



AMCHAM - The Voice of American Business in India

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HIGHLIGHTS

- Door Knock to Washington D.C.
- Meeting with Global Entrepreneurship Summit (GES) Delegation
- Anti-Corruption Compliance and Risk Management Master Class 2017
- Meeting with the Chief Minister of Tamil Nadu, Mr. Edappadi K. Palaniswami
- Meeting with U.S. Embassy Dhaka Officials on the Business Environment and Economic Scenario of Bangladesh
- Roundtable with Ambassador Frank G. Wisner (U.S. Ambassador to India 1994-97), International Affairs Advisor, Squire Patton Boggs
- Meeting with the Mr. Darpan Jain, Commissioner for Industrial Development and Director of Industries and Commerce, Government of Karnataka

Contents



18

Meeting with Ambassador Frank G. Wisner, International Affairs Advisor, Squire Patton Boggs



24

National Executive Board Meeting



28

Roundtable Meeting with Ms. Fatema Sumar, Millennium Challenge Corporation: Opportunities to Partner in Development Projects & Economic Growth

33

Welcome Reception in Honour of Mr. Edgard D. Kagan, Consul General, U.S. Consulate General Mumbai



36

Panel Discussion on Security in a Digital Era



40

Farewell for Mr. John Fleming, Principal Commercial Officer, U.S. Consulate General Chennai

48

Meeting with the Chief Minister of Tamil Nadu, Mr. Edappadi K. Palaniswami

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Mr. C. R. Dua

Chairman
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Chairman's Message

In the past two months, we have seen progress in the U.S. – India relationship in a significant way. Prime Minister Narendra Modi visited the U.S. to meet President Donald Trump. The two leaders talked about terrorism, trade, energy and security expressing confidence that the relations between the two countries 'never looked brighter.' There has been continuity of dialogue on such sectoral issues ever since. At present, the key areas of cooperation are likely to be defence and counter-terrorism, including maintaining free and open seaways, freedom of commerce, adherence to international law and sovereignty issues.

AMCHAM delegates met with policy and law makers in Washington D.C. during our annual door knock in June. AMCHAM and KPMG's knowledge paper 'The India – U.S. Dynamic – Better Together' (<http://www.amchamindia.com/wp-content/uploads/2017/07/AMCHAM-Door-Knock-Delegation-Knowledge-Paper.pdf>) which incorporated sectoral issues and concerns was presented during these interactions.

A new chapter in India's tax reform was launched with GST, effective from 1st July 2017. It has proved to be a gamechanger as the government collected around Rs. 92,000 crore in taxes in July itself. We foresee India's growth momentum to get sturdier with the revitalization in the private investment cycle and real GDP growth, which is predicted to average 7.4% over 2017 and 2018. Although there have been some teething problems, the government is willing to address the issues.

AMCHAM members were requested to give inputs on the issues faced by them with the implementation of GST. This meaningful feedback on GST related challenges is being consolidated and will be represented to the relevant government officials.

Chargé d'Affaires MaryKay Carlson invited AMCHAM to participate in an interaction with Ms. Lisa Curtis, Deputy Assistant to the President and Senior Director for South and Central Asian Affairs, National Security Council and Ambassador Alice Wells, Acting Assistant Secretary for South and Central Asia, U.S. Department of State.

To coincide with the National Executive Board meeting held in Chennai this August, the Tamil Nadu Chapter organized a meeting with the Chief Minister of Tamil Nadu, Mr. Eddapadi K. Palaniswami and Mr. MC Sampath, Minister for Industry, Government of Tamil Nadu, along with the chief secretariat and other government officials. There was a discussion on policy initiatives being taken to make the state an attractive investment destination.

India has been facing a challenge with job creation, however we have seen American companies operating in India contribute to the gainful employment of a large number of employees across sectors including rural and remote areas. The progress in technology and innovation can affect employability and can reduce the number of jobs that are currently being offered. Therefore, upskilling and talent management will become crucial to India's endeavors. The future holds more inclination towards innovation and entrepreneurship. It is, in fact, predicted that the innovation competitiveness of India would see a significant rise with its growth rate.

I look forward to India and U.S. co-hosting the 'Global Entrepreneurship Summit (GES)' in Hyderabad from 28th November 2017. We look forward to your feedback and continued support of AMCHAM activities.

Pratyush Kumar
Chairman, AMCHAM

DELHI

Conference Call of the Sub-Group on GST

A sub-group has been set up by AMCHAM's Tax, Tariff and Regulatory Affairs Committee under the chairmanship of Mr. Atul Gupta, Senior Director, Deloitte Haskins and Sells LLP, to discuss and analyze issues relating to GST and decide the way forward. The first conference call with the sub-group was held on 21st June. It was decided that the sub-group should have a monthly call. The next call would be held in the third week of July. Before the call, members would be requested to send their specific concerns and issues that they were facing under GST law in advance so that the members of the sub-group could deliberate on those issues in the proposed July meeting.

The date and agenda for an AMCHAM event on GST with senior GST officials was also discussed. Members decided that this event should be held in the second or third week of August 2017 and government officials would be invited. At this event, there could be presentations by industry, consulting companies and

government. Members pointed out that Anti-Profiteering Rules were important but the methodology and the mechanism for computation were not clear. In absence of any clear guidelines, price fixation of goods post 1st July is a formidable challenge for companies. Therefore, this was one issue on which AMCHAM should make a representation to the government asap. Another issue raised was in regards to eligibility of availing input credit on transition stocks basis a credit transfer document (CTD) be extended to all goods rather than goods having a value of more than Rs. 25,000. It was decided that AMCHAM would request for speedy release of guidelines for computation under Anti-Profiteering Rules and also in regards to extending the eligibility of availing input credit basis CTD for all goods, irrespective of the value of the goods. Accordingly, a representation has been made to the Finance Minister, Revenue Secretary, and Chairman, CBEC.

Annual Door Knock to Washington D.C. 2017

The annual AMCHAM India door knock delegation to Washington D.C. was led by AMCHAM's Chairman, Mr. Pratyush Kumar, President, Boeing India, from 25th – 28th June 2017, to coincide with Prime Minister Modi's visit to D.C. The main purpose of the door knock was to inform and sensitize U.S. policy-makers on issues impacting U.S. investments in India. The delegation interacted with many of the important players in the economic relationship and other key decision-makers.

This year, AMCHAM, with knowledge partner KPMG in India, published *The India – U.S. Dynamic – Better Together*, a document to leave behind with U.S. government officials during the door knock. The document provided an industry perspective on India's economy, the U.S. – India dynamic and highlights some of the key industry related challenges faced by U.S. companies operating in India.

Some of the main points of discussion included:

- Strides in the U.S. – India defense partnership



Having attended last 3 years' door knocks, I would clearly encourage CEOs on the ground in India to take the opportunity and share their experiences and insights with U.S. policymakers and help drive policy conducive to American companies in India. Also over the years AMCHAM has built on the experiences, leveraged relationships to put together tight meeting schedules which are focused too. House, Senate and administration also see merit in these cross sectoral interactions as it helps them put across their thoughts and clarify any doubts. It is also interesting to learn what is on the minds of the India Caucus, which is growing as the Caucus does influence policy in a meaningful way. This year the visit was well timed with Prime Minister Modi's visit and it gave AMCHAM members a good chance to interact with the new administration and reiterate the importance of continuity to build the ties between the world's two largest democracy.

Ms. Kaku Nakhate
President & Country Head – India
Bank of America

- Common issues in security
- Technology transfer
- 'Make in India' vs 'Make in America'
- Implementation of GST in India
- Price controls for medical devices
- Concerns about patient access and innovation
- Increased FDI inflows
- Pros and cons of the U.S. – India CEO Forum
- Readout on the Prime Minister Modi meeting with President Trump
- Trade deficit report
- Re-thinking the U.S. – India Strategic and Commercial Dialogue
- Intellectual property rights
- Trade Policy Forum to address market access concerns
- Reverse trade missions for smart cities
- USTDA's Global Procurement Initiative
- Global Entrepreneurship Summit



Excellent line-up of meetings, great organization by Ranjana and Valerie, and great to meet with the AMCHAM delegation members..... I learned a lot.

Dr. Ravi Bhatkal
Managing Director, India
MacDermid Performance Solutions,
Cookson India Private Limited

On Monday 26th June, the door knock began with a roundtable hosted by CSIS with think tank policy leaders in the U.S. – India partnership. Some of the participants in the discussion included Mr. Rick Rossow, Wadhwani

Chair in U.S. India Policy Studies, the Center for Strategic and International Studies (CSIS), Ambassador Teresita Schaffer, Brookings Institute, Mr. Sadanand Dhume, American Enterprise Institute, Ms. Tanvi Madan, Brookings Institute, Mr. Irfan Nooruddin, Georgetown University, Ms. Emily Paragamian, Georgetown University, among others.



