
Global Business Inroads

Your Opportunity to Commercialise and
Internationalize

Introduction to GBI

A boutique international technology management entity with expertise in:

- Technology Transfer and Project Management in the Clean-Tech, Life Sciences and ICT sectors.
- Program and Ecosystem Development for international technology transfer and climate change mitigation.

GBI – What we do

- Technology Transfer and Commercialization (TMI Process)
- Program Management & Ecosystem Development
- Project Management Consultancy

Supported over 200 Institutions, SMEs and Start-ups from EU and US in various capacities

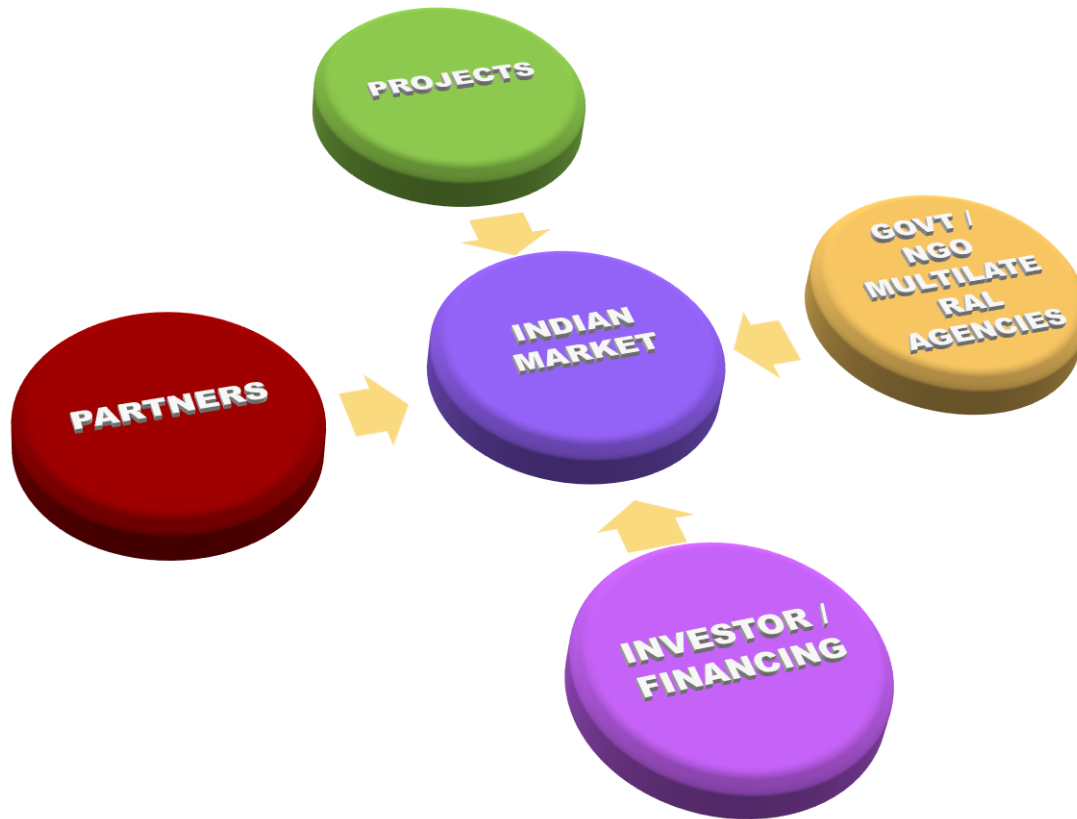
Innovation and Creativity is the key to finding solutions for each and every client

GBI – Technology Management Interface (TMI)

	Service	Description
Short Term	Market Validation	Opportunities in India; Potential for Technology in India
	Partner Identification & Connect	Identify and connect with potential partners for collaboration for business or research
	Technology Representation	Technology Manager who will be Single Point of Contact
Medium Term	Business Analytics	Techno-commercial analysis and revenue projection for local market.
	Business Strategy	Business Model Development; Marketing & Sales Strategy
	Technology Indigenization	Bill of Materials, Supply chain & Sourcing strategy; Cost assessment & Pricing Strategy; O&M Strategy;
	IP Management	*
Long Term	Demonstration Projects	Identification of potential partners and sites for piloting the technology
	Technology Product Development	Managing the research project and developing the products with identified partners
	Technology Commercialisation	Technology implementation in India; Scale-up of Technology & Business
	Financial Advisory	Connect with Financial Networks - VC PE, Debt, Corporate Investors, International and Bilateral Grants;
	Liaison with Government	Support on Tender applications, follow-up and lobbying, technology promotion

