



The Port of Los Angeles, U.S. Commercial Service, and Quanta Consulting, Inc. present the



5th Annual INDIA TRADE CONFERENCE

INNOVATION, INFRASTRUCTURE AND SOCIAL IMPACT
THURSDAY, JUNE 28, 2012 - LOS ANGELES



An Interactive Experience with Global Executives and Experts from the Port of Los Angeles, U.S. Commercial Service, Broadcom, USC Marshall, Toshiba, Western Digital, Quanta Consulting, BeWo, Southern California Edison, Itron, Meridian Finance, Western Overseas Corp, OPIC/Vnesto, West Coast Consulting, ITA, Fedex, Chartis, Chisk Group, Gupta Consulting Group. UPS, Export Achievement Award by the U.S. Department of Commerce.

- ❖ Featuring the Consul General of India
- ❖ New India Opportunities, Markets & Trends
- ❖ Non-Conventional Financing & Risk
- ❖ Social Entrepreneurship
- ❖ Innovation and Smart Energy
- ❖ Logistics and Trade Nuances

Registration \$99/\$129
Students \$49

Sponsorship \$1,000+
Booth \$350

Free Parking

Cerritos Center for the Performing Arts
12700 Center Court Dr, Cerritos, CA 90703
itc@QuantaCo.com ~ 1.949.480.9466 x300
Details subject to change ~ v1.57

Program

08:00 AM Registration & Breakfast

08:45 AM Keynote Session

N. Parthasarathi, Consul General of India, San Francisco, USA
Holly Vineyard, Dep Assistant Secretary of Commerce (South Asia), International Trade Administration
Carol Chen, Councilmember, City of Cerritos
Export Achievement Award Winner, U.S. Dept of Commerce

10:30 AM Panel: India Strategy and Trends

India opportunities, trends, incentives, markets, and culture
Success stories and optimal approaches
High Growth industry segments

Moderator: R Sampath, Managing Director, Quanta Consulting, Inc.
Shekhar Chitnis, CEO, Chitnis Consulting, Inc.
Christopher Harrington, Vice President of Strategy and Chief CSR Officer, Toshiba America
Dr. K. Ravi Kumar, Professor, USC Marshall School of Business
Aileen Nandi, U.S. Department of Commerce
Richard Rutledge, Senior Vice President of Marketing, Western Digital

NOON Luncheon: Indian Cuisine

Bollywood Media Highlights and Sponsor Showcase
Book Signing: Predictable Magic by Deepa Prahalad

01:30 PM Panel: Trade & Logistics

Logistics challenges and solutions in trade with India
Sea & Air cargo trends in trade between India and So California

Moderator: Jim MacLellan, Director of Trade Services, Port of Los Angeles
Steve Arnold, Regional International Sales Manager, Fedex
Doreen Bonnici, International Agency Development Director, Western Overseas Corp
Eddie Northen, Vice President of Finance, UPS West Region
Joyce Sloss, Director, Los Angeles World Airports

02:45 PM Panel: Social Entrepreneurship in India

Social & Humanitarian Technologies
Bottom-of-the-Pyramid and Private-NGO-Public partnerships
Live Case Study

Moderator: Dr. Sangeeta Gupta, Partner, Gupta Consulting Group
Paula Golden, Executive Director, Broadcom Foundation
Sharad Pawar, Co-Founder & COO, BeWo Technologies
Deepa Prahalad, Author and Strategy Consultant

04:00 PM Panel: Innovation and Smart Energy

Energy, Smart Meters and SmartGrid
Macro and Micro Innovation

Moderator: Rajat Khurana, CEO, West Coast Consulting LLC
Doug Malousis, Edison SmartConnect, Southern California Edison
Ken Prevatte, Itron

04:45 PM Panel: Non-Conventional Financing and Risk

Leveraging global bodies and entities
Trade finance and risk
Regulatory and Legal

Moderator: Kathy Lin, Meridian Finance Group
Rita Sukiasian, Senior Underwriter, Chartis Trade Credit Insurance
Ricardo Tejada, Overseas Private Investment Corporation / Vnesto

06:00 PM Reception: Networking and Cocktails

Who Should Attend

- ❖ Corporations with an India strategy.
- ❖ Small-to-Medium Size Enterprises.
- ❖ Indian businesses & NRIs in Southern California.
- ❖ Non-profit entities and NGOs with India initiatives.
- ❖ Companies in global transportation, finance, legal & trade insurance sectors.
- ❖ Professionals exploring globalization.

Numbers, Demographics & Community

- ❖ Over 250 conference participants.
- ❖ Over 45,000 recipients of Conference information.
- ❖ Primarily Small & Medium sized Enterprises.
- ❖ Significant Indian/Asian community presence.
- ❖ Partnerships with local trade, business, government, and community organizations.

Conference Attendee Comments

“A galaxy of speakers. Exceptional!” - *Attendee from India.*

“We are proud to be one of the sponsors for this amazing opportunity working with the Indian community. It is a good partnership, a great learning opportunity of the culture, the people, the language and business. Thank you for all the hard work.” - *Southern California Edison, Sponsor.*

“I found the quality of the event to be top notch. The audience had great interest in the subject, and the panelists really had an outstanding grasp of the topics.” - *Conference Participant & Speaker.*

“I was quite impressed with the energy there. A very well organized conference.” - *Attendee.*

“I had a great time, made a lot of great contacts and learned a lot about doing business in India. I thought the presentations and the panels were very informative.” - *Business Attendee.*

“It was very interesting, enlightening, and informational.” - *Conference Attendee.*

“Very impressive - the institutionalizing of a great event. Congratulations on pioneering a great idea well implemented” - *Associate Dean, USC Marshall.*

Why Sponsor

- ❖ Access to global businesses, engagement with the Indian/Asian community, and local economic development.
- ❖ Communications to over 45,000 businesses and professionals in Southern California, US, and India.
- ❖ Print & media exposure including press releases, online listings, banners, literature, and www.SoCalGlobal.org
- ❖ Speaking engagements at our other events and seminars over the year.
- ❖ Exclusive sponsor & speaker receptions.
- ❖ Booth and event tickets included.

Conference Planning Committee

- ❖ R Sampath, Managing Director, Quanta Consulting, Inc. / BeWo
- ❖ Yair Crane, Founder, Next Global Stage LLC
- ❖ Lynn Dangtu, President, EBD
- ❖ Dr. K. Ravi Kumar, Professor, USC Marshall School of Business
- ❖ Dr. Sangeeta Gupta, Partner, Gupta Consulting Group; TiE-South Coast Board
- ❖ Julie Anne Hennessy, Director, U.S. Commercial Service, U.S. Dept of Commerce
- ❖ Rajat Khurana, CEO, West Coast Consulting LLC
- ❖ Jim MacLellan, Director of Trade Services, Port of Los Angeles
- ❖ Daphne Ng, Executive Director, AAPA, Southern California Edison
- ❖ Bala Palanisamy, Best IT Experts, Inc.
- ❖ Sharad Pawar, Co-Founder & COO, BeWo Technologies