The door knock opportunity in Washington DC this year provided real time feedback and valuable insight from administration and Government of India officials on the visit and engagements of Prime Minister Modi. While not all the senior U.S. Administration officials were in place, House and Senate members were generous with their time for our delegation and ensured continued bilateral support for the relationship with India. Overall a worthwhile activity by AMCHAM and I hope that this effort continues as it is a good opportunity for us to get our messages across to U.S. officials across all departments in one week.

Mr. Phil Shaw
Chairman – Defense Committee, AMCHAM
Chief Executive, Lockheed Martin India

The delegation met with **Ambassador Thomas Shannon**, Under Secretary for Political Affairs, U.S. Department of State. Later, the delegation proceeded to the Pentagon for a meeting with **Mr. David Helvey**, Assistant Secretary of Defense in the Bureau of Asian and Pacific Security Affairs in the Office of the Secretary of Defense and **Ms. Cara Abercrombie**, Deputy Assistant Secretary of Defense for South and Southeast Asia within the Office of the Assistant Secretary of Defense for Asian and Pacific Security Affairs. The final meeting for the day was with **Representative Ami Bera** (D-CA). In the evening the delegation dinner was hosted by Dell.

On Tuesday 27th June, the delegation met with **Representative George Holding** (R-NC), Co-Chair of the House India Caucus. The group attended the U.S. – India Business Council's 42nd Leadership Summit where the Honorable Mike Pence, Vice President of the United States, delivered the keynote address. Other featured speakers included H.E. Ambassador Navtej Sarna, Ambassador of India to the U.S., Representative Pete

Sessions (R-TX), Representative George Holding (R-NC), Co-Chair U.S.-India House Caucus and Representative Tulsi Gabbard (D-HI), Co-Chair U.S.-India House Caucus. Post lunch, the delegation met with **Representative Judy Chu** (D-CA). The day concluded with a reception hosted by AMCHAM's Chairman at The Boeing Company in Arlington, VA.

On Wednesday morning, 28th June, the delegation met with **Ms. Diane Farrell**, Deputy Assistant Secretary for Asia, U.S. Department of Commerce. From the Office of South Asia, Mr. Jed Diamond, Deputy Director, Ms. Megan Hyndman, International Trade Specialist, Mr. Erol Yesin, International Trade Specialist, Ms. Noor Sclafani, Mr. Jonathan Goldberg, International Trade Specialist and Ms. Bhavna Vishwakarma, Commercial Specialist, U.S. Embassy, joined the meeting. Next, the delegation split up and some attended a meeting with **Representative Pramila Jayapal** (D-WA) while others met with **Mr. Charles Hall**, Acting Chairman, Ex-Im Bank. Later, the group met with **Mr. Mark Linscott**, Assistant U.S. Trade Representative for South and Central Asian Affairs, along with **Ms. Tanya Menchi**, Deputy Assistant U.S. Trade Representative for South and Central Asia and **Mr. Brendan Lynch**, Director for India, USTR.



The AMCHAM door knock was a wonderful experience. The meetings, organized on the sidelines of the successful visit of Prime Minister Modi to Washington DC, were carefully curated and extremely well organized. Given the quality of the interactions and meaningful exchange between the officials and members of the delegation, I would definitely recommend other

organizations deeply embedded in both geographies to consider participating in the door knock next year.

Mr. Sukanti Ghosh
Managing Director - India
APCO Worldwide

The delegation proceeded to the USTDA office in Arlington, VA to meet with **Ms. Enoch Ebong**, Acting Director, United States Trade and Development Agency. **Mr. Henry Steingass**, Regional Director, South and

Southeast Asia, **Ms. Heather Lanigan**, Country Manager for South Asia and **Ms. Alissa Lee**, Country Manager, South Asia, also joined the meeting. Next the group went to the Embassy of India to meet with **Ambassador Navtej Sarna**, Indian Ambassador to the U.S. and **Mr. Santosh Jha**, DCM Designate, Indian Embassy. For a meeting with the Co-Chair of the Senate India Caucus, **Senator Mark Warner** (D-VA), the delegation went to the Capitol.



I found the door knock to be a singular opportunity to engage with senior U.S. government and business stakeholders over 3 days of focused meetings to present the India perspective. The timing could not have been better with the backdrop of the Prime Ministerial visit which helped really energize the overall relationship dynamic between the two countries and put India on everyone's mind. It was a privilege for KPMG to have partnered with AMCHAM on a report highlighting the sector-wise opportunities and challenges for U.S. companies in India, which was well received by all stakeholders. Congratulations AMCHAM for this stellar initiative!

Mr. Naveen Aggarwal
Partner, COO - Tax, India - U.S. Corridor Leader
KPMG in India

The door knock concluded on Wednesday evening with a meeting at the White House with **Ms. Anjana Modi**, Director for India and the Subcontinent, National Security Council.

AMCHAM India Door Knock Delegation 2017

- Mr. Pratyush Kumar, President, Boeing India
- Ms. Kaku Nakhate, President & Country Head - India, Bank of America
- Mr. Phil Shaw, Chief Executive, Lockheed Martin India
- Ms. Abby Pratt, Vice President, AdvaMed - Advanced Medical Technology Association
- Mr. Sukanti Ghosh, Managing Director - India, APCO Worldwide

- Mr. Neal Montour, Senior Vice President – Corporate Operations, Belcan LLC
- Dr. Ravi Bhatkal, Managing Director, India, MacDermid Performance Solutions, Cookson India Private Limited
- Mr. Arijit Sen, Director Global Government Relations and Public Policy, Dell Inc.
- Ms. Lisa Schroeter, Global Director of Trade & Investment Policy, The Dow Chemical Company
- Ms. Tiffany McCullen Atwell, Director of International Government Affairs, Dupont
- Mr. Naveen Aggarwal, Partner, COO – Tax, India – U.S. Corridor Leader, KPMG in India
- Mr. Benjamin Schwartz, Director for Defense and Aerospace, U.S. – India Business Council
- Ms. Ranjana Khanna, Director General CEO, AMCHAM India
- Ms. Valerie Swope, Program Coordinator, AMCHAM India



(L-R) Mr. Charles Hall, Acting Chairman and President, Ex-Im Bank, Dr. Ravi Bhatkal, Managing Director - India, MacDermid Performance Solutions, Cookson India Pvt. Ltd., Mr. Pratyush Kumar, Chairman, AMCHAM and President, Boeing India, and Mr. Scott Schloegel, First Vice President and Vice Chairman of the Board (Acting), Ex-Im Bank



AMCHAM's door knock delegation with Ms. Enoh Ebong, Acting Director, U.S. Trade and Development Agency and her team at the USTDA office in Arlington, VA



AMCHAM's door knock delegation with Ambassador Thomas Shannon, Under Secretary for Political Affairs, U.S. Department of State in Washington D.C.



The door knock delegation at the Indian Embassy with Ambassador Navtej Sarna, Indian Ambassador to the U.S.



Senator Mark Warner, Co-Chair Senate India Caucus, speaking to the delegation



Ms. Kaku Nakhate, National Executive Board Member, AMCHAM and President & Country Head – India, Bank of America in conversation with Senator Mark Warner, Co-Chair Senate India Caucus



Ms. Anjana Modi, Director for India and the Subcontinent, National Security Council, with the door knock delegation on the steps of the White House



Delegates with Mr. David Helvey, Assistant Secretary of Defense in the Bureau of Asian and Pacific Security Affairs in the Office of the Secretary of Defense and Ms. Cara Abercrombie, Deputy Assistant Secretary of Defense for South and Southeast Asia within the Office of the Assistant Secretary of Defense for Asian and Pacific Security Affairs and other officials at the Pentagon

AMCHAM Events



Mr. Arijit Sen, Co-Chairman - Cyber Security Committee, AMCHAM and Director Global Government Relations and Public Policy, Dell Inc. with Mr. Naveen Aggarwal, Partner, COO – Tax, India – U.S. Corridor Leader, KPMG in India



AMCHAM reception hosted at the Boeing Company in Arlington, VA



The door knock delegation with Representative Judy Chu (D-CA)



The delegation with Representative Ami Bera (D-CA)



(L-R) Mr. Rick Rossow, Wadhwani Chair in U.S. India Policy Studies, Center for Strategic and International Studies (CSIS), Mr. Pratyush Kumar, Chairman, AMCHAM and President, Boeing India, Ms. Ranjana Khanna, Director General CEO, AMCHAM and Ambassador Teresita Schaffer, Brookings Institute, at a roundtable at CSIS



The door knock delegation with Representative George Holding, Co-Chair of the House India Caucus

Aviation Committee Meeting

AMCHAM's Aviation Committee met on 3rd July 2017 in New Delhi. They decided to focus on the implementation aspects of policy framework especially with states since AMCHAM had submitted many policy recommendations for which some have been implemented in the previous union budget and recent NCAP (National Civil Aviation

Policy). AMCHAM led stand-alone trade missions, reverse trade missions, an annual summit and events around other big aviation shows, were also discussed. Airport infrastructure, MRO and 'Make in India' and skill development concluded the discussed topics.

