed report of the market potential of biogas, sewage sludge and wastewater from STPs in Pune with a comparative assessment of the current market vs. future market potential.

Collected primary data from potential customers including governments, infrastructure developers, fertilizer companies, etc. to estimate price points and future demand of the by-products.

Prepared a detailed report of case studies and best practice standards from existing markets including Japan, Europe and Canada.

Identified specific barriers to the markets, such as obstructive regulations, need for better infrastructure, and lack of government enforcement in certain areas.

Existing Partners – Innovation management (Cleantech, Biotech, Agritech, ICT/IOT, Smart Cities)



EU Commission

- EU-India Innovation Partnership,
- EU Expert (Innovation management EU to India, Brazil, China and USA)
- EU-Africa-India Incubator and Tech Transfer Network
- RENAISSANCE: RENewAble Integration and SuStainAbility iN energy CommunitiEs
- Eureka Innowwide Expert and Key Partner for India

- **Government of India/AGNii – Accelerated Growth for Indian Innovators**
- **Mentoring Indian Cleantech women entrepreneurs (Shell Foundation, Zone Startups)**
- **International(US&EU) - Indian Cleantech Cluster Program (proposed)**
- **India - South Africa (proposed) program for cross border tech transfer**

Bridging innovation synergies between EU & India

Focus of the Initiative

- **EU-India Innovation Network:** A network of 150+ incubators/ accelerators from Europe and India, the aim of which is to foster innovation and co-creation between both regions. This initiative focuses on creating incubator/accelerator level partnerships that should act as multipliers to ultimately provide access and impact a higher number of startups. The initiative also involves VCs, angel investors, corporates, and bilateral support agencies and government organizations that support innovation.
- **The EU Innovation Platform:** is a forum that brings together European innovation actors active in India. The main objective is to foster exchange of information on the Indian innovation ecosystem and create synergies among the innovation initiatives undertaken by Member States (MS) and countries associated (AC) to Horizon 2020. Platform members will also include European corporates established in India with an innovation agenda.



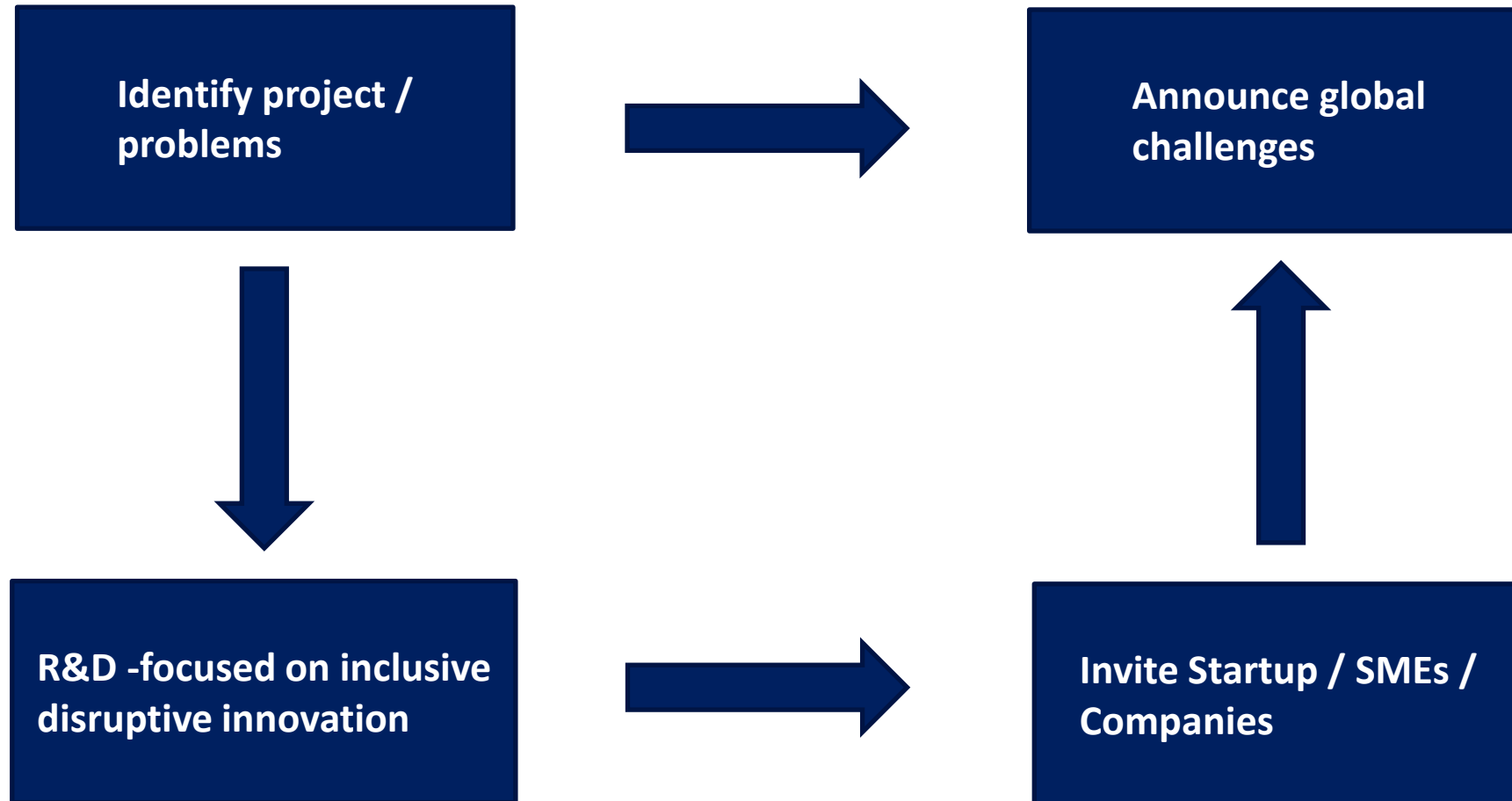
Scale, Results, Change, Impact – Vision for the future to deploy tech for the SDGs



How?

- Tech **Discovery** – potential to showcase 1000s of tech to solve problems (online on GTI)
- Tech **Deployment** – focus on 100 key problems/project opportunities in Africa/LDCs/BOP India (Offline+Online)
 - GBI can empower deployment ecosystem / local entrepreneurs to provide blueprints of their tech needs. The methodology is in place. Now time to scale.
 - Convert these into Innovation Challenges and post online. UN can announce challenges to attract tech companies to business opportunities
- Curate, Select and Provide access to 100 tech solutions per annum to Africa / LDCs / India (Offline)
- US / EU / India → LDCs / Africa / BOP India / Asia
- Scale Connecting tech to local entrepreneurs in LDCs via an online –offline, timeline and deliverable based program

Scale, Results, Change, Impact – Vision for the future



Contact us

Leena Pische Thomas

lthomas@globalbusinessinroads.com

+91 98450 10271



T: +91 80 42613057



www.globalbusinessinroads.com



Global Business Inroads
Golden Square, 53/A, 16 C Main, 4 Block,
Koramangala, Bangalore 560034, India



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