



# AMCHAM Update



AMCHAM - The Voice of American Business in India

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AMCHAM's door knock delegation with Representative Steve Chabot (R-OH)

## HIGHLIGHTS

- Annual Door Knock to Washington DC 2019
- Meeting with Consul General Patti Hoffman, U.S. Consulate Kolkata
- Learning and Sharing Session on 'Supply Chains for a Digital World'
- Breakfast Session on 'Doing Business in India' with Consul General Robert G. Burgess and Mr. Manoj Desai, Principal Commercial Officer, U.S. Consulate General Chennai
- USPTO Roundtable on Intellectual Property Concerns in Bangladesh, Sri Lanka and Pakistan with Ms. Zeba Reyazuddin, Acting Assistant U.S. Trade Representative, South and Central Asian Affairs





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## Office Bearers

### Chairman

**Mr. Phil Shaw**  
Chief Executive  
Lockheed Martin India

### Vice Chairpersons

**Ms. Kaku Nakhate**  
President & Country Head  
(India)  
Bank of America N.A.

**Mr. Sanjay Koul**  
Chairman & Managing Director  
Timken India Limited

### Hon. Secretary & Treasurer

**Mr. Atul Dhawan**  
Chief Strategy Officer  
Deloitte Touche Tohmatsu  
India LLP

### Immediate Past Chairman

**Mr. Krish Iyer**  
President and CEO  
Wal-Mart India

### Board Members

**Ms. Rekha M. Menon**  
Chairman and Senior  
Managing Director  
Accenture in India

**Mr. Sanjay Bhutani**  
Managing Director - India &  
SAARC  
Bausch & Lomb India

**Mr. Ravinder Dang**  
Managing Director  
Baxter (India)

### **Mr. Salil Anil Gupte**

President  
Boeing India

**Mr. Ramkumar Ramamoorthy**  
Executive Director, India  
Cognizant Technology Solutions

**Mr. Rajesh Janey**  
President & Managing Director-  
Enterprise India  
Dell EMC

**Mr. Som Satsangi**  
Managing Director  
Hewlett Packard Enterprise  
India

**Mr. Karan Bajwa**  
MD and RGM India  
& South Asia  
IBM India

**Mr. Arun M. Kumar**  
Chairman and CEO  
KPMG in India

**Ms. Ursula Thakkar**  
Managing Director  
South Asia,  
Lubrizol Advanced Materials  
India

**Mr. Palash Roy Chowdhury**  
Managing Director – Pratt &  
Whitney  
United Technologies  
Corporation

**Mr. Gulshan Kumar Sachdev**  
Managing Director  
Quaker Chemical India Limited

**Mr. Shashidhar Reddy**  
Vice President – Engineering  
Qualcomm India

### **Mr. Abhishek Tomar**

Managing Director  
S&P Capital IQ (India)

**Mr. Iqbal Sait**  
Head of EMEA Operations  
Saggezza India

**Mr. Debdas Sen**  
CEO  
TCG Digital Solutions

**Mr. Rajan Aiyer**  
Managing Director –  
Trimble India & SAAARC  
Region  
Trimble Information  
Technologies India

### Honorary Members

**Mr. J. Robert Garverick**  
Minister Counselor for  
Economic, Environment,  
Science and Technology  
Affairs  
U.S. Embassy

**Ms. Aileen Nandi**  
Minister Counselor  
for Commercial Affairs  
U.S. Embassy

### Special Invitees

**Mr. C.R. Dua**  
Chairman  
Dua Associates

**Mr. Luca Visini**  
Managing Director  
Eli Lilly and Company  
Indian Sub-Continent



## Chairman's message

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I was delighted to be given the opportunity to lead a delegation of AMCHAM members for the annual door knock in Washington DC last month. We met with numerous lawmakers and key individuals in the U.S. administration who are engaged with India on various economic and security matters. A white paper highlighting opportunities and key issues for identified sectors was prepared in collaboration with KPMG for presenting to influencers leading the U.S.-India economic partnership. The document provided an industry perspective on India's economy while highlighting some of the key sector-wise industry related challenges faced by U.S. companies operating in India.

The main topics of discussions with government officials included data localization across sectors, IP protection, GSP withdrawal, Copyright Bill – Form 27 issues in IT, banking, e-commerce, cyber security, smart manufacturing, CAATSA (Countering America's Adversaries Through Sanctions Act), potential for a Congressional study group on India, basic impediments to Investments, critical financing through EXIM bank, USG's vision on the Indo-Pacific, aviation, space relationship and program, U.S.-India higher education dialogue and B2G interactions on the side lines of G2G dialogues across sectors.

A turn in the U.S.-India relationship was witnessed during the visit of Secretary of State, Mike Pompeo to New Delhi. Both governments have been aiming at balancing the relationship through strengthening strategic ties by sharing a vision for a free, open, and rules-based Indo-Pacific region by growing cooperation in areas such as energy, aviation, and space. There were discussions on economic and trade issues, growing bilateral defence ties, e-commerce and data localization as well. U.S. defense sales to India are estimated to reach about \$18 billion by 2019 from near zero in 2008, increasing India's national security capabilities and growing employment in both countries.<sup>1</sup>

AMCHAM recently launched the LGBTQ chapter of AMCHAM's Diversity and Inclusion Committee with a panel session on 'Perspectives on LGBTQ Workplace Equality in India' which included Consul General Edgard D. Kagan, U.S. Consulate General Mumbai.

The Karnataka Chapter has been continuing with their 'CEO Breakfast Series' which is a unique opportunity for leadership from member companies to come together monthly to share views and best practices on innovation within their companies.

AMCHAM's Eastern Region hosted a networking reception for the Trade Winds 2019 delegation led by Mr. Ian Steff, Deputy Assistant Secretary for Manufacturing, Performing the non-exclusive functions and duties of the Assistant Secretary for Global Markets, and Director General of the United States and Foreign Commercial Service, U.S. Department of Commerce, International Trade Administration.