Meeting with Ms. Aruna Sundararajan, Secretary, Department of Telecommunications

A few members of AMCHAM's ICT Committee, led by its Chairman, Mr. Amit Sharma, Executive Vice President and President Asia, ATC India and Co-Chairman, Mr. Naveen Tandon, Director – IEA, AT&T Communication Services India Private Limited, called on Ms. Aruna Sundararajan, Secretary, Department of Telecommunications, on 3rd July 2017. From AMCHAM, Ms. Madhvi Kataria, Deputy Director General, joined the meeting.

Mr. Sharma requested the Secretary to interact with industry and AMCHAM members before policies were announced. This would help members to share global best practices with the government. Members also discussed issues relating to equipment security as DoT had made registration of equipment having Wi-Fi mandatory. A member made a request to issue wireless licenses for captive wireless radios since these had not been issued

since February 2017 due to the absence of a legal authority to administratively issue spectrum approvals. Another point raised was the need for transparent procedures to link to BharatNet. It was highlighted that the current policy and licensing framework somehow does not address the emerging technological and service formats (SDN, UC, cloud etc). All these are critical for the growth of enterprise data services and may act as a barrier for investment and proliferation of services. The current licenses should be made technologically neutral, as well as service agnostic, in line with objectives of the National Telecom Policy 2012. Secretary, DoT said that she had made a note of all the points and said that she was looking forward to suggestions on 5G, IoT, etc. and said that DoT was also working on a new telecom policy for which industry, including AMCHAM, would be contacted for consultation.

Meeting with Mr. R.S. Sharma, Chairman, TRAI

A few members of AMCHAM's ICT Committee led by its Chairman, Mr. Amit Sharma, Executive Vice President and President Asia, ATC India and Co-Chairman, Mr. Naveen Tandon, Director – IEA, AT&T Communication Services India Private Limited, called on Mr. R.S. Sharma, Chairman, TRAI, on 4th July 2017. Members discussed issues related to VNO. These licenses did not differentiate between B2B and B2C licenses and led to double

taxation. Mr. Sharma agreed that this was a genuine problem of double taxation. Mr. Naveen Tandon would be sending a note to Mr. Sharma on multi-parenting. Members appreciated that TRAI had adopted a number of positive measures in the last few months. Members were hoping that the M2M policy will be announced soon and the cloud consultation paper, for which chambers had sent their views, would also be finalized soon.

Briefing Session with Visiting Officials from USTR

On 10th July 2017, AMCHAM organized a briefing session over breakfast for visiting officials from USTR. AMCHAM members from the IPR, Medical Devices and Pharmaceuticals committees participated in the briefing

session. The main objective of the briefing session was to sensitize USTR officials on trade related challenges from specific sectors. The USTR delegation included Ms. Tanya Menchi, Deputy Assistant USTR for South

and Central Asia, Mr. Brendan Lynch, Director for India at USTR and Mr. Conor Harrington, Director for Intellectual Property and Innovation at the office of USTR. Ms. Sanjit Kaur Batra, Chairperson – IPR Committee, AMCHAM, made the opening remarks and briefly touched upon some of the issues. Ms. Apurva Mehta, Co-Chair – IPR Committee, AMCHAM, then welcomed USTR officials and thanked the U.S. Embassy for giving AMCHAM the opportunity for this briefing session with members. She also introduced USTR officials to the participating members. Each of the members then highlighted their concerns.

Some of the challenges highlighted by the IPR Committee members included the National IP Policy and lack of focus on commercialization, improvement on enforcement mechanisms, improvement in biodiversity and PVP offices, certainty and predictability of patent life, lack of regulatory data protection, lack of trade secret protection and lack of patent linkage. Pricing of medical devices, preferential

procurement policy for domestically manufactured products and lack of incentives for innovation were amongst a few points raised by the medical devices industry members. The pharma industry raised concerns regarding the IPR issues and patented product pricing and also briefed the officials on the looming threat of compulsory licensing. USTR requested AMCHAM to conduct a survey and try to get the data on the investments lost and technology lost by the country due to various policy challenges and also requested a white paper from the Medical Devices Committee on why superiority trails cannot be done in case of medical devices.

The briefing session included members from the following AMCHAM member companies: DuPont, Microsoft, Qualcomm, Philip Morris India (PMI), Edwards Life Sciences, MSD, BSA, Boston Scientific and India Medtronic. AMCHAM was represented by Mr. Gaurav Mendiratta, Director, Medical Devices, Pharmaceuticals and IPR.



(L-R) Mr. Brendan Lynch, Director for India, USTR, Ms. Tanya Menchi, Deputy Assistant USTR and Mr. Conor Harrington, Director for Intellectual Property and Innovation, USTR, at a briefing with AMCHAM members in New Delhi



AMCHAM members interacting with visiting USTR officials at a briefing in New Delhi

Defense Committee Meeting with DOMW

Members of AMCHAM's Defense Committee met with Economic Advisor and In-charge DOMW, Mr. Rajib Sen, at Sena Bhawan, New Delhi. Mr. Phil Shaw, Chairman – Defense Committee, AMCHAM and Ms. Udaya Arun, Director – Aerospace & Defense, AMCHAM, along with members from Boeing, Honeywell, Textron and KPMG

attended the meeting on 11th July 2017. Members went through the committee's recommendations on offsets, point by point, and volunteered to get more information, with respect to best practices from around the world, to Mr. Sen, as he requested.

Meeting with Global Entrepreneurship Summit (GES) Delegation

Mr. Pratyush Kumar, Chairman, AMCHAM India and President, Boeing India; Mr. Atul Dhawan, Honorary Secretary & Treasurer, AMCHAM India and Partner, Deloitte Touche Tohmatsu India LLP; Mr. Saket Modi, Chief Executive Officer, Lucideus Technologies; and Ms. Madhvi Kataria, Deputy Director General, AMCHAM India,

met with U.S. government officials from Washington D.C. on 11th July 2017 in New Delhi to discuss the forthcoming Global Entrepreneurship Summit (GES) to be held in India in November of this year. Dates will be firmed up soon. AMCHAM expressed keen interest to be associated with this summit.

Smart Cities and Infrastructure Committee Meeting

AMCHAM's Infrastructure and Smart Cities Committee met in Gurgaon on 12th July 2017 under the chairmanship of Mr. Arun Kumar Jain, Managing Director, Fluor Daniel India and co-chairmanship of Mr. Pawan Gupta, Vice President, AECOM. The meeting took place at the Fluor Daniel office and was attended by many company representatives who participated whole heartedly and chalked out a future plan of action to target at least five states with their designated smart cities. The meeting also came up with five sub-committees so that members can focus on their area of interest and target work for smart cities accordingly. Members of the committee also pointed out difficulties they face in the bidding

process where government officials do not follow due process owing to various reasons. Mr. Patrick Santillo, Minister Counselor for Commercial Affairs, U.S. Embassy, expressed pleasure in witnessing such participation by American companies in coming together and forming a task force to combat bidding for smart city projects in India. He said the embassy would help in any way it can. His colleague Ms. Renie Subin, Commercial Specialist, U.S. Embassy, echoed that sentiment. The committee adjourned with a decision to meet again once the representations for projects were sent from the AMCHAM secretariat to the relevant government offices.



Members of AMCHAM's Infrastructure and Smart Cities Committee at a meeting in Gurgaon



Mr. Arun Kumar Jain, Chairman - Infrastructure and Smart Cities Committee, AMCHAM and Managing Director, Fluor Daniel India and Mr. Pawan Gupta, Co-Chairman Infrastructure and Smart Cities Committee, AMCHAM and Vice President (Water & Urban Development), AECOM India

Meeting with Secretary, Ministry of Electronics and Information Technology (MeitY)

A few members of the ICT Committee of AMCHAM India led by its Co-Chairmen, Mr. Naveen Tandon, Director – IEA, AT&T Communication Services India Private Limited and Mr. Vivek Vasishtha, Executive Director and Country Leader – Government and Regulatory Affairs, IBM India Pvt. Ltd. met with the new Secretary of MeitY, Mr. Ajay Prakash Sawhney, on 20th July 2017 in his office.

Members had a productive interaction with the Secretary and issues such as public procurement (Model RFP 2.0/ GFR), CRO, CRI, encryption and IoT policy, manufacturing and R&D were discussed. The Secretary, MeitY, said that the suggestions made by the members were very useful and timely and he said that he would welcome a note on the issues.