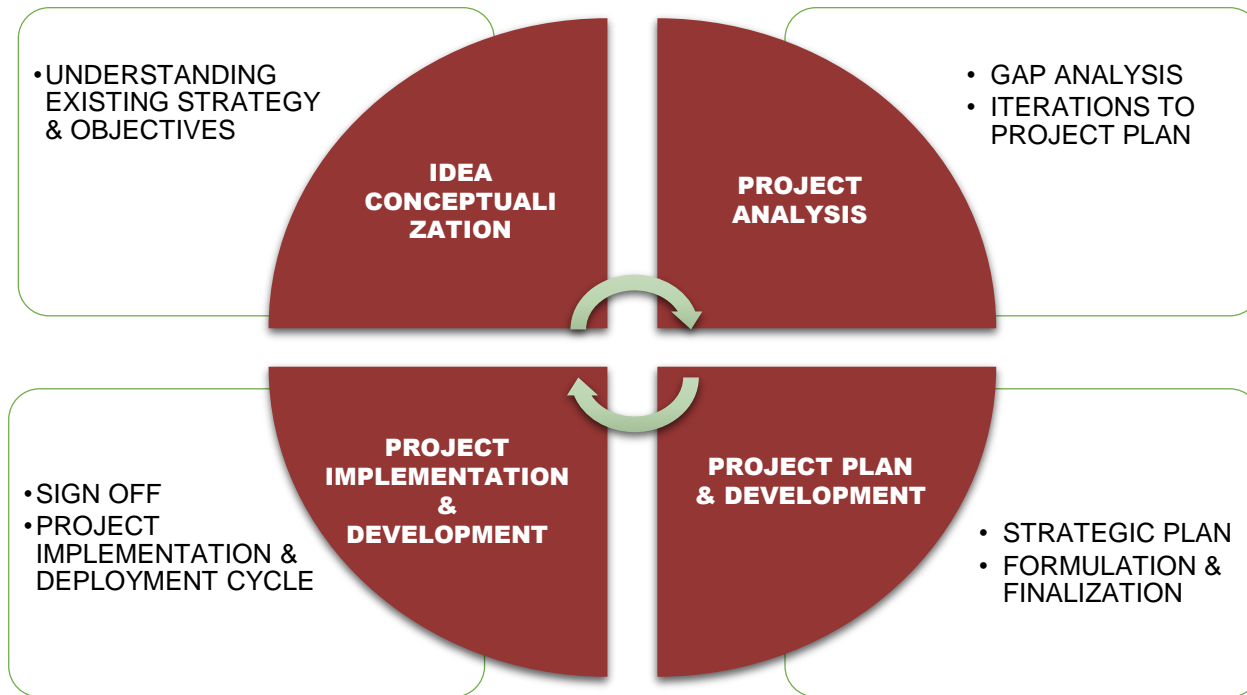
* GBI can support with IP, Legal & Accounting services as required

GBI – Project Management Consultancy



- Highview Power Storage, UK
- General Microgrids Inc, USA

GBI – Program Management



- Global LifeSci Development Corporation
- Global Technology Interface
- European Business Network
- US Market Access Centre
- Carbon Disclosure Project
- Swissnex
- Professional Passport

GBI – Integrated Process for Tech Scouting and Deployment

Display & Discover

- Global Technology Interface™(GTI™) for tech promotion and discovery
- Connect with global markets saving time and money for initial market discovery
- Global marketplace for businesses to reach partners, investors and end customers
- Portal to learn and collaborate across geographies
- Business & innovation portfolio for entities seeking investments

Develop

- Customized visits to markets to meet key project opportunities and relevant stakeholders
- Identification of Project opportunities, Customers and Partners
- Insights into the market for technology, its feasibility, assessment and positioning
- Tech Localization