AMCHAM India launched the 'NextGen Global Leadership Program' across various chapters/regions including Bengaluru, Chennai, Hyderabad and New Delhi. This ten month long program aims at providing selected upcoming leaders from member companies with relevant and engaging seminars on career development, best practices, peer-to-peer networking, and dialogue throughout the year with senior executives from industry-leading companies. This will help tomorrow's leaders hone skills, knowledge, and connections needed to be global pacesetters in the modern business world.

The Anti-Corruption & FCPA Compliance Committee is now organizing its annual signature event -- the 6th Anti-Corruption Compliance and Risk Management Master Class in August. This event plans to bring together imminent speakers to help members in understanding recent trends, their effect on corporate compliance programs, and the effects of legislations on business, in the global scenario. We hope that members take part in our initiatives and make them a success.

**Phil Shaw**  
Chairman, AMCHAM

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<sup>1</sup><https://www.businesstoday.in/current/economy-politics/us-wants-india-to-to-lower-barriers-and-embrace-fair-reciprocal-trade/story/359037.html#8797631.cms>



## DELHI

### Tax, Tariff & Regulatory Affairs Committee Meeting on Pre-Budget with Chairman, CBDT

AMCHAM's Taxation, Tariff and Regulatory Affairs Committee participated in a pre-budget meeting with the Chairman, CBDT on June 4th, 2019 at the Ministry of Finance, North Block, New Delhi. The meeting was chaired by Mr. P.C. Mody, Chairman, CBDT. Mr. Akhilesh Ranjan, Member, CBDT and other functionaries attended the meeting. AMCHAM was represented by Mr. Sandeep Chaufla, Chairman – Tax, Tariff & Regulatory Affairs Committee, AMCHAM and Mr. Naveen Agarwal, Co-Chairman – Tax, Tariff & Regulatory Affairs Committee, AMCHAM and Wg. Cdr. Rajiv Anand, Program Director, AMCHAM. AMCHAM made a presentation and

highlighted issues that merit review of various aspects of taxation currently impacting U.S. companies in India.

Some of the issues discussed included: corporate tax rates – case for reduction, replacing DDT with TDS on dividends, digital taxation – SEP related issues, business reorganization – rationalization, Authority for Advance Rulings (AAR) – clarifications, Special Economic Zones (SEZs) – making it attractive for developers/units, among other topics. An exhaustive 'Pre-Budget Memorandum 2019-20 for Direct Taxes' was also handed over to the Govt.

### Cyber Security Committee Meeting

The Cyber Security Committee meeting was chaired by Mr. Deepak Maheshwari from Symantec and co-chaired by Mr. Kishore Balaji from Intel Technologies and Mr. Rajnish Gupta from RSA Technologies on 7th June 2019 at the Intel office in Nehru Place. Perspective from the U.S. Embassy was shared by Mr. Joshua Johnson, Trade Officer, Economic, Environment, Science and Technology Affairs. It was decided that the committee would primarily focus upon (1) Personal Data Protection Bill and (2) Review of National Cyber Security Policy.

State wise events across Delhi, Bengaluru and Mumbai would be planned to keep the above thematic areas in mind along with focus group discussion with MeitY and other ministries to deliberate and educate the GOI on global cyber security mandates. The U.S. Embassy has shown interest to support AMCHAM with their initiatives by inviting key government officials and experts from U.S. government to discuss and participate in focused roundtables and events.



AMCHAM's Cyber Security Committee at their first meeting this year

## Annual Door Knock to Washington DC 2019

The annual AMCHAM India door knock delegation to Washington DC was led by AMCHAM's Chairman, Mr. Phil Shaw, Chief Executive, Lockheed Martin India, from June 9th – 13th, 2019. The main purpose of the door knock was to inform and sensitize U.S. policy-makers and lawmakers on issues impacting U.S. companies' operations in India. The delegation interacted with important players in the economic relationship and key decision-makers. A white paper highlighting opportunities and key issues for identified sectors was prepared in collaboration with KPMG for presenting to influencers leading the U.S.-India Economic partnership. The document provided an industry perspective on India's economy while highlighting some of the key sectorwise industry related challenges faced by U.S. companies operating in India.

The main topics of discussions with government officials included:

- Data localization across sectors
- IP protection and lack of patent linkages
- Reactions to GSP withdrawal
- Copyright Bill – Form 27 issues in IT
- Banking industry – privacy, data, job creation
- E-commerce – policy and the negative trade impact
- Cyber security capability as an economic pillar in the Indo – Pacific strategy
- Smart manufacturing in 5G technology
- Pricing, trade margin rationalization
- CAATSA (Countering America's Adversaries Through Sanctions Act) – awareness of the dynamics and possibility of waiver for India
- Potential for a Congressional study group on India
- Basic impediments to Investments
- Critical financing through EXIM bank
- USG's vision on the Indo-Pacific

- Growth opportunity in aviation in India
- Exploring space relationship and program between the two countries
- Reinitiate the U.S.-India higher education dialogue
- B2G interactions on the side lines of G2G dialogues across sectors

On Sunday evening, June 9th, the delegation met for an informal internal briefing and was joined by **Ms. Aileen Nandi**, Minister Counselor for Commercial Affairs, U.S. Embassy.

