



Market Visit to India – Homeland Security Sector Monday 6 – Friday 10 September 2010, New Delhi, India

-Closing date for Registration Wednesday 21 July 2010-

Following the success of last year's mission to INDESEC and the validation of opportunities for UK companies in the Homeland Security sector, UK Trade & Investment South East, together with our partners, UKTI DSO and A|D|S, are running a specialist Market Visit to New Delhi.

This is a continuation of our programme to facilitate market entry, partnerships and joint ventures, in this highly vibrant market and **the event will coincide with the Indian Homeland Security Exhibition INDESEC 2010.**

Opportunities exist for companies offering, amongst others, the following capabilities: **C4ISR, Biometrics and Identification Systems, Stand Off Detection Systems, CBRNE Systems, Surveillance & Training.**

Benefits of attending this Market Visit include:

- 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 Market Experts at the British High Commission New Delhi, including the option to commission our detailed Market research (OMIS) and visit / meetings programmes – commissioning deadline 21/07/2010;
- Return of "Meet the Buyers". The opportunity to meet with Indian Homeland Security companies participating in our programme;
- The opportunity to visit and exhibit at INDESEC 2010, India's only exhibition for Homeland Security. UKTI/DSO/ADS will have a pavilion, offering companies a base for conducting meetings and greeting Indian visitors;
- For those wishing to exhibit at INDESEC, exhibition space has been negotiated with the organiser at preferential rates – please contact Nigel McGuire – details on page 5;
- Trade Access Programme (TAP) funding may be available, for further information please contact customer services on: +44 (0) 8452 789 600
- Eligible companies based in the South East region can receive funding up to £550 towards the cost of the Market Visit;

Please register your interest for this Market Visit as soon as possible:

Call: +44 (0) 8452 717 400

Visit: www.uktisoutheast.com

Email: overseas.events@uktisoutheast.com

To find out more about INDESEC or how to book a trade stand please visit: www.indesec-expo.com

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Costs: There will be an administration cost of £120, payable on booking the Market Visit. Flights and Hotel accommodation are additional costs but these can be arranged on your behalf by Baldwins Travel – contact details on page 5.

Mission Programme

Saturday 4 September 2010 Sunday 5 September 2010	ETD: London Heathrow VS 300 22:00 ETA: Delhi 11:00
Monday 6 September 2010	Welcome Briefing UKTI Commercial Officer British High Commission. INDESEC Exhibition – 10:00 – 17:00 Pragati Maidan, New Delhi Evening: UKTI Reception at Taj Palace Hotel
Tuesday 7 September 2010	INDESEC Exhibition 10:00 – 17:00
Wednesday 8 September 2010	INDESEC Exhibition 10:00 – 17:00 Return of "Meet the Buyers"
Thursday 9 September 2010	Day: Pre-arranged Visit Programmes Afternoon departure to UK 13:15 VS 301 ETA: LHR 17:55
Friday 10 September 2010 For delegates wishing to stay extra time unaccompanied.	Day: Pre-arranged Visit Programmes Departure to UK for delegates 13:15 VS 301 ETA: LHR 17:55

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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 **representatives** from **A|D|S** and **UKTI DSO**.

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 £1,238** including economy 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 based companies who qualify for **UK Trade & Investment support** will receive a **funding grant** of up to £550 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, etc). This will need to be paid upon registration.

You can contact our **recommended travel agent**, Baldwins Travel, who is holding flights and has **negotiated rates** for rooms, contact details page 5.

Baldwins Travel are also able to help with obtaining the necessary visas to visit India. A fee is chargeable for this service, please contact Baldwins for details.

Please note: 3 – 4 weeks should be calculated for the visa application process.

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 to discuss your research requirements.

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

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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 (OMIS) 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.

You will be responsible for booking your travel and hotel. We recommend using our approved travel agent. Once booked, you will be in a contractual arrangement with the travel agent.

What should I do next?

If you want to:

- 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.

Market Visit Leader:

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

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

Overseas Events Team, UK Trade & Investment South East, Unit 10 Fulcrum 2, Solent Way, Whiteley, Fareham, PO15 7FN

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Contact Information

Our Market Visit Partners:

A|D|S – Aerospace Defence Security

UKTI DSO – UK Trade & Investment
Defence & Security Organisation

Local British Representative Office:

Ms. Sunita Kapoor

British High Commission
Shantipath
Chanakyapuri
New Delhi 110021
Main switchboard: +91 (11) 2687 2161
Email: web.newdelhi@fco.gov.uk

Travel Agent:

Karen Hammond
Senior Groups Consultant
Baldwins Travel
27 Grosvenor Road
Tunbridge Wells
Kent TN2 4TP, UK
DD: 00 44 1892 506410
Fax: 00 44 1892 537680
Email: karen@baldwins-travel.co.uk

Exhibition Space:

Nigel McGuire – INFORMA
Email: nigel.mcguire@informa.in
T: +91 22 4020 3300 Extn: 3318
D: +91 22 4020 3318
M: +91 99 20 288808
F: +91 22 4026 3000

www.informa.in
www.indesec-expo.com

Hotel Information

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Sardar Patel Marg
Diplomatic Enclave
New Delhi 110 021
India
Tel: 00 91 11 2611 0202
Email: palace.delhi@tajhotels.com
www.tajhotels.com

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