(L-R) Mr. Puneet Kumar, Managing Director - Government Relations Lead, India, Accenture, Mr. Arijit Sen, Director, Global Government Relations and Public Policy, Dell, Mr. Harish Krishnan, Executive Director, Public Affairs & Strategic Engagement, India & SAARC, Cisco Systems (India) and Mr. Ajay Prakash Sawhney, Secretary of MeitY

Con-Call of Sub-Group on GST

A con-call of the sub-group on GST was organized on 27th July 2017. Mr. Atul Gupta, Senior Director, Deloitte Haskins and Sells LLP, sought members' views on whether any issues need to be taken up with the Ministry of Finance and GST Council. It was agreed that a follow-up note on anti-profiteering would be prepared by Anita of PwC and sent to the government. The points sent by Amazon would also be included. Mr. Bipin Sapra of EY was requested to send a note on the export of service

as there were large number of issues in terms of filing/ accepting of LUT. Mr. Atul Gupta checked with members when AMCHAM's Tax Committee could organize an event on GST with the Revenue Secretary. After discussion, it was agreed that such an event should be organized post 20th September. Members of the GST Council would also be invited. It was also agreed that a meeting would be sought with Mr. Hasmukh Adhia and Chairman, CBEC.

Defense Committee Meeting

AMCHAM's Defense Committee held a meeting on 28th July 2017. A detailed briefing of the AMCHAM defense members meeting with Economic Advisor and In-charge DOMW Mr. Rajib Sen at Sena Bhawan, New Delhi, was shared with the whole team. The members went through

the committee recommendations on offsets point by point and were requested to share inputs with respect to best practices from around the world. The members were also requested to share comments/recommendations on the Strategic Partnership Policy.

Meeting with Mr. Vinay Pratap Singh, Deputy Commissioner of Gurgaon

Members of the Northern Region Council led by Mr. Varun Khanna, Managing Director, BD India Private Limited, called on Mr. Vinay Pratap Singh, Deputy Commissioner of Gurgaon, on 28th July 2017 in his office. Mr. Khanna shared the Northern Region Council's capability deck

with Mr. Vinay Pratap Singh which provides details on the activities of some of the U.S. companies having their offices in North India, particularly in Gurgaon, and their contribution in terms of employment, investment and revenue generated.



Mr. Vinay Pratap Singh, DC, Gurgaon, with Northern Region Council members led by Mr. Varun Khanna, Managing Director, BD India

Mr. Vivek Vasishtha, Executive Director & Country Leader – IBM India, South Asia, and other members offered technologies by U.S. companies to meet the needs of the Haryana Government. Skill development, safety and security, road transportation, and CSR activities were discussed. Mr. Vinay Pratap Singh said that he would

like to see synchronized efforts of U.S. companies in the CSR sphere as presently all companies were working individually. Mr. Varun Khanna said that AMCHAM member companies would like to go beyond CSR activities and offered solutions and technologies which would promote the growth of Gurgaon.

Meeting with Dr. D. Suresh, Commissioner, Gurgaon Division

Members of the Northern Region Council led by Mr. Varun Khanna, Managing Director, Becton Dickinson India Private Limited, had a meeting with Dr. D. Suresh, Commissioner, Gurgaon Division, in his office on 28th July 2017 in his office. Ms. Madhvi Kataria, Deputy Director General, AMCHAM, spoke about AMCHAM and Mr. Varun Khanna gave an overview of the activities of the members of AMCHAM in the Northern Region Council. The capability deck prepared on the basis of inputs received from companies based in

the northern region was shared with Dr. Suresh. There was discussion on the areas in which U.S. companies were operating in Haryana, the employment generated, etc. AMCHAM requested Dr. Suresh to pinpoint the areas where American companies could assist the Government of Haryana. Lack of skill development in Haryana was a major cause of concern. Dr. Suresh said that a forum could be put together where government officials from Gurgaon District and AMCHAM members could interact once a month.

Meeting with Ambassador Frank G. Wisner, International Affairs Advisor, Squire Patton Boggs

AMCHAM hosted an interactive session with Ambassador Frank G. Wisner, International Affairs Advisor, Squire Patton Boggs (former U.S. Ambassador to India) on 28th July 2017 in the office of Boeing India. Ms. Madhvi Kataria, Deputy Director General, AMCHAM, welcomed and Mr. Ankur Kanaglekar, Director – Strategy & Business Development, Boeing International Corp India Pvt. Ltd., gave opening remarks. Ambassador Frank G. Wisner shared his views on the state of the U.S. economy and U.S. – India relations. Members shared opportunities and challenges relating to defence, IT, manufacturing and medical devices.



(L-R) Ms. Madhvi Kataria, Deputy Director General, AMCHAM, Mr. Ankur Kanaglekar, Director – Strategy & Business Development, Boeing International Corp India Pvt. Ltd., Ambassador Frank G. Wisner, International Affairs Advisor, Squire Patton Boggs and Mr. Phil Shaw, Chairman - Defense Committee, AMCHAM and Chief Executive, Lockheed Martin India



Ambassador Frank Wisner, International Affairs Advisor, Squire Patton Boggs with AMCHAM members and Mr. Sunil Mehta, Past Chairman of AMCHAM, at a roundtable

Roundtable on the Future of U.S. – India Relations with Mr. Nelson Cunningham, President, McLarty Associates

AMCHAM members met with Mr. Nelson Cunningham, President and Co-Founder, McLarty Associates, for a roundtable session on the future of U.S. – India relations at the office of BAE Systems India on 31st July 2017. Mr. Nik Khanna, Managing Director – India, BAE Systems India Services (Pvt.) Limited, welcomed participants, introduced Mr. Cunningham and gave opening remarks.

Mr. Nelson Cunningham gave an overview of McLarty's

and their history with India. He emphasized that the U.S. – India relationship is one of few bilateral relationships in the world with bipartisan support in both countries. He discussed the political scene in Washington D.C., the budget reconciliation rules in the Senate, the new administration's trade agenda and focus on countries with trade deficits, and areas of mutual concerns for both countries, such as counterterrorism and energy.



AMCHAM members at a roundtable session on the future of U.S. - India relations with Mr. Nelson Cunningham, President, McLarty Associates, hosted by BAE Systems India

Members posed poignant questions about the unorthodox administration in the U.S. and the implications for India. Ms. Ranjana Khanna, Director General CEO, AMCHAM,

thanked Mr. Cunningham for his support of the U.S. – India economic partnership and an excellent interactive session.

Anti-Corruption Compliance and Risk Management Master Class 2017

On 2nd August 2017, the Anti-Corruption & FCPA Compliance Committee organized an Anti-Corruption Compliance and Risk Management Master Class. The master class began with a welcome address by Ms. Ranjana Khanna, Director General CEO, AMCHAM. In her address she pointed out that India has been ranked 79th among 176 countries in the Corruption Perception Index 2016 released by Transparency International. The Anti-Corruption & FCPA Compliance Committee was formed to assist U.S. companies to manage the adverse effects of corruption on the business environment. Ms. Khanna introduced former U.S. Ambassador to India (1994-97), Ambassador Frank G. Wisner, International Affairs Advisor, Squire Patton Boggs. He gave the keynote address sharing his experience as an Ambassador in the early nineties when American companies were beginning their operations in India. He also talked about the challenges faced by companies back then and his advice to them during his term.

Ms. Ritika Ratti, Chairperson – Anti-Corruption & FCPA Compliance Committee, AMCHAM and Chief Ethics & Compliance Officer & Head of Anti-Corruption, Walmart India gave an introduction explaining the theme and overview of the sessions for the day. She stated her vision for the Anti-Corruption & FCPA Compliance Committee.

She further thanked the partners for supporting the master class, Kobre & Kim and KPMG in India.

The first session was a presentation on 'Top Trends in FCPA and Anti-Corruption Enforcement and Recent Corruption Cases in India' by Mr. Vasu Muthyala, White-Collar, Corporate & Individual Investigations, and Enforcement Partner, Kobre & Kim. Mr. Muthyala commenced by explaining the basics of FCPA followed by the recent enforcement trends. He went on to talk about how to identify risk areas and their consequences. He also described possible remedies that companies could take into consideration.

During the second session Ms. Naomita Royan, Senior Associate, Baker & McKenzie (based in Australia) and Ms. Yindi Gesinde, Senior Associate, Baker & McKenzie (based in the UK) gave a presentation on best practices in investigations. They elucidated on the three rules for sound investigations followed by sources and triggers for investigations. They also shed light on how to deal with investigative authorities and prosecutors. Ms. Royan and Ms. Gesinde briefed the audience about early case evaluations, time estimates and reporting.