On Monday June 10th, the door knock officially began with a meeting with **Mr. Vishal Amin**, Intellectual Property Enforcement Coordinator, Executive Office of the President and other officials from IPEC, at the White House. This was followed by a meeting with **Ambassador Robert Strayer**, Deputy Assistant Secretary for Cyber and International Communications and Information Policy, Bureau of Economic and Business Affairs, U.S. Department of State along with **Mr. John Piletich**, International Relations Officer, International Communications & Information Policy and **Ms. Ruth Berry**, Deputy Director for Bilateral & Regional Affairs, International Communications and Information Policy, Bureau of Economic and Business Affairs. Next the delegation moved to Capitol Hill and met with **Representative Raja Krishnamoorthi** (D-IL) and **Representative Vicky Hartzler** (R-MO). The day concluded with a meeting with **Mr. Clarke Cooper**, Assistant Secretary, Political-Military Affairs, U.S. Department of State.

On Tuesday June 11th, the delegation met with **Ambassador Jeff Gerrish**, Deputy United States Trade Representative, who was joined by **Ms. Rachel Morris**, Senior Advisor to the Deputy United States Trade Representative, **Mr. Christopher Wilson**, Assistant U.S. Trade Representative for South and Central Asian Affairs, and **Mr. Brendan Lynch**, Deputy Assistant U.S. Trade Representative for South and Central Asia, among others. The delegation met with **Mr. Curtis Rhyne**, Deputy Chief of Staff for Representative George Holding (R-NC) Co-Chair, Congressional India Caucus.

In the afternoon, the group went to the Pentagon to meet with Department of Defense officials from the Office of the Secretary of Defense: **Ambassador Tina Kaidanow**, Senior Advisor, International Cooperation, Acquisition & Sustainment, **Dr. Joe Felter**, Deputy Assistant Secretary of Defense (South and Southeast Asia), **Ms. Michelle Hizon**, Principal Director, Security Assistance, Defense Security Cooperation Agency (DSCA), **Mr. Mike Laychak**, Deputy Director, Defense Technology Security Administration (DTSA) and **Mr. Scott Baum**, Principal Director, Industrial Policy. There was also a defense services meetings with the following officials: **Mr. Michael Vaccaro**, Director, International Armaments Cooperation, Office of the Under Secretary of Defense (A&S), **Ms. Ann Cataldo**, Deputy Assistant Secretary of the Army for Defense Exports and Cooperation, **Dr. Walter Jones**, Deputy Director, Navy International Programs Office and **Maj. Gen. Stephen W. Oliver Jr.**, Assistant Deputy Under Secretary of the Air Force, International Affairs. The day concluded with a brief meeting with **Representative Henry Cuellar** (D-TX).

On Wednesday morning, June 12th, the delegation met with **Mr. Thomas Hardy**, Director (Acting), USTDA, **Mr. Todd Abrajano**, Deputy Director (Acting), **Ms. Verinda Fike**, Regional Director for South and Southeast Asia, **Ms. Shannon M. Roe**, Senior Country Manager, Indo-Pacific Region and **Ms. Alissa Lee**, Country Manager, Indo-Pacific Region. There was a meeting with Speaker Nancy Pelosi's staff, **Ms. Katherine Monge**, Senior Policy Advisor and **Ms. Sarah Jackson**, Policy Associate. The group met with **Ms. Erica Riordan**, Legislative Assistant from the office of Representative Dina Titus (D-NV). Aviation sector members met with **Mr. David S. Burkholder**, Deputy Executive Director, Office of International Affairs, Federal Aviation Administration. Next, the delegation went back to the State Department for a meeting with **Ambassador Alice Wells**, Assistant Secretary, Bureau of South and Central Asian Affairs. Important interactions were held with **Representative Steve Chabot** (R-OH), **Representative Brian Mast** (R-FL) and **Representative Ami Bera** (D-CA).

June 13th began with a meeting with **Mr. Michael Sobolik**, Legislative Assistant for Senator Ted Cruz (R-TX) followed by a meeting with staffers from the office of Senator John Cornyn (R-TX), Co Chair, Senate India Caucus, **Mr. Don Bergin**, Foreign Policy Legislative Assistant and

**Mr. Karthik Raja**. The final trip to the State department was to meet with **Mr. Peter Haas**, Principal Deputy Assistant Secretary, Bureau of Economic Affairs, U.S. Department of State. The group proceeded to the Embassy of India to meet with **Ambassador Harsh Vardhan Shringla**, Indian Ambassador to the U.S., **Mr. Puneet Kundal**, Minister – Commerce and **Mr. Sanjiv Tandon**, Counselor Commerce. The final meeting was with **Mr. Dale Tasharski**, Deputy Director General of Global Markets, U.S. Department of Commerce, **Ms. Jennifer Wethey**, Director for India and the Indian Ocean Region, National Security Council and Commerce Department officials.

#### AMCHAM India Door Knock Delegation 2019

1. Phil Shaw, Chief Executive, Lockheed Martin India Pvt. Ltd. (Chairman, AMCHAM)
2. Kaku Nakhate, President & Country Head, India, Bank of America N.A. (Vice Chairperson, AMCHAM and Chairperson – Diversity & Inclusion Committee, AMCHAM)
3. Salil Gupte, President, Boeing India (National Executive Board Member, AMCHAM)
4. Michael M. Koch, Vice President – India, Boeing Defense Space & Security, Boeing India Defense Pvt. Ltd. (Chairman – Defense Committee, AMCHAM)
5. Puneet Kumar, Managing Director, Accenture Solutions India Pvt. Ltd.
6. Nikhil Khanna, Managing Director, India, BAE Systems India Pvt. Ltd. (Co-Chairman – Defense Committee, AMCHAM)
7. Naveen Munnangi, General Manager & Whole-time Director, Belcan India Pvt. Ltd.
8. Arijit Sen, Senior Director, Government Affairs, Flex Group (Co-Chairman – Manufacturing Committee, AMCHAM)
9. Michael Harrington, Managing Director, Mintz Group
10. Vivek Vasishta, Executive Director and Country Leader, IBM India (Co-Chairman – ICT Committee, AMCHAM)
11. Pradeep Udhas, Office Managing Partner – West, KPMG in India



