



The Council of EU Chambers of Commerce in India

**BUSINESS DELEGATION  
TO  
AMSTERDAM  
DUSSELDORF, BUDAPEST  
WARSAW**

**JUNE 19- 29, 2018**



**SECTORS REPRESENTED:**

- Alternate Energy-Solar Energy
- Automotive & Ancillaries, Machine/Auto tools
- Education Consulting
- Electrical Generators & spare parts
- ICT
- Pharmaceutical Regulatory Consultancy
- Logistics
- Tourism, Aviation & Hospitality

**OBJECTIVES:**

- To explore trade & business opportunities in Western & Central European Countries
- To form partnerships and collaborations with different organizations and institutions
- To pave the way for bilateral investment and create business opportunities.

**HIGHLIGHTS:**

- B2B Meetings in Amsterdam, Dusseldorf, Budapest, Warsaw.
- Meetings with Government Officials including Ambassadors, Ministers and Senators.
- Visits to High-Tech/Automotive Campus, JAD and Medical Robotic Technologies.
- Meetings with Local Chambers of Commerce

**DELEGATES PROFILE & PROGRAMME SCHEDULE**

| DATE                        | TIME                                                                                                                | MEETING/ACTIVITIES                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | ACCOMODATION            |
|-----------------------------|---------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------|
| <b>Tuesday, 19th June</b>   |                                                                                                                     | Departure from Mumbai to Amsterdam<br>9W 232 S BOMBAY AMSTERDAM 0240<br>0815                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 1st Night in Amsterdam  |
| <b>Wednesday, 20th June</b> | 10.00 – 10.30<br>10.30 – 10.45<br>10.45 – 11.00<br>11.00 – 11.15<br>11.15 – 11.30<br>11.30 – 12.00<br>12.00 – 13.30 | Meeting organized by Amsterdam in Business<br>Welcome with coffee/ tea<br>Welcome @ Amsterdam inbusiness – Jolanda van der Aart<br>Brief overview of the Amsterdam Area - India bilateral relationship : Economic & Government & Culture<br>Doing business in Europe - Business Development Agency<br>Taxation & Legal aspects of doing business in The Netherlands<br>Testimonial – we’ll invite an Indian company in Amsterdam for a personal story<br>Overview of International Newcomers centre / Expatcentre and offering lunch with various stakeholders for networking<br>END of Amsterdam program                                                                                       | 2nd Night in Eindhoven  |
| <b>Thursday, 21st June</b>  | 8.30<br>09.30-10.30<br>11.00-12.00<br>12.30-13.30<br>15.00-16.00<br>17.30                                           | Meeting organized by Brabant Development Agency (BOM), Netherlands<br>Welcome & Kick-off by Lars de Vries with short presentation on Brabant / Brainport region (hotel)<br>Visit to Automotive Campus <a href="http://automotivecampus.com/en/">http://automotivecampus.com/en/</a> (Helmond)<br>Visit Medical Robot <a href="http://www.medicalrobotictechnologies.nl/">http://www.medicalrobotictechnologies.nl/</a> (TU Eindhoven)<br>Visit & Lunch at High Tech Campus Eindhoven <a href="http://www.hightechcampus.com">www.hightechcampus.com</a> (HTC Eindhoven)<br>Visit to JADS (‘s-Hertogenbosch)<br>Meeting with Officials of India Buitenrustweg 2, 2517 KD, The Hague, Netherlands | 3rd Night in Eindhoven  |
| <b>Friday, 22nd June</b>    |                                                                                                                     | Departure from Eindhoven to Dusseldorf by coach @ 0800 hrs approx. 1hrs. 30 min<br>Meeting organized by Indo German Chamber                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 4th Night in Dusseldorf |
| <b>Saturday, 23rd June</b>  |                                                                                                                     | Departure from Dusseldorf to Vienna by road in the morning                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 5th Night in Vienna     |