Deploy

- In Country representation
- Technology Management/ Commercialization(refer slide 4)
- Eco System Development for Technology Deployment
- Capacity Building and pilot demonstration
- Government Liaison
- Strategic Financing & Investment Consulting

Global Technology Interface™ (GTI™)

Display, Discover, Develop, Deploy



A portal for global collaborations

www.globaltechinterface.com

Provides a platform for early market discovery by showcasing technology and discovering new markets with an objective to foster collaborations while saving time and money

Tech Displayer – Tech Seeker

Connect

Facilitate

Identify early opportunity

open innovation

Reference: anihontas.wordpress.com

GBI Approach – Technology Management Interface

GBI: Supporting tech to Display, Discover, Develop, Deploy into India

Global Technology Interface™ (GTI™) – Display and Discover

Technology Showcase Display the technology; Discover the technology seekers

Technology Management Interface (TMI) – Develop and Deploy

Market Discovery and Visit

Connect and meet with at-least 5-10 potential partners and customers

Market Validation

Market research and Customer Identification- Understanding the needs of the market, competition and identifying customers

Description of opportunities in the relevant sector in India

Ecosystem development

**Commercialization/
Deployment**

Technology representation in India

Technology Indigenization (bill of materials, supply chain, pricing), IP Management

Business analytics & strategy; Business Model Development

Technology demonstration and deployment, Finance and Investment

Advisory, Company Incorporation and Government Liaison

Business Incubation

Office space and administrative support services in India

GBI – Networks and Credentials

- India representative of– European Business and Innovation Network ([EBN](#)), Brussels
- Global Ambassador India for International Business Innovation Association ([InBIA](#)), USA
- India D-Hub of the Global Cleantech Cluster Association ([GCCA](#)) and Global Technology Deployment Initiative ([GTDI](#)), USA, Europe, China
- India Representative of [RUTA-N](#), Medellin, Colombia
- Selected as an Expert by [swissnex, India](#) to support Swiss start-ups in India.
- Global coordinator for Global Lifescience Development Corporation, Maryland, USA

GBI – Clientele

Institutions

- National and Regional Governments
- Non-profit or Developmental Institutions
- Technology Clusters
- Financial Agencies
- Private/Public Sector Research Institutions
- Accelerators, Incubators and Innovation Centers

Private Companies

- Large Corporates
- SME's
- Entrepreneurs
- Start-ups

GBI – Credentials

Institutions

- Global Cleantech Cluster Association (GCCA)
- Global Lifescience Development Corporation, USA
- US Market Access Center, US MAC
- European Business Network (EBN | BIC)
- The International Business Innovation Association (InBIA)
- Swissnex, Bangalore
- Madi Group, Brussels
- EU Commission / EBTC
(Cambridge Cleantech, Climate-KIC Network, Fraunhofer, Coventry University Enterprises Limited)
- National Renewable Energy Laboratory - NREL
- ARCHES - Advanced Research Centre for Health, Environment and Space, Italy
- William J Clinton Foundation's Clinton Climate Initiative, USA

Private Companies

- Sun Renewables Pvt Ltd, India & UK
- Sirab Technologies Inc, California, USA
- EC Wind, Sweden
- Robert Bosch, India
- Highview Power Storage, UK
- BAE Systems, UK
- SunBD - Portugal
- Gasrec Limited, UK
- Giraud and Hallot, France
- Air Water Treatment, Spain
- Louis Berger Group, USA

GBI – Credentials

Institutions

- Alliance to Save Energy, USA
- Argonne National Laboratories / US Department of Energy, USA
- Dundee University, Scotland, UK
- Foundation for Strategic Competence Development (FSCD)
- Indo-French Chamber of Commerce & Industry, India
- Marrie Brizzard and Roger International, France
- Pittsburgh Regional Alliance, USA
- UK India Business Council, India
- United States Agency for International Development, USA
- United States Asia Environmental Partnership, USA
- US Consul General and State Department

Private Companies

- Bordeaux School of Business, France
- Sannam S4 Consulting Private Limited, India
- Tessera Solar International, UK
- Harold Doan & Associates, Canada
- Resort Energy Ventures, USA
- Stirling Energy Systems, USA

GBI – Contact



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