12. Jyotsna Ghosal, Senior Director, Corporate Affairs, MSD Pharmaceuticals Pvt. Ltd. (Co-Chairperson – Pharma Committee, AMCHAM)
13. Michael Green, General Manager – India, Sannam S4
14. Samit Ray, Regional Director Government Affairs & Public Policy South East Asia, United Technologies Corporation (Co-Chairman – Infrastructure & Smart Cities Committee, AMCHAM)
15. Ranjana Khanna, Director General CEO, AMCHAM India
16. Valerie Swope, Program Coordinator, AMCHAM India
17. Udaya Arun, Director – Aerospace & Defense, AMCHAM India



(Center) Ambassador Robert L. Strayer, Deputy Assistant Secretary for Cyber and International Communications and Information Policy, Bureau of Economic and Business Affairs, with the door knock delegation



Mr. Vishal Amin, Intellectual Property Enforcement Coordinator, Executive Office of the President and other officials from IPEC, at the White House, with the delegation





The delegation with Ambassador Jeff Gerrish, Deputy United States Trade Representative



The door knock delegation with Representative Brian Mast (R-FL)



AMCHAM's door knock delegation with Representative Raja Krishnamoorthi (D-IL)





AMCHAM's door knock delegation with Mr. Clarke Cooper, Assistant Secretary, Political-Military Affairs, U.S. Department of State



Door knock delegation at the USTDA office with Acting Director Tom Hardy





A few members of the delegation with Ambassador Alice Wells, Assistant Secretary, Bureau of South and Central Asian Affairs



Part of the delegation with Department of Commerce officials led by Mr. Dale Tasharski, Deputy Director General of Global Markets, U.S. Department of Commerce





Members of the door knock delegation with Representative Vicky Hartzler (R-MO)



At the Indian Embassy in DC, with Ambassador Harsh Vardhan Shringla, Indian Ambassador to the U.S.



Representative Ami Bera (D-CA) with the door knock delegation in Washington DC

## USPTO Roundtable on Intellectual Property Concerns in Bangladesh, Sri Lanka and Pakistan with Ms. Zeba Reyazuddin, Acting Assistant U.S. Trade Representative, South and Central Asian Affairs

The United States Patent and Trademark Office (USPTO) of South Asia hosted an intellectual property roundtable with Ms. Zeba Reyazuddin, Acting Assistant U.S. Trade Representative, South and Central Asian Affairs, on June 25th, 2019 in New Delhi. AMCHAM members, along with participants from other companies, attended the roundtable. Ms. Zeba Reyazuddin welcomed participants and briefed everyone on her visit to Sri Lanka, Bangladesh and the Maldives where she met with industry and government to address key commercial issues.

Intellectual property matters have long standing issues in the region so the roundtable discussion brought up thoughts on the IP landscape of Bangladesh, Sri Lanka and Pakistan, along with industry concerns. During the course of the interaction, they also discussed issues relating to IP infrastructure, legislative reforms, IP enforcement and any other related issues and the way forward.



Participants at the USPTO Roundtable on Intellectual Property Concerns in Bangladesh, Sri Lanka and Pakistan



Ms. Zeba Reyazuddin, Acting Assistant U.S. Trade Representative, South and Central Asian Affairs, discussing details with the participants



## MUMBAI

### Meet and Greet Reception in Honour of Consul General Edgard D. Kagan & Perspectives on LGBTQ Workplace Equality in India, Official Launch of AMCHAM India's LGBTQ+ Chapter under the D&I Committee

On 3rd June 2019, in celebration of Pride Month, AMCHAM's Diversity and Inclusion Committee officially launched the LGBTQ chapter of AMCHAM's Diversity and Inclusion Committee with a panel session on 'Perspectives on LGBTQ Workplace Equality in India.' The event was a momentous occasion as it was a meet and greet reception in honour of Consul General Edgard D. Kagan as members of AMCHAM's Western Region wished him the very best as he continues on in his bigger role as Deputy Chief of Mission, U.S. Embassy, in New Delhi.

The event began with a welcome address by Ms. Surabhi Wahal, Regional Director – Western Region, AMCHAM. This was followed by an introduction to AMCHAM's D&I Committee and LGBTQ Chapter by Ms. Ursula Thakkar, Chairperson – Western Region, AMCHAM & Managing Director, Lubrizol Advanced Materials India Private Limited. Through a presentation Ms. Thakkar shared the motto, mission, scope and architecture of AMCHAM's D&I Committee. She then shared a glimpse of the past initiatives of the committee as well as shed light on the roadmap for the committee going forward.

The panel session on 'Perspectives on LGBTQ Workplace Equality in India' was represented by an eminent panel of speakers which included Consul General Edgard D. Kagan, U.S. Consulate General Mumbai, Ms. Kaku Nakhate, Vice Chairperson, AMCHAM, Chairperson – Diversity & Inclusion Committee, AMCHAM and President & Country Head (India), Bank of America N.A., Ms. Neelam

Jain, CEO, PeriFerry and Mr. Parmesh Shahani, Founder, Godrej India Culture Lab. The session was moderated by Mr. Sudhir Jain, Managing Director, Chief Risk Officer, Bank of America N.A. The panel discussed overcoming challenges, recognizing biases and creating an inclusive workplace to welcome the rainbow into the corporate world. The Q&A saw participants discuss the economic, as well as social impact, of hiring LGBTQ individuals and the need for corporates to be authentically inclusive by deeds and not just words.