|                             |       |                                                                                                                                                  |                       |
|-----------------------------|-------|--------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------|
| <b>Sunday, 24th June</b>    |       | Free Time<br>Departure from Vienna to Budapest                                                                                                   | 6th Night in Budapest |
| <b>Monday, 25th June</b>    |       | Meetings in Hungary                                                                                                                              | 7th Night in Budapest |
| <b>Tuesday, 26th June</b>   | 10.00 | Meeting organized by Hungarian Chambers of Commerce<br>Departure from Budapest to Warsaw                                                         | 8th Night Warsaw      |
| <b>Wednesday, 27th June</b> |       | Meeting organized by Indo Polish Chamber of Commerce and Industry (IPCCI)<br>followed by lunch<br>B2 B Meetings<br><br>Reception hosted by IPCCI | 9th Night Warsaw      |
| <b>Thursday, 28th June</b>  |       | Meetings in Warsaw<br>Visit to Krakow                                                                                                            | 10th Night Warsaw     |
| <b>Friday, 29th June</b>    |       | Departure from Warsaw to Mumbai<br>AF 1247 WARSAW PARIS 0625 0900<br>AF 6794 PARIS BOMBAY 1135 0010                                              |                       |



**Mr. Ameet Nivsarkar**  
President  
**The Council of EU Chambers of  
Commerce in India**

**DELEGATION LEADER**

**Vice President & Head, Corporate Affairs**  
**Tata Consultancy Services**  
Air-India Building 11th Floor  
Nariman Point Mumbai 400021  
Tel: + 91 22 67789407  
Email: [ameet.n@tcs.com](mailto:ameet.n@tcs.com)  
Website: [www.tcs.com](http://www.tcs.com)

**BUSINESS PROFILE:**

Appointed as the President of the Council of European Union Chambers of Commerce in India in 2017.

The Vice President and Head of Corporate Affairs at Tata Consultancy Services.

Prior to this, he was a part of the leadership team at NASSCOM, the apex body of the Indian Technology industry, where he led NASSCOM's international practice and cyber security initiatives.

**CORE OPERATING AREAS INCLUDE:**

He has extensive experience in the information technology sector and over the past 22 years has worked in various positions across the globe, ranging from hands-on operations to strategic planning and policy.

He has successfully demonstrated an ability to deliver in familiar and unfamiliar circumstances and is comfortable with building and managing teams.

In the technology sector, he is extensively networked, having worked with leaders and stakeholders across the globe.

He is also deeply connected with the ecosystem around the industry that involves the government, academia, media, trade bodies and think tanks.

**TATA CONSULTANCY SERVICES:**

Tata Consultancy Services Limited (TCS) is a world-leading information technology consulting, services, and business process organization. A pioneer in many fields, TCS is a US\$16.5 billion firm and has offices in 45 countries with over 350,000 highly skilled employees.

**INTERESTED AREAS:**

Increase business opportunities between Europe and India

**EXPECTATIONS:**

To meet relevant stakeholders



**Dr. Renu Shome**  
Director  
**The Council of EU Chambers of  
Commerce in India**

3<sup>rd</sup> Floor, Y. B. Chavan Centre,  
Gen. J. Bhosale Marg,  
Mumbai- 400021. India  
Tel: 022 22854563/22876012(D)  
Mob: +91 9821016552  
Email: [director@euindiachambers.com](mailto:director@euindiachambers.com)  
Website: [www.euindiachambers.com](http://www.euindiachambers.com)

**BUSINESS PROFILE:**

The Council of EU Chambers of Commerce in India (EU Chamber), an International Forum established in 1992 under the aegis of Head of the Delegation of the European Union to India.

EU Chambers is an apex body that epitomizes the development of global economic partnership between India and 28 European Union Countries. It serves as a platform for EU-Indian businesses to explore possibilities of export, imports, joint ventures, technology exchange and trade dialogue. EU Chambers also promotes two way trade and investment flow, assistance and services to parties interested in such business activities. CEUCCI acts as facilitator between business and government to strengthen EU-India economic ties.

The Chamber's primary promoters consist of European Bi-National Chambers and business and industry from India & EU

**INTERESTED AREAS:**

Developing inter-Chamber & Inter Organization interests and also assist the Mission's business meetings/ programmes.

Projecting the image of the Council of EU Chambers of Commerce in India as a global business catalyst

Strengthening inter organizational relations for promoting trade and commerce.

**EXPECTATIONS:**

To have mutual interactions with various stakeholders & ensure delegates have meaningful meetings.



