



European Business and Technology Centre

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# EBTC BIOTECH FLAGSHIP MISSION TO INDIA

## Bangalore, India 30<sup>th</sup> May - 4<sup>th</sup> June 2010

# Programme and participation guidelines

March 2010



EUROCHAMBRES

EBTC is a programme co-funded by the European Union



Consortium Partners:



## 1. The European Business and Technology Centre in brief

The **European Business and Technology Centre (EBTC)** is a programme co-funded by the European Union and implemented by **EUROCHAMBRES**, the Association of European Chambers of Commerce and Industry in collaboration with 16 European partners representing business organisations, academic and research institutes from all over the EU, all of them with a successful track record in their respective field.

**EBTC Mission** is to assist the Business, Science & Research Community - in Europe and India - to work together towards generating new business opportunities in clean technology transfer & establishing relevant cooperation in the field of research, science and technology.

**EBTC activities** are focused on 4 strategic sectors: energy, biotechnology, environment and transport. The **Chamber of Commerce of Milan**, as Cluster Coordinator, **ERBI Cambridge** and **ACC1Ó Competitiveness for Catalonia** are coordinating the Biotech Cluster initiatives.

## 2. The EBTC Biotech flagship mission to India

The **Biotech Flagship Mission to India** is the main EBTC annual event, that enables EU companies to enter one of the world's fastest emerging biotech markets through a breakthrough and sector-specific programme of intelligence, matchmaking and visibility.

The Mission will take place from the **30<sup>th</sup> May** to the **4<sup>th</sup> June 2010** in **Bangalore, India**, focusing on biotechnologies associated with climate change and sustainable development. It will offer EU participants business development opportunities in India in a cost-effective and efficient way and raise their profile with a mission under the EU umbrella. Delegates will be able to discover future trends in the Indian biotech markets and discuss challenges of the Indian biotech sector with primary industry professionals.

## 2.1 Agenda of the mission

All activities listed below are mandatory.

### **30/05 Briefing session**

**Time: 19.00 – 20.00**

Participants are welcome to meet in the designated mission hotel lobby bar to join the organisers for an informal briefing session and welcoming drink.

### **31/05 Seminar on “The current legal and political framework of EU – India S&T collaboration ”**

**Time: 10.00 – 17.00**

The seminar will provide participants with a better understanding of the legal system that regulates biotechnology in India, with a focus on TT and IPR issues. The outcomes will be then discussed by representatives of relevant EU and Indian stakeholders. EBTC delegates will also have the opportunity to meet IP service providers based in India and to receive information about their offerings.

### **1/6 Podium presentations and business meetings / Networking Reception**

**Time: 9.30 – 17.30**

Participants will have the opportunity to promote their biotech solutions to a selected audience of Indian public and private business and research organisations. This will be followed by a partnering session where delegates will be able to explore partnership opportunities through a series of pre-arranged one-to-one meetings with potential Indian buyers, business or research partners.

**Time 20.00 – 22.00**

After the matchmaking session, EBTC delegates will be invited to join a Reception with the opportunity to meet Indian government representatives, top players of the Indian biotech sector and EC officials.

### **02/06 – 03/06 Participation to Bio India Bangalore 2010**

**Time 9.00 – 18.00**

EBTC delegates will be offered complementary (free of charge) “Full delegate” registration at Bio India Bangalore 2010. This will include the use of the EBTC stand to promote products/services, access to the plenary sessions, use of the partnering tool to schedule face to face meetings, and access to networking functions, CEO Conclave and exhibition area.

### **04/06 Visit to the Bangalore Biocluster**

**Time 09.00 – 18.00**

A visit to the Bangalore Biocluster is envisaged. More details available soon.