The panel session was followed by an appreciation address in honour of Consul General Edgard D. Kagan by Ms. Kaku Nakhate. Through her address she thanked Consul General Kagan for his support and guidance extended to AMCHAM especially towards initiatives in the Western Region during his tenure. She also acknowledged and thanked CG Kagan and his wife Ms. Cynthia Gire for their deep personal involvement and support to social causes and their keen interest in furthering the D&I agenda. Consul General Edgard D. Kagan began his remarks by thanking everyone for their co-operation and support during his tenure in Mumbai. He spoke positively of the willingness of U.S. companies to actively incorporate D&I with respect to inclusion of the LGBTQ community into the workplace. He closed by stating that although he will miss the city of Mumbai he looks forward to still having more time to spend in India as part of his next position in New Delhi. The event was hosted by Bank of America N.A.



Participants at the meet and greet reception in honour of Consul General Edgard D. Kagan & 'Perspectives on LGBTQ Workplace Equality in India'



Consul General Edgard D. Kagan, U.S. Consulate Mumbai, addresses members at the meet and greet reception in his honour

## Learning and Sharing Session on 'Supply Chains for a Digital World'

On 19th June 2019, a learning and sharing session on 'Supply Chains for a Digital World' was organized by AMCHAM's Supply Chain and Logistics Committee. The session began with opening remarks by Ms. Surabhi Wahal, Regional Director – Western Region, AMCHAM India followed by the welcome address by Mr. Kumar Kandaswami, Chairman – Supply Chain and Logistics Committee, AMCHAM and Partner, Deloitte Touche Tohmatsu India LLP.

Industry expert Mr. Jaideep Ghosh, Partner & National Head of Transport & Logistics Sector, KPMG in India and Mr. Neeraj Verma, Partner, KPMG in India, shared a very insightful and interesting presentation bringing to fore how digital disruption was changing the world in which

we live and work, in turn causing increased expectations of customers. The experts shared the importance and significance of the 5 key building blocks to a digital supply chain – 1. define digital 2. start with performance 3. focus on ROI 4. develop your people 5. partner for success. Case studies brought in further understanding of how these developments have been catalysts to improving changing forecasts and accuracy as well how companies could save revenue. The presentation was followed by an engaging Q&A session. The session ended with Mr. Prasad Shidaye, Director – CLS, Johnson & Johnson Medical India, thanking the esteemed speakers for an informative presentation while also thanking the participants for their active participation.

## Supply Chain & Logistics Committee Meeting

On 19th June 2019, the first meeting of AMCHAM's Supply Chain and Logistics Committee for the year was held via concall. Mr. Kumar Kandaswami, Chairman Supply Chain and Logistics Committee, AMCHAM and Partner, Deloitte Touche Tohmatsu India LLP, warmly welcomed all committee members. This was followed by a round of introductions. Ms. Surabhi Wahal, Regional Director – Western Region, AMCHAM, shared an overview of the activities and initiatives of the committee in the year 2018-19 followed by the business plan for 2019-20. As part of

the discussions and agenda, members ideated and shared their thoughts on the key areas of value that the committee should focus us in 2019-20, the role and commitment of committee members, frequency of meetings and other important agenda points. The meeting concluded with a vote of thanks by Mr. Praveen Gosain, Co-Chairman – Supply Chain and Logistics Committee, AMCHAM and Director Supply Chain India, Corning Technologies India Pvt. Ltd.



## KOLKATA

### Networking Reception with Trade Winds Delegation led by Assistant Secretary, Mr. Ian Steff, U.S. Department of Commerce

AMCHAM's Eastern Region hosted a networking reception for the Trade Winds 2019 delegation on May 10th, 2019 at the Bengal Club in Kolkata. The delegation was led by Mr. Ian Steff, Deputy Assistant Secretary for Manufacturing, Performing the non-exclusive functions and duties of the Assistant Secretary for Global Markets, and Director General of the United States and Foreign Commercial Service, U.S. Department of Commerce, International Trade Administration, gave the keynote

address. The other members of the delegation included Mr. Jim Golsen, Executive Director for Asia, Mr. Greg Taevs, Deputy Senior Commercial Officer, U.S. Embassy in India, Mr. Jonathan Goldberg, India Desk Officer and Mr. Bradley McKinney, Chief of Staff. Consul General Patti Hoffman, U.S. Consulate General Kolkata, accompanied the delegation. Representatives of American companies who were part of the delegation were also present.



(L-R) Assistant Secretary Ian Steff, U.S. Department of Commerce, Consul General Patti Hoffman, U.S. Consulate Kolkata, Mr. Gulshan Sachdev, NEB Member, AMCHAM and MD, Quaker Chemical, Ms. Amada Kidwai, Regional Director - Eastern Region, AMCHAM and Mr. Abir Chattaraj, Legal Head, ARC



Participants at a reception for the Trade Winds delegation led by Assistant Secretary Ian Steff, U.S. Department of Commerce, along with Consul General Patti Hoffman, U.S. Consulate Kolkata

In his address, Assistant Secretary Steff said Indian and American industry leaders have a rich history of successful collaboration when it comes to innovation, manufacturing, services and investment. He talked about taking the bilateral relationship to the next level at the Select USA investment summit and welcomed current and future investors from Kolkata and east India to take part at the event in Washington DC. He mentioned that he was very pleased to meet and interact with members of AMCHAM's Eastern Region covering a diverse range of issues.

Consul General Hoffman said this was a very special week for the U.S.-India bilateral trade relationship. The U.S. Consulate General welcomed representatives from six U.S. companies to Kolkata to explore business opportunities in east India. She mentioned various sessions that the Trade Winds delegation attended.

Mr. Gulshan Sachdev, National Executive Board Member, AMCHAM, in his welcome remarks, said Trade Winds was the largest annual U.S. government-led trade mission in 2019 to India and in its 11th edition to discover business opportunities in the Indo-Pacific region. The Trade Winds program was an Indo-Pacific focused business forum consisting of regional and industry specific conference sessions as well as pre-arranged consultations with U.S. Diplomats representing commercial markets throughout the region. He said that this would help investors customize an optimum business matching schedule throughout the region. He highlighted AMCHAM India's goals and objectives in India and the Eastern Region. Ms. Amada Kidwai, Regional Director – Eastern Region, AMCHAM, introduced the delegation to members, gave the vote of thanks and opened the floor for a Q&A session.