**Mr. Sandesh Mainkar**

Director

**M/s. S.K.Consultants**

2, Roopwala Terrace, Next to Vijaya Bank

L. J. Road, Mahim

Mumbai- 400016, Maharashtra;

India

Tel: +91 22 24462353/ 24324399

Mob: +91 9870260000

Email: [sandeshmainkar@yahoo.com](mailto:sandeshmainkar@yahoo.com)

**BUSINESS PROFILE:**

Leading Customs Clearing & Freight Forwarding agents (S.S.Mainkar & Son)in Mumbai with reputed clients like Mitashi, Best IT, Dr. Reddy's, Mitsubhi Elevators etc. S.K Consultants is a sister concern into International Education Consulting since 2008 & also into Blockchain Technology for past 2 years.

**INTERESTED AREAS:**

Blockchain Technology, International Logistics & University tie-ups

**EXPECTATIONS:**

Interested in above 3 industry sectors.



**Dr. Vandana Jolad Shivangi**

Founder & MD

**(Ph.D, BSc-Tech, MRSC, MBA)**

**ViaTAL Pharma Consultancy**

604, Sabari Shivam, Nityanand Baug

Road, Satu Sweet Lane, Chembur

Camp. Mumbai- 4000074.

Mob: 9324873018/9594983910

Email:[vjolad@yahoo.com](mailto:vjolad@yahoo.com)

Website: [www.viatalpharma.com](http://www.viatalpharma.com)

**BUSINESS PROFILE:**

Dr. Vandana is a IRQAO Approved ISO & Global cGMP Auditor. <http://www.irqao.com/Search.aspx?s=jolad>

Dr. Vandana Jolad Shivanagi, PhD from UK, BTech and MBA from India having 23 years of pharma experience. She is a consultant of Regulatory, Pharma covigilance, Quality, GMP, Technical Global consultant, Pharma Consultancy is involved in a wide variety of regulatory consulting assignments with markets e.g. India, Europe, Asia Pacific, CIS, Middle- East, Africa, Latin America, Caribbean etc.

Dr. Vandana assists clients by guiding the product development in line with the country specific requirements, data generation, document compilation for submission to various Regulatory Agencies all over the world, responding to the queries and finally obtaining the approval or registration of the product all under one roof. Prime work is also GMP EU-audits.

Dr. Vandana's focus is to offer supportive services to Regulatory Departments of Pharmaceutical Companies in the field of Registering Pharmaceutical Dossier Writing. We are have been involved with all aspects of regulatory affairs, from supporting Clinical trials, bioequivalence waiver reports, validation data, Expert reports, Data for Overview, PSUR through registration activities, compilation of Pharmaceutical dossier / application for registrations of medicines and E-Filings to post-marketing regulatory obligations for Pharma Industry. Also offer 'Gap Analysis' which is a meticulous review of the dossier ready for submission.

**INTERESTED AREAS:**

Pharmaceuticals: getting business from pharma clients for us to consult in European or Global regulatory, making dossiers and sending to EU Clients. Involving in documentation of manufacturing, audit reports, clinical reports.

Other areas of interest are Yoga, Naturopathy and Ayurveda info training giving as we are associated with Kaivalyadham-The world famous yoga institution.

**EXPECTATIONS:**

Seeking business from Pharma manufacturers, those companies who want to get products registered in Europe and rest of the world, We specialized in all the back office work of regulatory and pharma co-vigilance.



**Mr. Pradeep Lokhande**  
Partner  
**PROTO-D Engineering**  
6-14, Lakshadeep Society  
Sec-3, Plot No 75/8  
Bhosari, Pune 411026,  
Maharashtra, India  
Tel: +91 02135 682008  
Mob: +91 9850550800  
E: [pradeep@protodengineering.com](mailto:pradeep@protodengineering.com)

#### **BUSINESS PROFILE:**

##### **Description of current business interest:**

Proto Type, Sheet Metal Components & Automobile Parts

#### **INTERESTED AREAS:**

Automobile Parts, Laser Cutting

#### **EXPECTATIONS:**

Interested to find partners in above areas.



