

Global Business Inroads

Creating partnerships for financing and deploying clean technologies

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GBI – What we do

"GBI has been in the business of building partnerships between technology, markets and financing. Our Technology Management Interface (TMI) Process has been designed to make this transparent, efficient and effective. And our latest technology collaboration portal - Global Technology Interface™ (GTI™)- will help us reduce time and effort to do this and scale deployment as we bring curated Displayers and Seekers of clean technologies together."

- Technology Transfer and Commercialization
- Program Management & Ecosystem Development
 - Project Management

Supported over 200 Institutions, SMEs and Start-ups from EU and US in various capacities

Innovation and Creativity is the key to finding solutions for each and every client

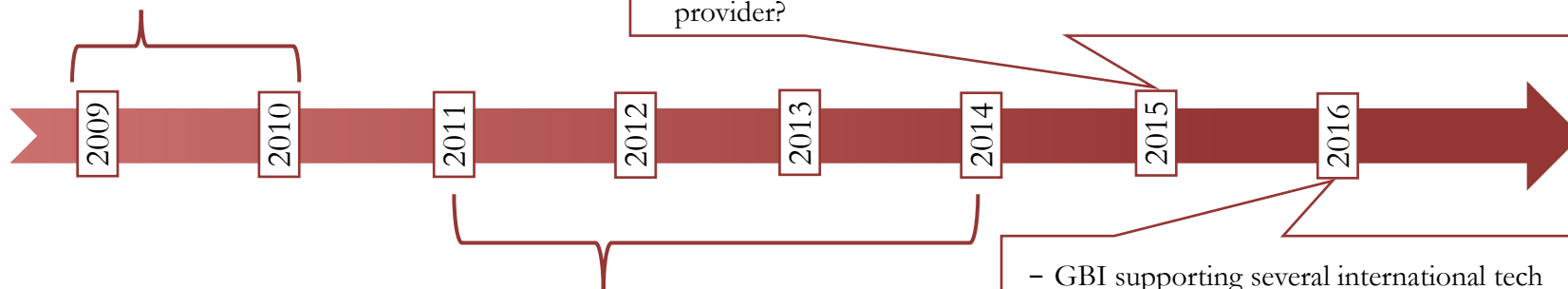
GBI – 7 years of Cleantech Management and Deployment

Problem: Available tech and market, but very less deployment

Solution: Tech management to ensure deployment

- Worked with tech in Solar, W2E, water treatment & connect with ecosystem,
- Feasibility for solar mini grids, electric vehicles, storage
- Presenting needs of India to international organizations to create projects.
- Hands on efforts to transform markets
- India road shows;

- GBI's structured time bound process – **Technology Management Interface (TMI)** and conceives the idea to manage tech supply and demand – **Global Technology Interface (GTI)**
- **Challenge:** How to convince Tech Company to deploy in India – via a time bound, accountable process
- Companies feel comfortable as they know what to expect upfront
- Funding and budget, still an issue, but they are able to raise funds due to a plan that will take them from piloting, localization to business plan & commercialization
- **Question:** Who should invest in a new technology? The Indian adopter or Tech provider?



- **Opportunity:** Several 100 tech companies keen on deployment and Indian SMEs and corporates interested in adoption. Executed JVs and collaborations.
- **Challenges:** Intl tech companies lack budgets to operate in India, cultural differences, uncertainty, cost of tech is high
- Indian companies interested, but not prepared for adoption, lack of capacity to deploy, lack of funds

- GBI supporting several international tech ecosystems and companies with TMI
- Scaling with GTI
- **Seeker** – to prepare tech adoption blueprints, need good PMC capabilities and experience to adopt
- **Tech company** – to dedicate time and resources to India
- GBI mentors Tech providers and Seekers

GBI – Technology Management Interface for Cleantech Deployment

	Service	Description
Short Term	Market Validation	Opportunities in India; Potential for Technology in India
	Partner Identification & Connect	Identify and connect with potential partners for collaboration for business or research
	Technology Representation	Technology Manager who will be Single Point of Contact
Medium Term	Business Analytics	Techno-commercial analysis and revenue projection for local market.
	Business Strategy	Business Model Development; Marketing & Sales Strategy
	Technology Indigenization	Bill of Materials, Supply chain & Sourcing strategy; Cost assessment & Pricing Strategy; O&M Strategy;
	IP Management	*
Long Term	Demonstration Projects	Identification of potential partners and sites for piloting the technology
	Technology Product Development	Managing the research project and developing the products with identified partners
	Technology Commercialisation	Technology implementation in India; Scale-up of Technology & Business
	Financial Advisory	Connect with Financial Networks - VC PE, Debt, Corporate Investors, International and Bilateral Grants;
	Liaison with Government	Support on Tender applications, follow-up and lobbying, technology promotion

* GBI can support with IP, Legal & Accounting services as required

GBI – Focus 2016 experience in deploying Cleantech – the challenges amidst successes

- Scouting **wet waste** management technology for large multinational corporate in India
 - Research to commercialization or licensing/partnership to scale tech deployment in India
- **Solar Energy** as Service for urban corporate sector
- **Energy Monitoring** for SMEs
 - Different business models across different segments, CAPEX vs OPEX vs FREE
- **Small scale wind**
 - Indian companies lacking adoption blueprints and funds
- Utility Scale **Energy Storage**
 - Financing feasibility for a pilot
- **Distributed power generation** urban sector (solar + storage)
 - Project feasibility
- Indian cleantech/smart city start-ups seeking India and US market access

Early interest and success is high – but the Devil lies in the details – in scaling adoption, closing deals

GBI – Understanding the Solutions

- Vast scale of opportunities – also presents challenges for a tech developer, which can be **OVERWHELMING**.
- Each target segment is **UNIQUE**. Different segments require **DIFFERENT BUSINESS MODELS**.
- Ability to **SCALE RAPIDLY**.
- Innovation ecosystem requires **STRONG EARLY ADOPTERS** to sustain
- Tech adopters need to be **OPEN** to explore new business models
- Nature of Innovation – to adopt early or get disrupted
- Jointly **SHARE THE RISKS** of new technology – for innovation and growth to sustain

GBI – Contact



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