

**UKTI HOMELAND SECURITY TRADE MISSION TO INDIA  
DELHI – HYDERABAD - MUMBAI, 20-25 JANUARY 2013**

**POLICING --- COUNTER TERRORISM --- BORDER SECURITY --- SAFER CITIES**

**Bringing UK Companies to the Opportunities**

UKTI Defence & Security Organisation is offering a unique **SUBSIDISED** opportunity for UK security companies to meet key decision makers and potential partners in the Indian security sector. The Trade Mission will be **led by a UK Minister** and will be organised in association with several influential Indian trade associations.

The Mission will include:

- Interactions with Indian government, police, paramilitaries and security agencies
- Facilitated Business to Business (B2B) sessions with Indian businesses interested in working with UK companies
- Site visits and interactions with prime companies identified for their relevance to companies on the mission
- Session on how to grow a business in India, including 1-1 meetings with interested investors
- Hosted receptions in all three cities
- Comprehensive pre-briefing from UKTI DSO.

India is a stable state in an unstable region. It faces threats from insurgents along its borders and in recent years there has been a growing threat from terrorism both external and internal. The Mumbai terror attacks in November 2008, in which nearly 200 people were killed (including 3 British nationals) and over 300 were wounded, were a wake-up call for India.

The security sector in India is vast and desperate to modernise. India has approximately 1.2million police and 1.3million paramilitary forces personnel. Within this, the Central Reserve Police Force, at 350,000, is the largest paramilitary force in the world. The market is the subject of stiff competition from international competitors such as the US, Israel and France but is simply too big to ignore.

UKTI has identified several high value opportunities across India (<http://www.ukti.gov.uk/uktihome/item/219720.html>). Many of these are in mass transportation (rail, metro and airports) which all have a significant security aspect. Whilst this mission is primarily focussed to the homeland security and policing market, it is envisaged that the Indian prime contractors usually associated with these projects will be attending. Indian trade associations and business groups (Indian Chamber of Commerce etc) are working with our colleagues in Delhi to ensure the success of the mission.

The intention is to visit three cities – Delhi for the government perspective; Hyderabad as the centre of the vast Naxal terrorism-troubled region and the home of a growing high tech industry base; Mumbai as the focus of safer cities and coastal security initiatives. Each hub will provide the opportunity for in-depth discussions on homeland security issues fundamental to doing business here, and face-to-face discussions between UK missioners and Indian defence companies will be supported by Indian trade associations and chambers of commerce. A range of private sector and government speakers will provide an overview of the security market and business environment in India.

This mission follows a highly successful defence-themed mission to India in February 2012, run by the same team. For this security sector mission, we have managed to secure extra UK government funding to heavily subsidise the costs and therefore would strongly encourage companies to participate while this unique funding is available. The Trade Mission will be worthwhile for both UK companies who are well established in India and newcomers to this exciting market.

## DRAFT PROGRAMME

### Sunday 20 January 2013

- Evening UK pre-brief at the British High Commission

### Monday 21 January 2013

- Conference, Exhibition and facilitated B2B sessions with Indian government and industry participation
- Evening launch reception at British High Commissioner's Residence

### Tuesday 22 January 2013

- Fly to Hyderabad
- Round table discussion with local security forces
- Evening B2B session and reception hosted by Minister and Deputy High Commissioner Hyderabad

### Wednesday 23 January 2013

- Interaction with Police Training Academy
- Visits to Indian primes working in the security sector
- Evening free

### Thursday 24 January 2013

- Fly to Mumbai
- Interactive session on growing a business in India, and B2B session with key investors
- Site visit with local government agency
- Evening reception hosted by Minister and Deputy High Commissioner Mumbai

### Friday 25 January 2013

- Conference and round table discussion with local government security agencies and businesses
- Facilitated B2B session
- Wash up session with Minister, depart

## Mission Costs

The on-the-ground costs of this mission (receptions, ground transport, conference facilities, promotional literature) are being **wholly subsidised on behalf of UK companies by UKTI and its partners/sponsors**. Therefore the only charge to companies will be the UKTI Overseas Market Introduction Service Fee. Companies using the UKTI OMIS service for the first time will also be able to avail a 50% discount on this fee, under a special offer valid within this financial year only.

OMIS will be charged at **£1170+VAT per company** (subsequently subsidised by UKTI at 50% for those who are first time OMIS customers). This must be paid online or through your local UKTI trade office by 4 Jan latest. Detailed payment instructions will be sent on receipt of completed applications, and this rate allows for up to two participants per company.

## Travel and Visas

Companies will be required to book their own international and internal flights, and will be able to avail a government-negotiated rate at the hotels being used throughout the programme. Detailed information, including booking instructions, will be sent upon receipt of completed applications. UKTI DSO will also assist where required with the visa application process. Please note that the visa application process can take 2-3 weeks.

## To Participate

To secure your place on the mission, please complete and return the attached booking form by **Friday 14 December** to:

### Mr Robin Dhar

Desk Officer for India, Defence and Security Organisation  
UK Trade & Investment  
1 Victoria Street  
London SW1H 0ET E-Mail: robin.dhar@ukti.gov.uk

## **APPLICATION FORM**

**Company Name**  
**Address**  
**Contact name**  
**Position**  
**Email**  
**Telephone**  
**Website**  
**Fax**  
**Mobile**

**Mission delegates (up to 2)**  
**Names**  
**Home address**  
**Passport numbers**  
**Dates of birth**  
**Email**  
**Mobile**

**Visa details if available (number, expiry date, type), if not- do they require visa invitation letters from UKTI DSO**

**Father's name (required for processing of Indian security clearances)**

**Any special dietary or other requirements**

***Please attach 300dpi logo and passport size photograph of mission delegates (ideally in .jpeg format please)***

- **100 word company profile for mission brochure**
- **Objectives for participating in the mission**
- **Types of Indian customers you wish to meet (please state names/organisations if known)**
- **Nominees for invitations to receptions in Delhi, Hyderabad & Mumbai (please state full name, including title and post nominals, designation, address, telephone, mobile, email and fax)**