**Mr. Dipak Shinde**  
Partner  
**PROTO-D Engineering**  
C-7, Aditwa Apartments, Plot No  
88/P2, Sec No 7, Indrayaninagar,  
Bhosari, Pune 411026  
Maharashtra, India  
Tel: +91 02135 682008  
Mob: + 91 9922910205  
Email: [dipak@protodengineering.com](mailto:dipak@protodengineering.com)

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**Mr. Asgar Jawad Khan**  
Executive Director  
**Purexperience (India) Pvt. Ltd.**

332, Sector 40, Near Huda Market  
Gurgaon 122002, Haryana, India  
Tel: +91 0124 4367024  
Mob: +91 8424007869  
Email: [ed@purexperience.in](mailto:ed@purexperience.in)

**BUSINESS PROFILE:**

Purexperience is one of India's newest and fastest growing professionally managed tour operating company based Gurgaon. The company has a unique advantage in being one of the distinguished Travel House with fully sophisticated & highly equipped operational travel center having ultramodern communication amenities to handle daily operational functions

Our company's main strength lies in travel affiliated services such as: Corporate Travels, MICE, Sports Tourism, Retail Ticketing, Customized Holidays, International Hotel Bookings, Trade Fairs, Conferences / Incentive Tours, Domestic & Global Holidays Visa & Foreign Exchange etc. Since it's incorporation, our company has been recognized as a leading travel organization by International Airlines / Suppliers / Overseas Vendor & Corporate Houses. Our entire office premises have 24 hrs online email connections on broadband platform. Further, we are also well equipped with Central Reservation systems viz. Galileo, Abacus & Amadeus. A strong network tie up with agents across the globe serves us in the capacity of our handling agents for Inbound Group & Incentive Movements

**INTERESTED AREAS:**

Travel Tourism, Aviation & Hospitality

**EXPECTATIONS:**

To meet and interact with relevant stakeholders from above mentioned sectors



**Mr. Ashwinikumar Joshi**  
Director  
**Shaunak Engineering**

A 3/4, Taragiri, Plot No 56  
Ideal Colony, Kothrud  
Pune- 411038  
Tel: +91 020 25466073  
Fax: +91 20 25466073  
Mob: +91 9890920063  
Email: [shaunak.engg@gmail.com](mailto:shaunak.engg@gmail.com)

**BUSINESS PROFILE:**

Shaunak Engineering is in the business of selling high quality used machine tools for automotive industry from Germany/Europe for last 34 years.

**INTERESTED AREAS:**

Alternate Energy-Solar Energy & Automobile industry

**EXPECTATIONS:**

Would like to meet delegates from Alternate energy especially Solar energy & Automobile/Engineering sector from export potential & JV.



**Mr. Rajinder Kumar**  
General Manager  
**Naresh Enterprises**  
786 Ismilepur Road  
Vpo Mehatpur Tehsil Nakodar  
Jalandhar Punjab 144041  
Tel: +91 01821 250444/9914904111  
Fax: + 91 01821 250008  
Mob: +91 9781404111  
Email: [nkchhibber1980@gmail.com](mailto:nkchhibber1980@gmail.com)

#### **BUSINESS PROFILE:**

Manufacturer of Machine tools, Auto tools, Garden Tools, Hand Tools, Auto Parts and Light Engineering goods, Agriculture Implements, etc. We have innovative range of tools.

Member of EU Chambers and other Chambers such as, EEPC India, FICCI, FIEO, Indo German Chamber of Commerce and Indo Italian Chamber of commerce.

Our company has office in Bulgaria, Romania, Italy, Poland, Azerbaijan and Georgia.

#### **INTERESTED AREAS:**

Meeting companies having interest in machine tools, Auto Tools, Hand Tools and other tools which are used for various purposes.

#### **EXPECTATIONS:**

Export and Import of products mentioned above. Also, looking for investment in the above areas.