## 2.2 Mission benefits

Participants will benefit from:

- **Podium presentations** and a **customised schedule of one-to-one business meetings** with pre-screened Indian potential partners, agents, distributors, licensees, and retailers;
- **Updated information over the Indian regulation and policies** applied to the Indian biotech sector;
- **Attendance to Bangalore India Bio, 2-4 June 2010**, promoted by the Department of IT and Biotechnology, Government of Karnataka and supported by ABLE, India's leading Biotech Association;
- **Networking reception** with government officials and top players of the Indian biotech sector
- **A visit to the Bangalore Biocluster.**

## 3. Eligibility criteria

Participation in the flagship mission is open to biotech SMEs and researchers based in one of the 27 EU Countries.

**The priority will be given to applicants who are developing technologies related to sustainable development and climate change (green, white and blue biotech).**

Applications from healthcare SMEs and researchers might be taken into consideration after the application deadline and accepted upon availability of funds.

## 4. How to apply

Eligible EU SMEs and researchers are invited to submit their application by filling in the company profile / matchmaking form here attached and to sent it to: **Marina Calcagno**, fax +39 02 8515 5308 – [calcagno.innovhub@mi.camcom.it](mailto:calcagno.innovhub@mi.camcom.it).

The deadline for the submission of the application is **30 April 2010**.

## 5. Selection criteria

The EBTC Biotech Flagship Mission has a maximum target of **25 participants**.

Eligible applicants will be evaluated on the basis of the quality of their business proposal/project idea and the motivation to develop business or research partnerships with India.

Applications from EU healthcare SMEs/researchers might be taken into consideration only after the application deadline and accepted upon availability of funds.

Applicants will be informed about the outcome of the selection process after the application deadline.

## 6. Venues

Details about the designated mission hotel in Bangalore will be available soon. EBTC will negotiate a special rate for EBTC delegates.

Bio India Bangalore 2010 will take place at the LaLiT Ashok Hotel, Bangalore.

## 7. Logistics

Participants are responsible for arranging/obtaining:

- **Flights** from Europe to India.  
Participants are kindly requested to arrange their schedule in order to check into the hotel by Sunday 30<sup>th</sup> May early afternoon and check out not before the 4<sup>th</sup> June late afternoon, so as to be able to take part to the planned briefing and debriefing sessions (see Agenda at 2.1);
- **Hotel accommodation**  
Participants are free to make their reservation in a hotel of their choice, but it is highly recommended for them to stay at the designated mission hotel;
- **VISA** to India  
EBTC will provide participants with an invitation letter in order to obtain the VISA to India;

- **Local travel in India**

EBTC will help delegates arranging their local travels in Bangalore (e.g. from the airport to the hotel and vice versa) upon specific request;

- **Company promotional material**

Participants will have the opportunity to display their promotional material at the EBTC stand (to be agreed with the EBTC team).

## 8. Costs

Attendance of the EBTC Flagship Mission is **free of charge** for EU SMEs and researchers. **All other costs will be at the expense of the delegation members.**

Participants will be entitled to a **subsidy of € 200 per night for up to 5 nights**, to cover the accommodation, meals, local transport and sundry expenses. EBTC will only reimburse the real cost up to the maximum mentioned above and against the submission of the invoices as proof of payment. In case the costs exceed the reimbursable maximum, the difference will be at the charge of the delegation members.

**EBTC reserves the right to refuse the reimbursement to the participants that will not attend all the mandatory activities.**

## 9. Further information

If you are interested in discussing your participation and application to the mission with a representative from the EBTC team, please contact:

- **Gianpaolo Sarolli**, Innovhub Special Agency for innovation of the Milan Chamber of Commerce (Milan, Italy) phone +39 02 8515 5234 email: [sarolli.gianpaolo@mi.camcom.it](mailto:sarolli.gianpaolo@mi.camcom.it)
- **Gigi Møller**, ERBI (Cambridge, UK) phone: 0044 (0) 1223 896 458 email: [gigimoller@erbi.co.uk](mailto:gigimoller@erbi.co.uk)
- **Frederic Subirats i Vila**, ACC1Ó (Barcelona, Spain) phone +34 93 484 96 44 email: [fsubirats@acc10.cat](mailto:fsubirats@acc10.cat)