The third session was focused on 'Shell Companies in

India – Corruption and Money Laundering’ and featured speaker Mr. Jagvinder S. Brar, Partner, Forensic Services, KPMG. Mr. Brar spoke about the way companies are set up and ways they manage to launder money.

In the next session, Mr. Ashish L. Sawkar, FBI, Legal Attaché, U.S. Embassy, gave an interesting presentation on the FBI's role in anti-corruption investigations. He ran the audience through a presentation explaining the history of the FBI. He explained the undertakings of the International Corruption Unit, the impact of corruption on the economy and on the world and their proactive global strategy. Thereafter, Ms. Isabella Detwiler, Deputy Minister Counselor, Economic, Environment, Science and Technology, U.S. Embassy, spoke about her perspective on U.S. priorities in combatting foreign bribery during the fifth session.

Ms. Naomita Royan, Senior Associate, Baker & McKenzie and Ms. Yindi Gesinde, Senior Associate, Baker & McKenzie spoke about M&A/JV compliance risks and mitigation in the sixth session. They spoke about the types of compliance risks and how to manage the deal process and joint ventures.

The seventh session was on ‘Third Party Risk Management and Mitigation – Lessons Learned’ by Ms. Shukla Wassan, Executive Director – Legal & Corporate Affairs, South Asia, Hindustan Coca-Cola Beverages and Mr. Vasu Muthyala, White-Collar, Corporate & Individual Investigations, and Enforcement Partner, Kobre & Kim. They answered some of the essential questions that one could have while dealing with third parties such as – why are third parties a risk in Asia, who are some third parties and what are common third party red flags. They gave suggestions on how to manage third party risks,

mitigating these risks and taking preventive measures. This was followed by the audience asking questions from the panel.

Mr. Rahul Lalit, Partner, Advisory, PwC, gave a presentation on ‘ISO 37,001 Standard and Certification’ explaining the standards in detail during the eighth session. Mr. Lalit explained what the standard meant by definition, its requirements and features. He also touched upon the certification process along with the benefits and limitations of ISO 37,001.

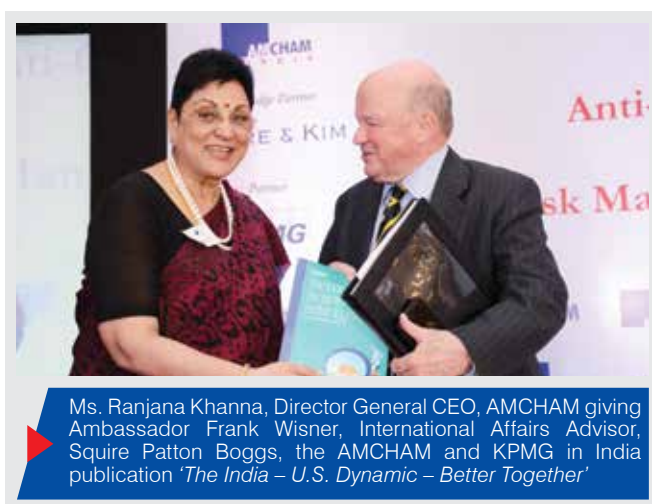
The ninth session was delivered by Mr. S.R. Wadhwa, IRS (Retd.), Chairman, Income Tax Settlement Commission Board Member, Transparency International India, entitled ‘Transparency International’s Fight Against Corruption.’ Mr. Wadhwa elucidated on Transparency International’s areas of work, free advocacy and Legal Advice Centre and their vision for India.

Mr. Anuj Bugga, Senior Managing Director, FTI Consulting, gave a presentation focused on two detailed case studies in the last session. Mr. Bugga explained a case study with a FCPA violation, the security risk mitigation, the investigation of allegations, and the data forensics process. Another case study involved diverted funds and the investigators found a dummy supplier with a residential address.

The master class concluded with closing remarks from Ms. Ritika Ratti, Chairperson – Anti-Corruption & FCPA Compliance Committee, AMCHAM and Chief Ethics & Compliance Officer & Head of Anti-Corruption, Walmart India. She requested the audience to fill out feedback forms to help us understand what they liked and how we can improve the master class next year.



Ambassador Frank Wisner, International Affairs Advisor, Squire Patton Boggs delivering the keynote address



Ms. Ranjana Khanna, Director General CEO, AMCHAM giving Ambassador Frank Wisner, International Affairs Advisor, Squire Patton Boggs, the AMCHAM and KPMG in India publication ‘The India – U.S. Dynamic – Better Together’



Mr. Vasu Muthyala, White-Collar, Corporate & Individual Investigations, and Enforcement Partner, Kobre & Kim speaking on the 'Top Trends in FCPA and Anti-Corruption Enforcement and Recent Corruption Cases in India'



Mr. Jagvinder S. Brar, Partner, Forensic Services, KPMG, speaking about 'Shell Companies in India - Corruption and Money Laundering'



Mr. Ashish L. Sawkar, FBI, Legal Attaché, U.S. Embassy, speaking on the FBI's role in anti-corruption investigations



Ms. Isabella Detwiler, Deputy Minister Counselor, Economic, Environment, Science and Technology, U.S. Embassy



Ms. Naomita Royan, Senior Associate, Baker & McKenzie and Ms. Yindi Gesinde, Senior Associate, Baker & McKenzie



'Third Party Risk Management and Mitigation – Lessons Learned' with Mr. Vasu Muthyala, White-Collar, Corporate & Individual Investigations, and Enforcement Partner, Kobre & Kim and Ms. Shukla Wassan, Executive Director – Legal & Corporate Affairs, South Asia, Hindustan Coca-Cola Beverages



Ms. Valerie Swope, Program Coordinator, AMCHAM introducing speakers



(L-R) Ms. Tanya Paul, Communication Director, AMCHAM, Ms. Ritika Ratti, Chairperson – Anti-Corruption & FCPA Compliance Committee, AMCHAM and Chief Ethics & Compliance Officer & Head of Anti-Corruption, Walmart India, Ambassador Frank Wisner, International Affairs Advisor, Squire Patton Boggs and Ms. Ranjana Khanna, Director General CEO, AMCHAM, at the Anti-Corruption Compliance and Risk Management Master Class in New Delhi



Mr. Rahul Lalit, Partner, Advisory, PwC presenting on 'ISO 37001 Standard and Certification'



Mr. Anuj Bugga, Senior Managing Director, FTI Consulting, during an in-depth discussion about a case study with a FCPA violation



Mr. S.R. Wadhwa, IRS (Retd.), Chairman, Income Tax Settlement Commission Board Member, Transparency International India



Ms. Ritika Ratti, Chairperson – Anti-Corruption & FCPA Compliance Committee, AMCHAM and Chief Ethics & Compliance Officer & Head of Anti-Corruption, Walmart India, giving the closing remarks

Defense Committee Meeting with Ms. Cara Abercrombie

AMCHAM's Defense Committee members met with Ms. Cara Abercrombie, previously the Deputy Assistant Secretary of Defense for South and Southeast Asia, U.S. Department of Defense, in New Delhi on 3rd August. Currently she is researching and writing at Carnegie Endowment for International Peace but continues to be

affiliated to the DoD. Ms. Abercrombie is an old friend of AMCHAM and members have met her many times during her previous visits. Members discussed the U.S.-India defense climate and the challenges and opportunities the sector currently faces.

Interactive Session on Innovation, Technology and Management Approaches to Remain Competitive and Succeed in the Energy Sector

AMCHAM's ECP member companies met for an interactive session on 'Innovation, Technology and Management Approaches to Remain Competitive and Succeed in the Energy Sector' under the Chairmanship of Mr. Rajendra Shrivastav, Market Business Leader, AES India, on 8th August 2017 in Gurgaon.

Ms. Mehnaz Ansari, Country Representative – South Asia, USTDA also attended this meeting and emphasized that USTDA is keen to revive the Energy Cooperation Program (ECP) and wanted to take this initiative to the next level. She also noted that now traditional energy is coming back as a priority for the administration and they are already working actively in refining and shale gas sector with the Government of India. Another priority area for USTDA is energy storage and they are open to look at energy storage projects. Ms. Ansari also talked about the Refinery Mission which is coming up for the officials of Ministry of Petroleum & Natural Gas and five major public sector refineries. This mission will be led by Minister of Petroleum with BPCL, HPCL, ONGC and Reliance and would like to see ECP taking the lead to get members on board for the Reverse Trade Mission (RTM). Apart from this RTM, USTDA also has plans to conduct workshops in India. Ms. Ansari asked AMCHAM to prepare a proposal

for a workshop and submit it to USTDA for approval. It was proposed that the same be planned in the early part of 2018.