**Mr. Gurwinder Singh Purewal**  
Global Marketing Manager  
**Naresh Enterprises**  
786 Ismilepur Road  
Vpo Mehatpur Tehsil Nakodar  
Jalandhar Puniab 144041  
Tel: +91 01821 250444  
Fax: + 91 01821 250008  
Mob: +91 8437000104  
Email: [nkchhibber1980@gmail.com](mailto:nkchhibber1980@gmail.com)

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Proprietor  
**Naresh Enterprises**  
786 Ismilepur Road  
Vpo Mehatpur Tehsil Nakodar  
Jalandhar Punjab 144041  
Tel: +91 01821 250444  
Fax: + 91 01821 250008  
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Email: [nkchhibber1980@gmail.com](mailto:nkchhibber1980@gmail.com)

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**Mr. Madan Mohan Sharma**  
CEO  
**M/S Chhibber Impex**  
183 Tower Colony  
Vpo Mehatpur Tehsil Nakodar  
Jalandhar, Punjab 144041  
Tel: +91 01821250999/  
9914606999  
Fax: +91 01821 2500444  
Mob: + 91 9855715999  
E: [chhibberimpex@rediffmail.com](mailto:chhibberimpex@rediffmail.com)

#### **BUSINESS PROFILE:**

We are a trusted name in Electrical Generators and Spare Parts. Chhibber Impex Provide different types of services which are related to the Electrical Generators from small sizes to large such as, Brushless rotating field generator these are especially used for agriculture works and other jobs like as poultry, irrigation systems, greenhouse facilities or dairy operations, Chhibber Impex is complete generator solution provider.

Member of EU Chambers and other Chambers such as, EEPC India, FICCI, FIEO, Indo German Chamber of Commerce and Indo Italian Chamber of commerce.

Our company has office in Bulgaria, Romania, Italy, Poland, Azerbaijan and Georgia.

#### **INTERESTED AREAS:**

Meeting companies having interests in electrical generators and other parts of generator which are mentioned in the company profile.

#### **EXPECTATIONS:**

Export and Import of products as mentioned above and investing in same areas.



**Mr. Raju Marwaha**  
Sr. Marketing Manager  
**M/S Chhibber Impex**  
183 Tower Colony  
Vpo Mehatpur Tehsil, Nakodar  
Jalandhar, Punjab 144041  
Tel: +91 01821250999  
Fax: +91 01821 2500444  
Mob: + 91 9877298653  
Email: [marwahraju1973@gmail.com](mailto:marwahraju1973@gmail.com)

#### **BUSINESS PROFILE:**

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**Mr. Vivek Bhandari**  
General Manager  
**Bhumi International**  
125 Main Road  
Vpo Mehatpur Tehsil, Nakodar  
Jalandhar, Punjab 144041  
Tele/ Fax: +91 01821 645061  
Mob: + 91 8288818271  
9041282837  
Email: [amanbhumiint@gmail.com](mailto:amanbhumiint@gmail.com)

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## Mr. Kishor Godse

Director

### ProtoGlobe Systems Pvt Ltd.

Magarpatta city, Hadapsar,

Pune 411028 India

Tel: 020 65301155

+91 920902 1155

Mob: +91 9850824748

Email: kishor@prototsolutions.com

## BUSINESS PROFILE:

ProtoGlobe Systems is young software product development company having products like

- ❖ TaxonomyHub (Invoicing/Billing and GST filling product <https://www.taxonomyhub.com>).
- ❖ ScanGen (Barcode Scanner and Generator
- ❖ <https://www.prototsolutions.com/barcode.php>),
- ❖ Lokshahi (e-Campaigning product
- ❖ <https://www.prototsolutions.com/lokshahi.php>),

Our upcoming Products include

- ❖ ProtoAutomate (End to End Factory Automation System)
- ❖ IOT based Location Tracking/ Environment monitoring system that collects information of Location, Temperature, Humidity and Other environmental parameters like CO2 emission, Nitrogen emission etc,

ProtoGlobe System also provides end to end software consultation in the field of Software development, Mobile computing, Automation using IoT (Internet of Things), Artificial Intelligence services and cloud computing for business continuation in small and medium scale industry. We help businesses to channel open platform/software and services to innovate and realize the advantages of digital media. We have worked on Logistic, ERP, CRM, Law domains and currently working on Healthcare domain and ready to explore new domains as per business requirement.

## INTERESTED AREAS:

- Software Development
- Mobile Computing (Android, iOS, Hybrid)
- Development of Sensor based system on IoT (Internet of Things) platform
- Data Analytics
- Consulting services
- Embedded system design and Development

## EXPECTATIONS:

- Get acquainted with industrial peer in Europe
- To meet delegates looking for setup Offshore Software development centre in India
- Partnership for collectively developing new systems.
- Look for new business opportunities for organization in Europe