## Eastern Region Executive Committee Meeting

AMCHAM's Eastern Region had its first Executive Committee meeting on May 17th. The meeting was chaired by Mr. Debdas Sen, Chairman – Eastern Region, AMCHAM, at the TCG Digital office in Kolkata. The minutes of the meeting of April 3rd, the last EC meeting for 2018-19

were ratified. Membership renewal was discussed and dates of upcoming events for June and July were formalized. The proposed NextGen Leaders Program by AMCHAM India was also discussed.

## Eastern Region Executive Committee Meeting

On June 7th, Mr. Debdas Sen, Chairman Eastern Region, AMCHAM, hosted the Executive Committee meeting at his office. He formalized his transfer to the U.S. and said he would be departing India mid-July. He also said that Mr. Subrata Bagchi, President, TCG Digital would replace him on the committee. Mr. Gulshan Sachdev and

Mr. K.P. Sengupta suggested that Mr. Bagchi also take over as the Chairman of the Eastern Region. This was agreed by Executive Committee members. Upcoming events in July/August were discussed. Membership drive and the NextGen Global Leadership Program was also discussed. The meeting was hosted by TCG Digital.

## Meeting with Consul General Patti Hoffman, U.S. Consulate Kolkata

AMCHAM's Eastern Region organized a meeting with Consul General Patti Hoffman, U.S. Consulate Kolkata on June 24th. The meeting was to introduce Mr. Subrata Bagchi, who had taken over as Chairman of the Eastern Region from Mr. Debdas Sen, who would be relocating to the U.S. Mr. Sen updated Consul General Hoffman on various initiatives taken up by the region and the value of the partnership between the U.S. Consulate and

AMCHAM members. Mr. Bagchi also gave his views on taking AMCHAM forward and discussed some of the events that were being planned. The Indo-Pacific strategy, among other issues, was discussed. Ms. Amada Kidwai, Regional Director – Eastern Region, AMCHAM, was present at the meeting and highlighted some of the forthcoming events.



## BENGALURU

### Karnataka Chapter CEO Breakfast Series – Presentation on ‘Journey to Build a Best Place to Work’ with First American

AMCHAM's Karnataka Chapter hosted the second edition of the CEO Breakfast Series on 7th May 2019 in Bengaluru. The CEO Breakfast morning is a unique opportunity for AMCHAM member company leadership to come together on a monthly basis and share views, best practices on innovation within their companies.

The speaker, Mr. Giridhar Rajagopal, Country Manager India, First American India, spoke about best practices in people management within his organization and how FAI has grown to be a Fortune 500 leader in 'Best Places to Work.' The event was hosted at the Hyatt Centric, Bengaluru.



Participants at the 2nd edition of AMCHAM's Karnataka Chapter CEO Breakfast Series

Some of the participants at the event included: Mr. Atul Ujagar, Country Director India, Sri Lanka and Pakistan, Nike India, Mr. Ajay Vij, Managing Director Geographic Services, Accenture in India, Mr. Pradip Dutta, Vice President, Synopsis Inc and Managing Director Synopsis India, and Mr. Alok Nanda, CTO, GE South Asia, among others.



Mr. Giridhar Rajagopal, Country Manager India, First American India, giving a presentation

## Interactive Session with Mr. Austin T. Fragomen Jr. on 'Immigration at a Cross Roads – Mobilizing Your Talent in an Evolving World'

AMCHAM's Karnataka Chapter was the official partner for the networking reception hosted on May 21st by Fragomen Immigration Services India on 'Immigration at a Cross Roads – Mobilizing Your Talent in an Evolving World' in Bengaluru. This was part of an annual symposium hosted for global immigration and mobility leaders. This year, Fragomen partnered with AMCHAM to host a closed door reception for leadership of AMCHAM member companies to meet with Mr. Austin Fragomen Jr., Chairman of the global law firm Fragomen worldwide.

This was an opportunity for American company leaders to hear from Mr. Fragomen and from Mr. Bo Cooper, Partner & Lead on Government Strategies, Fragomen, about evolving policies in immigration and key insights that would benefit companies when planning their manpower strategy on international projects. The event was well attended with invitees from Hewlett Packard, IBM, Goldman Sachs, Inteva Products, and CGI, among others.



Mr. Austin Fragomen Jr., Chairman, Fragomen and Mr. Bo Cooper, Partner & Lead on Government Strategies, Fragomen, addressing members

## Karnataka Chapter CEO Breakfast Series – Sustainability Initiatives by Johnson Controls

AMCHAM's Karnataka Chapter hosted the third edition of the CEO Breakfast Series on June 4th, 2019. The CEO Breakfast Series is a unique opportunity leadership from AMCHAM member companies to come together on a monthly basis to share views and best practices on innovation within their companies. The speaker was Mr. Santhosh Muzumdar, Business Development & Government Affairs, Johnson Controls and Ms. Sumedha Malaviya, Senior Project Associate, World Resources Institute, who spoke about corporate sustainability and reduction of carbon footprint. The talk was followed by an interactive discussion among participants. Some of the attendees to the event were from IBM, First American, ChildFund India, Mphasis, MOOG, Timken and more.



