

Ganesha: EU/SLO-India

Smart Specialisation Initiative for Internationalization

Monday, 26 February 2018

09.00 – 17.00 hrs

Technology Park Ljubljana, Slovenia,

Tehnološki park 19, Building B, Conference Room – Ground Floor



Demo & Pilot Workshop No. 4

Creating, implementing and commercializing pilot solutions in the foreign markets for companies' internationalization and growth

Endorsed by:



REPUBLIC OF SLOVENIA
MINISTRY OF EDUCATION,
SCIENCE AND SPORT



REPUBLIC OF SLOVENIA
MINISTRY OF ECONOMIC DEVELOPMENT
AND TECHNOLOGY



REPUBLIC OF SLOVENIA
GOVERNMENT OFFICE FOR DEVELOPMENT
AND EUROPEAN COHESION POLICY



REPUBLIC OF SLOVENIA
MINISTRY OF FOREIGN AFFAIRS
OF THE REPUBLIC OF SLOVENIA

Principle Focus Areas



ENERGY



WATER



IoT &
SMART SYSTEMS



WASTE



SMART
HABITATS



GREEN
MANUFACTURING



TRANSPORT &
MOBILITY



FOOD &
AGRICULTURE



SUSTAINABLE
TOURISM

Overview

The Ganesha programme is a strategic business-technology platform for Slovenian and EU companies to demonstrate their innovation and pave commercial inroads in the Indian market together with Indian partners.

After 4 years of sustained engagements and more recent interactions with Slovenian and Indian stakeholder groups, **the initiative invites also companies from EU, especially CEE – Central and Eastern EU countries.**

Among all applications received, **up to 10 of them will be selected and presented during the Workshop.** All other applicants and stakeholders are also invited to participate the Workshop.

What's in it for you?

- Identified and guaranteed Pilot and Demonstration Projects in case of selection
- Special entry line to companies for high profile Indian projects e.g. Clean Ganga, Digital India, Make-in-India, 100 Smart cities India etc.
- Pre-checked, prepared In-Market Partners
- Potential Financial Contributions Governments and other supporting partners
- Complete market research and administrative support on the ground
- Access to a panel of sector experts and market knowledge/insights
- Strategic positioning of companies in the India-Africa corridor

Workshop Agenda, 26 Feb 2018 Morning – TPLJ Conference Room

Workshop Agenda, 26 Feb 2018 Afternoon – TPLJ Meeting Room

09.15 hrs	Welcome Address & Introduction ETI Dynamics & Hi.Tech Slovenia		
09.30 hrs	Presentation of The Ganesha Programme: EU SMEs going international <ul style="list-style-type: none"> • Qualification Criteria: How to Participate • Available Financing for Projects • Progress Made • Presentation of success cases • Details of Market scoping visit 	13.30 hrs	Presentation of the cutting edge tech solutions. Up to 5x company presentations, based on PPTs sent, 10' – 15' each.
10.45 hrs	<i>Coffee Break</i>	14.45 hrs	<i>Coffee Break</i>
11.15 hrs	International Technology Transfer and Commercialisation Models Masterclass	15.15 hrs	Presentation of Slovenian cutting edge tech solutions. Up to 5x company presentations.
12.45 hrs	<i>Lunch Break</i>	16.30 hrs	<i>Closure</i>

How to apply & attend?

For registration please **fill and send us the form attached** or fill it **on-line**. We expect your registration and **presentation (PPT)** to be send to vera.nunic@tp-lj.si latest by **13.00 hrs on Wednesday, 21st Feb 2018**.

All other info available at 01 620 34 00.

Your 5 slides PPT presentation shall address:

- Company profile (products, finance, strategy);
- A product/technology/solution brief;
- A reference or case/application presentation;
- Profile of expected foreign (Indian) partners and segments to address;
- Suggested pilot idea.

There is **no cost to participate** in the workshop but **registration is necessary**. Companies **keen on making a presentation, getting immediate feedback, insights on potential partners, pilots and instruction for next steps on Indian market should register at the earliest**. Due to limited room organizers may close the registrations before the final registration date.

Who to join and attend?

If your answers to the following questions is “yes”, you can have a benefit attending the Workshop and you’re more than welcome to join:

- Do you have or developed your own technology, products or solution, which comply with any of the S4 - Slovenian Smart Specialisation Strategy or meet the focus areas of the Workshop?
- Do you have plans to grow internationally and market / commercialize your offering(s)?
- Is India one of your top priority markets and developing countries a strategic long-term focus?

Why pilot projects?

Pilots are considered as an efficient tool for developing and growing international business, going beyond traditional R&D & product selling. It focuses on synergies with potential partners, delivering right value to customers, preparing venture for market acceptance, developing new or upscaled business models and integrating in the value chain.

INDIA
States and Union Territories

Project 1: Uttarakhand
- Smart Habitat + Sustainable Mfg + Sustainable Tourism
- Additional Projects: Food & Wine, Pharma, Wood

Project 2: Uttar Pradesh / Ganga
- Smart Habitat + Sustainable Mfg + Sustainable Tourism
- Additional: Big Data, IoT, Analytics



Project 3: Chhattisgarh
- Smart Habitats + Sustainable Mfg + Sustainable Tourism
- Additional Projects: Electronics, Steel, Iron, Mining

Project 4: Andhra Pradesh
- Smart Habitat + Sustainable Mfg + Sustainable Tourism
- Additional Projects: Oil & Gas, Dairy

LEGEND
- - - International Boundary
- - - State Boundary
● Country Capital
● State Capital

Map not to Scale
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	<p>Hi.Tech Slovenia is Slovenian initiative which operates as an ecosystem. It creates partnerships to address the challenges on the global markets with innovative technologies, products and/or solutions based on new business models and international value chains. The model used is known as a business-technology bridge. Initiative has been active since 2014 and has been managed by partners: Technology Park Ljubljana, TECES and Eurocon.</p>
	<p>ETI Dynamics operates as a big impacts lab to create numerous high impact solutions in the Environment, Sustainability and Cleantech area. The company holds and manages a portfolio of these solutions that manifest in multiple formats ranging from projects, companies, ventures, new IP, investment funds and financial instruments. The company is headquartered in UK and India.</p>