ECP member companies introduced themselves and stated that many issues and challenges they are facing are similar to all members. For which Mr. Rajendra from AES India suggested that all member companies should join hands together with USTDA and do advocacy. Ms. Disha Banerjee, Director Policy & Communication, Smart Power India also talked about the challenges which they are facing in UP as regulatory framework for mini grids is a major issue there. Mr. Mallikarjun from Ingersoll Rand shared that Bureau of Energy Efficiency has come up with ECBC (Energy Conservation Building Code) in partnership with USAID. Under this initiative 22 states are already in the process of implementing it and at present this is voluntary and not mandatory. He showed his keen interest that AMCHAM should take up this activity under ECP for supporting the implementation of ECBC in states. The meeting concluded with the statement from Ms. Ansari that USTDA is ready to support ECP and its members in all possible ways as energy is always a priority for them.

Interactive Session on Proposed U.S. Tax Reforms

An interactive session on proposed U.S. tax reforms was jointly organized by AMCHAM India and Deloitte on 11th August 2017 in the office of Deloitte, Gurgaon. Ms. Madhvi Kataria, Deputy Director General, AMCHAM,

welcomed members and guests and Ms. Neeru Ahuja, Chairperson – Tax and Tariff Committee, AMCHAM and Partner, Business Tax, Deloitte Haskins & Sells LLP, made opening observations and introduced the speakers.



Deloitte U.S. global leaders at an interactive session on proposed U.S. tax reforms with Ms. Neeru Ahuja, Chairperson - Tax and Tariff Committee, AMCHAM and Partner, Business Tax, Deloitte Haskins & Sells LLP and Ms. Madhvi Kataria, Deputy Director General, AMCHAM, in Gurgaon

Deloitte U.S. global leaders, Ms. Terri LaRae, U.S. Tax Reform Leader and International Tax Partner, Ms. Janet Moran, Global TMT Tax Leader and Principal in the New York office of Deloitte Tax LLP, and Ms. Nancy Millett, Global C&IP Tax Leader, shared their insights on the tax proposals, how to be ready for the tax reforms, proposed corporate and individual tax law changes that have been released to date, conditions that could hasten or

hinder action on tax reform this year, background on U.S. process on tax legislation, global trends in tax reform and how to be prepared and what the India taxpayer must think about today.

Mr. Rohinton Sidhwa, Partner, Deloitte Haskins and Sells LLP, gave the closing remarks and proposed the vote of thanks.

National Executive Board Meeting

The second meeting of the National Executive Board (2017-18) was held on 18th August 2017 in Chennai. The meeting was attended by Chairman, Mr. Pratyush Kumar (President, Boeing India), Vice-Chairmen, Mr. Gulshan Kumar Sachdev (Managing Director, Quaker Chemical India) and Mr. Arun M. Kumar (CEO, KPMG in India), along with other members and officials from the Economic and Commercial Sections of the U.S. Embassy.

Prior to the board meeting, members of the NEB called on the Chief Minister, Mr. Edappadi K. Palaniswami, Industry Minister, Mr. M.C. Sampath and other officials of the Tamil Nadu Government. In the evening, the Tamil Nadu Chapter hosted a networking dinner for members of the NEB, members of the Executive Committee of Tamil Nadu Chapter, and other invitees. The new Consul General, Mr. Robert G. Burgess, also joined the dinner.



Members of the National Executive Board at a meeting in Chennai



Mr. Patrick Santillo, Minister Counselor for Commercial Affairs, U.S. Embassy, speaking to the National Executive Board in Chennai

Meeting with Mr. Munu Mahawar, Joint Secretary (Americas), Ministry of External Affairs

Ms. Ranjana Khanna, Director General CEO, AMCHAM India, called on Mr. Munu Mahawar, Joint Secretary (Americas), Ministry of External Affairs, on August 21st, 2017 to discuss upcoming G2G engagements. The U.S.

Defence Secretary would be visiting India on September 25th and the Trade Policy Forum meeting would be held on October 24th, 2017 in Washington D.C. followed by the meeting of the newly constituted CEO Forum.

Meeting with Dr. C. Muralikrishna Kumar, Sr. Adviser (CIT and I), NITI Aayog

Ms. Ranjana Khanna, Director General CEO, AMCHAM India, called on Dr. C. Muralikrishna Kumar, Sr. Adviser (CIT and I), NITI Aayog, on August 23rd, 2017. An interaction was held to discuss possible engagement of AMCHAM India in the forthcoming GES. He indicated that the participation from the U.S. was driven by the State Department and they were looking for sponsorships

including hosting a dinner on November 29th for upto 3,000 people in Hyderabad. Sessions on women empowerment, agri and food processing, artificial intelligence, were possible themes for consideration. AMCHAM has begun working with the U.S. Embassy to firm up its participation.

Meeting with Mr. Asheesh Sharma, Joint Secretary, Ministry of Skill Development and Entrepreneurship

Ms. Ranjana Khanna, Director General CEO, AMCHAM India, called on Mr. Asheesh Sharma, Joint Secretary, Ministry of Skill Development and Entrepreneurship, on August 23rd, 2017 to discuss the Apprenticeship Program of the Ministry of Skill Development. The Ministry

is keen to work with AMCHAM for developing Certified Apprenticeship Programs with the Government of India. They have also sought industry's engagement in creating mentoring programs. The HR Committee would take the lead for this on behalf of AMCHAM.

HR Committee Meeting

The HR Committee Meeting took place on 23rd August 2017 at the EY office in Mumbai. The introduction and opening remarks were given by Mr. DP Singh, Chairman

– HR Committee, AMCHAM and Vice President – Human Resources (India/South Asia), IBM India.

In the previous meeting the committee had decided to plan events around three themes, namely, upskilling, talent management, capability; inclusion and diversity, and the digitization of HR. Ms. Shalini Pillay, Head HR, KPMG, who is leading the 'Inclusion and Diversity' group presented the group's idea of a maturity model and its assessment based on various dimensions. The participants discussed and deliberated the various dimensions and suggested additional dimensions that should be included. It was decided that the group needed to define at least 3 outcomes after the completion of the maturity model assessment. Ms. Alpana Dutta, Partner, EY made a presentation on 'Digitization of HR.' She discussed the group's plan for the coming months on behalf of Mr. Amarpal Chadha, Partner, EY. Ms. Dutta discussed how the future of work and improvements in technology will affect the employees. She also shed

light on how the role of HR will change with automation which will raise the need of upskilling. Thereafter Mr. Anil Sharma, Group HR Manager, Synopsys India, presented his ideas for the group on 'Upskilling, Talent Management, Capability.' He suggested that it would be helpful to organize a webinar on 'Big Data and Machine Learning,' which was agreed upon.

The participants were requested to give inputs and discuss the viability of the ideas and plans mentioned. The committee deliberated and planned to organize an event by the end of the year on 'Upskilling and Learning' as a theme. Mr. DP Singh held an interactive discussion on the 'Draft New Labor Code' and based on collective opinions, the HR Committee would like to send a representation to the Government of India on the same.

Defense Committee Meeting

AMCHAM's Defense Committee held a meeting on August 25th 2017. The Ministry of Defense issued a list of FAQ's pertaining to offsets contracts and offsets banking which was shared with members. Members discussed offset issues - retrospective applicability of offset changes, India value addition, scope of services for offset discharge, levy of penalties, offset discharge by group companies. AMCHAM's recommendations on

strategic partnership policy were also discussed. Interest on AMCHAM's collaboration with the European Business Group (EBG) was also sought. The committee was updated about the upcoming defense related USG visits. MoD (Acquisition wing) issued an amendment to DPP 2016 on Article 16 and MOD released major activities of Department of Defense, July 2017, which were also shared with the committee.

ICT Committee Meeting

A meeting of AMCHAM's ICT Committee was held on 30th August 2017 at the IBM office in Gurgaon. The meeting was chaired by Mr. Vivek Vasishta, Executive Director & Country Leader – IBM India, South Asia, IBM India Pvt. Ltd. The agenda included issues relating to public procurement, CRI, CRO, cyber security, policy on privacy, security and ownership of data.

Other than AMCHAM members, there was participation from the U.S. Embassy and IBM global leaders. Mr. Stephen W. Braim, Vice President Government & Regulatory Affairs, IBM Asia Pacific, China, Japan, shared his global perspectives on IT and Mr. David N. Barnes, Vice President, Global Workforce Policy, IBM Corporation, discussed labour laws, employment rules and practices.

Meeting with Ms. Debashree Mukherjee, Joint Secretary, Prime Minister's Office

Ms. Ranjana Khanna, Director General CEO, AMCHAM India, along with Mr. Debasish Roy, Program Director, called on Ms. Debashree Mukherjee, Joint Secretary, Prime Minister's Office, on August 31, 2017 to discuss the AMCHAM Ganga Action Plan with end-to-end solutions prepared by the Infrastructure and Smart

Cities Committee. AMCHAM members were working on the pilot project in Hardwar to define our partnership engagement and coordinating with the Namami Gange Project. The Infrastructure and Smart Cities Committee would be working on it.