Mr. Santhosh Muzumdar, Business Development & Government Affairs, Johnson Controls, speaking at the Karnataka Chapter CEO Breakfast Series – Sustainability Initiatives



## AMCHAM supported Altair Leadership Conclave on 'Artificial Intelligence & the Future of Product Life Cycle'

AMCHAM's Karnataka Chapter was the official event partner for the Altair Leadership Conclave hosted at the Conrad Bengaluru on June 10th, 2019 on the topic of 'Artificial Intelligence and the Future of Product Life Cycle.' This year's event discussed how and why engineering applications are successfully employing the use of machine learning to give products a competitive edge. Industry leaders who formed the panel discussed the way products are being designed using AI/ML and how organizations are looking to leverage the transformative power of these technologies. Some of the speakers

included Karnataka Chapter Executive Committee member Mr. Alok Nanda, CEO, GE India Technology Centre and CTO, GE South Asia, as well as Mr. James Scapa, Chairman & CEO, Altair, Mr. Jacob Peter K, Vice President, Robert Bosch Engineering and Business Solutions Pvt. Ltd., Dr. Krishna Prasad, Director & Country Manager, Aptiv (AS & UX) India and Mr. Manu Saale, Managing Director & CEO, Mercedes Benz Research & Development India. AMCHAM members who attended included Edgewood Networks, Thomson Reuters and KPMG, among others.



▶ Altair Leadership Conclave on 'Artificial Intelligence & the Future of Product Life Cycle'

## Karnataka Chapter Executive Committee Meeting

AMCHAM's Karnataka Chapter hosted an Executive Committee meeting on June 14th, 2019 at the Sageezza office in Bengaluru. The success of past events was

reviewed and new events for calendar year 2019 were discussed, among other chapter priorities.

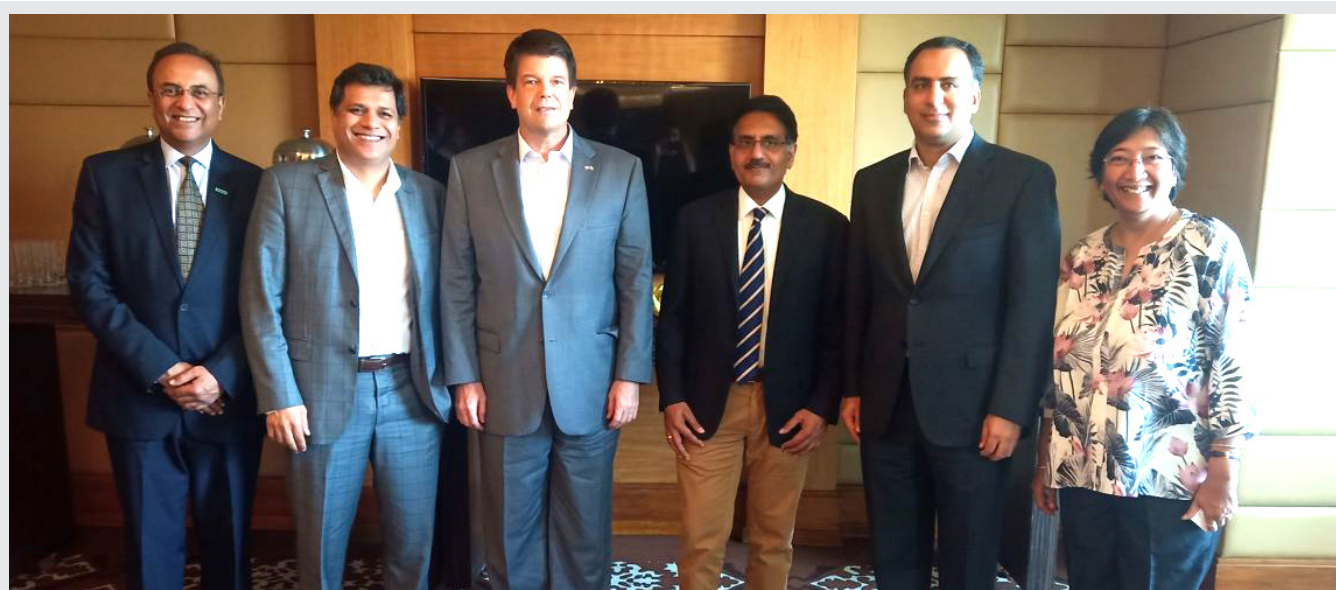


(L-R) Mr. Amit Sharma, COO, IBM, Mr. Ravi Krishnan, Chief Administration Officer, Goldman Sachs, Dr. Pradip Dutta, Managing Director, Synopsys India, Mr. Indraneel Roy Choudhary, Partner/Principal, Pricewaterhouse Coopers, Mr. Iqbal Sait, Head of EMEA and Managing Director, Saggezza India, Ms. Manjushree Phookan, Sr Commercial Specialist & Office Director, U.S. Commercial Service, Ms. Payal Satish, Regional Director – Karnataka Chapter, AMCHAM, Mr. Naresh Shah, President, Hewlett Packard India Software Enterprise

## Breakfast Session on 'Doing Business in India' with Consul General Robert G. Burgess and Mr. Manoj Desai, Principal Commercial Officer, U.S. Consulate General Chennai

AMCHAM's Karnataka Chapter hosted a closed door interaction for members with Consul General Robert G. Burgess, U.S. Consulate Chennai and Mr. Manoj Desai, Counselor for Commercial Affairs, U.S. Consulate Chennai on June 27th. The event was focused on meeting with American companies doing business in Karnataka

and understanding how the Consulate and Commercial Services could help U.S. companies succeed. The event was attended by companies like 3M, Goldman Sachs, Saggezza, Inteva Products, Johnson Controls, Enphase Energy, Ernst & Young, Swagelok and Hewlett Packard, among others.



(L-R) Mr. Naresh Shah, President, Hewlett Packard Enterprise, Mr. Manoj Desai, Counselor for Commercial Affairs, U.S. Consulate Chennai, Consul General Robert G. Burgess, U.S. Consulate Chennai, Mr. Ravi Krishnan, Chief Administration Officer, Goldman Sachs, Mr. Iqbal Sait, Head of EMEA and Managing Director Saggezza India and Ms. Manjushree Phookan, Director for U.S. Commercial Service



## CHENNAI

### Global In-House Centres (GIC) - Emerging Trends and Increasing Relevance

On June 27, 2019 a meeting was organized on 'Global In-House Centres (GIC) - Emerging Trends and Increasing Relevance' at the Westin. The meeting commenced with a welcome by Mr. Rajan Aiyer, Chairman, AMCHAM – Tamil Nadu, who also set the tone for the topic of the day's presentation.

The guest speaker, Mr. Kamalanand Nithianandan presentation focused on how many companies are building digital solutions that use proprietary data for their businesses in-house, unlike in the past where they traditionally outsourced applications to IT services companies. The oldest MNC captive in India is that of Texas Instruments which established its captive way back in Bangalore in 1984.

He also talked about several MNC's are building captive centres in India — to scale up operations and build newer products and solutions that they take to their customers globally. India is at the center of this action as the country is at the cusp of its democratic dividend, with over 2.6 million STEM graduated produced each year.

Global in-house centres (GICs), or captives, of US and European companies are seeing a strong revival in India, with the multinationals either setting up new units or expanding existing operations as they look to use technology to reinvent their businesses. Moreover, India is being seen as a fantastic center for innovation.

India has over 1,250 captive units, excluding IT/ITES service companies. Last year, these units hired more people than the IT firms, and are set to hire a further 1.5 lakh people over the next two years and this number keeps growing at a steady pace, attritions notwithstanding. The GICs employed nearly one million at the end of the just-concluded financial year.

GIC's help businesses to meet the demand new agile ways of working, where the role of GIC's is not just confined to systems integration but also to be an orchestrator of services, delivered by collaborating through a number of product and technology partners.

The meet concluded with an insightful interactive session.



Participants at the meeting on 'Global In-House Centres (GIC) - Emerging Trends and Increasing Relevance'

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#### CONTACT US

39-42, Electronic City, Phase I, Hosur Road, Bangalore - 560100 | Tel: +91 (80) 41362000 | Email: [salesbangalore@timken.com](mailto:salesbangalore@timken.com)

[www.timken.com/en-in](http://www.timken.com/en-in)

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## AMCHAM Welcomes New Members

### Corporate Members



**Mr. Subhash Chintamaneni**  
Director  
Micron Technology Operations  
India LLP



**Mr. Rajeev Khushu**  
Director – Corporate Affairs &  
Government Relation  
Texas Instruments (India) Pvt. Ltd.



**Mr. Rajneesh Kumar**  
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## AMCHAM Team

### National Secretariat

**Ms. Ranjana Khanna**

Director General, CEO

Email: ranjana.khanna@amchamindia.com

**Mr. L.N. Agarwal**

Senior Manager & OSD

Email: laxmi@amchamindia.com

**Wg Cdr Rajiv Anand**

Program Director

Email: rajiv.anand@amchamindia.com

**Ms. Udaya Arun**

Director - Aerospace & Defense

Email: udaya@amchamindia.com

**Mr. Yeshi Dorjee**

Manager - Administration & Publications

Email: yeshi.dorjee@amchamindia.com

**Mr. Amitabh Kumar**

Program Director

Email: amitabh.kumar@amchamindia.com  
ecp@amchamindia.com

**Ms. Tanya Paul**

Communication Director

Email: tanya@amchamindia.com

**Ms. Ishita Sengupta**

Program Director

Email: ishita.sengupta@amchamindia.com

**Ms. Komple Sharma**

Manager

komple.sharma@amchamindia.com

**Ms. Valerie Swope**

Program Coordinator

Email: valerie@amchamindia.com

**Ms. Mamta Uppal**

Membership & Events Manager

Email: mamta.uppal@amchamindia.com

### Regional Secretariat

**Mr. Aubrey Daniels**

Regional Director - Tamil Nadu Region

Email: aubrey@amchamindia.com

**Ms. Amada Kidwai**

Regional Director - Eastern Region

Email: amada@amchamindia.com

**Ms. Ruth Sandya Rodrigues**

Regional Director - Hyderabad Chapter

Email: sandya@amchamindia.com

**Ms. Payal Satish**

Regional Director - Karnataka Chapter

Email: amchambangalore@amchamindia.com

**Ms. Surabhi Wahal**

Regional Director - Western Region

Email: mumbai@amchamindia.com



## AMERICAN CHAMBER OF COMMERCE IN INDIA

Established in 1992, the American Chamber of Commerce in India (AMCHAM India) is an association of American business organizations operating in the country.

AMCHAM India has around 500 members, spread across the nation. The Chamber enjoys a close relationship with the U.S. Embassy, which supports its objectives and helps in fulfilling them. The incumbent U.S. Ambassador to India is the Honorary President of AMCHAM.

### Mission

AMCHAM's principal objectives are to:

- Promote activities that encourage and stimulate investment by U.S. companies in the country.

- Support the business operations of its members.

- Encourage bilateral trade between India and the U.S.

These primary objectives are fulfilled by:

- Providing a forum for U.S. - based business organizations to discuss and identify common issues, economic and commercial interests in India and /or the U.S.
- Instituting Sectoral Committees which implement the primary objectives in their respective sectors.
- Reviewing policies and procedures in various sectors that affect the members as well as growth of foreign direct investment.

### Affiliations

AMCHAM is affiliated to the following Chambers :

- Chamber of Commerce of U.S.A in Washington, D.C.
- Asia Pacific Council of American Chambers of Commerce (APCAC)
- AMCHAM's in other countries.

### Regional Chapters

AMCHAM's National Secretariat is based in New Delhi with six Regional Chapters in Bengaluru, Chennai, Delhi, Hyderabad, Kolkata and Mumbai.

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Editor: Tanya Paul, tanya@amchamindia.com