MUMBAI

Enhancing and Accelerating Responses to the Needs of Orphan and Vulnerable Children: A Consultation & Learning Workshop

AMCHAM India, as a supporting partner to the Karnataka Health Promotion Trust and USAID, jointly with Maharashtra State AIDS Control Society (MSACS), Maharashtra District AIDS Control Society (MDACS) and NACO, organized a CSR consultation and learning workshop on 'Enhancing and Accelerating Responses to the Needs of Orphan and Vulnerable Children (OVC)' on Friday, 14th July 2017 at Hotel Novotel, Mumbai.

The event commenced with a welcome address by Mr. Mohan HL, Managing Trustee, KHPT followed by the keynote address by Professor Shalini Bharat, Deputy Director, TISS, who set the context of the day's program

while speaking on status and challenges in implementing a comprehensive response to the needs of OVC in Maharashtra and India. Inaugural addresses were made by Mr. Dwipal K. Bose, Mentor and Advisor, Social and Rural Enterprises; Ms. Surabhi Wahal, Regional Director – Western Region, AMCHAM India; Dr. Padmaja Keskar, Executive Health Officer, MCGM & PD, MDACS and Ms. Sangeeta Kaul, Senior Project Management Specialist, USAID. The presidential address was shared by Mr. Parimal Singh, IAS, Project Director, MSACS. The chief guest of the event was Ms. Leena, a young girl living with HIV, who provided dignity and hope through her message.



Ms. Surabhi Wahal, Regional Director - Western Region, AMCHAM India, making an address as part of the plenary panel at the consultation & learning workshop

The first session of the day focused on the Maharashtra situation with OVC – needs and opportunities. The session began with a presentation on experiences and evidences of programmes with OVC by Dr. Troy Cunningham, Project Director, KHPT. Ms. Shrikala Acharya, Additional Project Director, MDACS and Dr. Mamata Manglani, Director, Comprehensive Thalassemia Care Centre and Bone Marrow Transplantation Centre, spoke extensively on needs and gaps with programs. The session concluded with touching experiences shared by child advocates of OVCs.

Session two brought out the efforts and experiences of CSR in bridging gaps with various corporates such as the Ambuja Cement Foundation, Ronald McDonald House of Charity, JSW Foundation, Max India Foundation, Reliance Group of Companies, Tata Trust, Novartis Arogya Parivar, ACC and the Kewalramani Foundation. Post lunch, the participants formed groups to discuss on thematic areas of support for OVCs through education, nutrition, health and psychological support, skilling and placement. The event came to a close with concluding remarks by Ms. Mohini Singh, CEO, Max India Foundation and Mr. Mohan HL, Managing Trustee, KHPT.

Roundtable Meeting with Ms. Fatema Sumar, Millennium Challenge Corporation: Opportunities to Partner in Development Projects & Economic Growth

AMCHAM India and the U.S. Consulate General Mumbai, met with Ms. Fatema Sumar, Regional Deputy Vice President, Europe, Asia, Pacific and Latin America, Millennium Challenge Corporation on Monday, 24th July 2017 in Mumbai, to discuss opportunities to partner in development projects and economic growth.

At the meeting, Ms. Surabhi Wahal, Regional Director - Western Region, AMCHAM India, spoke about the keen

interest of AMCHAM India to find a synergy for partnership between its members and the Millennium Challenge Corporation in fostering growth and development. The interaction focussed on policies, funding mechanism, cross border projects, bidding opportunities in international projects for U.S. companies in India and other relevant aspects. AMCHAM's strengths and initiatives across industry sectors brought much interest to the dialogue.



Ms. Surabhi Wahal, Regional Director - Western Region, AMCHAM with U.S. Consulate General Mumbai colleagues welcoming Ms. Fatema Sumar from the Millennium Challenge Corporation

Ms. Fatema Sumar, in her address, highlighted the initiatives of the Millennium Challenge Corporation, an innovative and independent U.S. foreign aid agency that is helping lead the fight against global poverty with a special focus on 'development.' The corporation partners with poorer countries across Latin America, Africa, Europe, Asia and the Pacific (such as Nepal, Sri Lanka, Philippines, Indonesia) that show they are committed

to good governance, economic freedom, and investing in their citizens. Ms. Sumar spoke of the organization's interest in partnering with AMCHAM and creating an outreach to member companies to collaborate on various projects with a special focus on infrastructure. The meeting concluded with a common vision to work on the developmental goals of the two countries.

Roundtable with Ambassador Frank G. Wisner (U.S. Ambassador to India 1994-97), International Affairs Advisor, Squire Patton Boggs

On Wednesday, 26th July 2017, AMCHAM India's Western Region held an exclusive roundtable for members with Ambassador Frank G. Wisner (U.S. Ambassador to India 1994-97), International Affairs Advisor, Squire Patton Boggs on 'U.S. – India Bilateral Relations: The Ongoing Dialogue Between Prime Minister Narendra Modi and U.S. President Donald Trump and the Implication to India/ U.S. Commercial Interests, in Mumbai. The meeting was attended by leaders of AMCHAM member companies, representatives of the U.S. Consulate General Mumbai

and senior colleagues of Ambassador Wisner from Squire Patton Boggs. The meeting commenced with a warm welcome by Ms. Surabhi Wahal, Regional Director – Western Region, AMCHAM India followed by opening remarks by Mr. Mahesh Krishnamurti, Chairman – Western Region, AMCHAM and Managing Director, RGP India, who ushered in the agenda of the significance of U.S. – India bilateral relations along with a brief introduction of Ambassador Wisner for all who were present.



(L-R) Ms. Kaku Nakhate, National Executive Board Member, AMCHAM and President & Country Head, Bank of America, Ambassador Frank G. Wisner (U.S. Ambassador to India 1994-97), International Affairs Advisor, Squire Patton Boggs and Mr. Mahesh Krishnamurti, Chairman - Western Region, AMCHAM and Managing Director, RGP India

Ambassador Frank Wisner began his address by reminiscing the wonderful experience of his tenure as U.S. Ambassador to India from 1994-1997, two decades ago when Mumbai was still Bombay, also highlighting the phenomenal change that India has traversed through the times. He shared a brief introduction to Squire Patton Boggs, an international law firm with a broad reach across the globe advising a diverse mix of local and cross-border clients. The Ambassador in his keynote shared a comprehensive insight into the agenda of President Trump's administration and on U.S. – India bilateral relations, the implications of the dialogues between the leaderships of the two countries especially on alignment of businesses and the economy, tackling terrorism, the relationship with China, defense and military partnerships. The Ambassador also shared his observations of the strategic direction for the future of the U.S. – India relationship:

- A strong India is good for the U.S., and vice versa
- Relationships between the U.S. and India goes beyond our frontiers, over to all of Asia and at the global level
- We share a key challenge and a coincidence of approach in dealing with China
- It is based on 3 core pillars – politics, economy and security

He concluded by stating that the relationship functions best when we set big goals for ourselves. Further, in preparation for his forthcoming meeting with Prime Minister Narendra Modi, the Ambassador invited members present to share insights into issues and challenges for U.S. companies in India to position at the

meeting. The discussion brought forth several key topics such as infrastructure financing, fixed pricing, the need for market flexibility, the ease of doing business, capital repatriation, regulatory issues, digitizing India and the need for stronger cyber security.

Ms. Jennifer Larson, Acting Consulate General, U.S. Consulate General Mumbai, in a brief address stated that India is no longer seen as rising country, but a risen country, and it is our responsibility as leaders to uphold it. Despite the frustration in the process of growth, she encouraged

everyone to remember that this is a long-haul game.

The interactive and dynamic roundtable discussion concluded with a vote of thanks by Ms. Kaku Nakhate, National Executive Board Member, AMCHAM and President & Country Head, Bank of America, who thanked Ambassador Frank Wisner for the opportunity to hear of his expert insights. She also extended gratitude to the members of Squire Patton Boggs, the U.S. Consulate Mumbai, the participants and to AMCHAM India. The event was powered by RGP India.

Supply Chain and Logistics Committee's Sharing and Learning Concall Session on 'How Will GST Aid and Help Design the Supply Chain Network?'

To discuss the impact, implications and opportunities in supply chain that GST has created for both organizations and their value chain, AMCHAM's Supply Chain and Logistics (SCL) Committee, in partnership with Deloitte Touche Tohmatsu India LLP, organized a sharing and learning concall session on 'How Will GST Aid and Help Design the Supply Chain Network?' on Thursday, 27th July 2017. The session was well attended, not only by members of AMCHAM's SCL Committee and their teams, but also by members of AMCHAM's Manufacturing Committee. The call began with opening remarks by Ms. Surabhi Wahal, Regional Director – Western Region, AMCHAM, followed by welcome remarks by Mr. Srinivasan Sarangapani, Chairman – Supply Chain & Logistics Committee, AMCHAM and Director Operations, Timken Engineering & Research India Pvt. Ltd.

The guest speaker for the session was Mr. Easwaran

Subramanian, Consulting Partner, Deloitte Touche Tohmatsu India who leads the supply chain and manufacturing operations practice for the firm in India. Through an insightful presentation which began with a context of the characteristics of supply chains in India, Mr. Subramanian spoke of the significant impact that GST has had on both the core and support functions of companies. He also brought to light the opportunities that organizations are now presented with to enhance supply chain effectiveness. The Q&A session that followed answered several practical queries faced by supply chains across the diverse array of AMCHAM member companies who attended. The sharing and learning concall came to close with a vote of thanks by Mr. Milind Tailor, Co-Chairman – Supply Chain and Logistics Committee, AMCHAM and Head of Indirect Procurement & Electronic Security Asia Pacific, Diebold Nixdorf Private Limited.

Western Region Committee Meeting

The second meeting of AMCHAM's Western Region Committee (WRC) was held over a concall on Friday, 28th July 2017. Mr. Mahesh Krishnamurti, Chairman – Western Region, AMCHAM and Managing Director, RGP, along with Ms. Kaku Nakhate, National Executive Board Member, AMCHAM and President & Country Head, Bank of America, and participating WRC members of the regional steering committee reviewed the past events which included specialized and topical events,

learning and sharing forums, advocacy initiatives, as well as engagement and interaction with senior leaders and representatives of state governments. In addition to reviewing AMCHAM's past events and brainstorming on forthcoming events, committee members collaborated on concepts, ideas and sub group initiatives for the proposed Western Region signature event in December 2017.

Roundtable on '30 Days of the GST Regime'

AMCHAM India, in partnership with EY India, organized a roundtable on '30 Days of the GST Regime' on Wednesday, 2nd August 2017 in Mumbai. Ms. Surabhi Wahal, Regional Director – Western Region, AMCHAM, made the opening remarks and gave brief introductions of the panel speakers. This was followed by a special address by Mr. Gregory Taevs, Principal Commercial Officer, U.S. Consulate General, Mumbai. Mr. Taevs shared the news

of the arrival of the new U.S. Consul General in Mumbai, Mr. Edgard Kagen and stated that Consul General Kagen has joined office starting 1st August 2017. Mr. Hitesh Sharma, a member of AMCHAM's Western Region Committee and Partner, National Head of Life Science Industry, EY India, welcomed the participants and set the stage for this important topic.



AMCHAM's Western Region members at a roundtable on '30 Days of the GST Regime' hosted by EY

Experts from EY, Mr. Divyesh Lapsiwala, Tax Partner – Indirect Tax Services, EY India and Mr. Sanket Desai, Director - Indirect Taxes, EY India, shared valuable insights on sector specific implications, challenges and the impact that GST has had on businesses and industries since its levy on 1st July. The speakers also shed light on the action plan that companies should be ready with for

the next 30-60-90 days of the GST regime. An engaging Q&A session followed.

The session concluded with a vote of thanks by Mr. Matthew Timmons, a member of AMCHAM's Western Region Committee & Managing Director – South Asia, Lubrizol Advanced Materials India Pvt. Ltd. The event was hosted by EY India.

AMCHAM supported Executive Workshop: Leadership and Strategic Execution in a Chaotic World

AMCHAM supported an executive workshop on 'Leadership and Strategic Execution in a Chaotic World,' an initiative of Twenty Eight Strategy Execution and Duke Corporation Education on Thursday, 10th August

2017 in Mumbai. The event was a platform for corporate leaders to learn and discuss challenges and strategies to manage today's VUCA (volatile, uncertain, complex and ambiguous) world.



Ms. Sandhya Karpe, Managing Director of Singapore, Duke Corporation Education speaks to the participants at the Executive Workshop: Leadership and Strategic Execution in a Chaotic World



Participants engaged in a strategy game to understand the challenges in a VUCA world at an executive workshop 'Leadership and Strategic Execution in a Chaotic World'

The morning began with a welcome by Mr. Krishnendu Sen, Regional Manager, Twenty Eight Strategy Execution. He introduced the speakers for the day – Mr. Tim Wasserman, Chief Learning Officer, Twenty Eight Strategy Execution, Mr. Nikhil Raval, Managing Director of India, Duke Corporation Education and Ms. Sandhya Karpe, Managing Director of Singapore, Duke Corporation Education.

With a brief introduction to the unique and powerful partnership between the two organizations, Mr. Raval began with a lively discussion on the new type of leadership capabilities needed to navigate the VUCA world. The conversation focussed on the importance of developing the mindset, skillset and the toolset in organisations. Ms. Sandhya Karpe shared insights into the leadership ecosystem and spoke of the interconnectedness and alignment between the 'architects', 'translators'

and 'doers' in every organization across industries. Mr. Wasserman and Mr. Raval then brought to light new research insights into creating adaptive leaders with a focus on practical strategies to developing project based work to thrive and succeed in a complex business environment. Furthermore, to present a practical example of adaptive execution and practical strategies in projects participants at the workshop were split in teams. The high spirited, mind boggling, teamwork involved in the domino game gave the participants an understanding of the challenges and how to strategize as a team in the VUCA world.

A brief Q&A session followed. The event was well attended by prominent organizations in India across sectors from financial services, pharmaceuticals to logistics and manufacturing, including representatives and leaders of AMCHAM member companies.

Western Region Committee Meeting

AMCHAM's Western Region Committee (WRC) meeting was held on Monday, 28th August 2017 in Mumbai. The meeting commenced with welcome remarks by Mr. Mahesh Krishnamurti, Chairman – Western Region Committee, AMCHAM and Managing Director, RGP India.

By a consensus of committee members present, Mr. Ron Reed, Managing Director – Petroleum & Chemicals, Jacobs Engineering India Pvt. Ltd. was appointed as AMCHAM's Western Region Committee Co - Chairman. Participating WRC members of the regional steering committee reviewed the region's events

and activities held in July and August 2017. Mr. Mahesh Krishnamurti updated the WRC members on key points discussed at the recently concluded NEB meeting, which was held in Chennai. Committee members collaborated to put together a designated framework in preparation of the proposed Western Region signature event to be held in December 2017. Most importantly, the WRC members agreed on understanding a common issue/concern of the majority of members in the region and resolved to channelize on one key objective and achieve a tangible impact for American businesses in India.



(L -R) Mr. Matthew Timmons, Managing Director - South Asia, Lubrizol Advanced Materials India Pvt. Ltd., Mr. Christopher Grossman, Chief Economic & Political Affairs, U.S. Consulate General, Mumbai and Mr. Arjun Vaidyanathan, Partner, KPMG



(L-R) Mr. Alok Gupta, Managing Director, Reichhold India Pvt. Ltd., Mr. Mahesh Krishnamurti, Chairman - WRC, AMCHAM and Managing Director, RGP India and Ms. Surabhi Wahal, Regional Director - Western Region, AMCHAM

Welcome Reception in Honour of Mr. Edgard D. Kagan, Consul General, U.S. Consulate General Mumbai

On 28th August 201, AMCHAM's Western Region welcomed the new U.S. Consul General to Mumbai, Mr. Edgard D. Kagan, over a working breakfast with distinguished members of the region. The event started with a warm welcome by Ms. Surabhi Wahal, Regional Director – Western Region, AMCHAM, who brought in the magnetic spirit of Mumbai with a video clipping of the U.S. Consulate Mumbai, which captured warm greetings extended to the CG by people from different walks of life, Bollywood included! The video was followed by a presentation showcasing AMCHAM and the Western Region's membership, vision and future roadmap. Three significant publications of AMCHAM, capturing the essence of the capabilities of AMCHAM's member companies, CSR initiatives and AMCHAM's journey of 25 years, were presented to CG Kagan.

Mr. Mahesh Krishnamurti, Chairman – Western Region, AMCHAM and Managing Director, RGP India, expressed how delighted AMCHAM was to welcome the Consul General. He went on to share insight into the wonderful partnership that AMCHAM has shared with the U.S. Consulate over the years and that we looked forward to many more partnerships under his able leadership. Ms. Kaku Nakhate, National Executive Board Member, AMCHAM and Country Head, Bank of America, made an address capturing the success of AMCHAM's door knock delegation to Washington D.C. As a distinguished

leader of the banking and financial services, she shared a brief overview on the Indian economy with a focus on the developments post demonetisation and GST. Ms. Nakhate further went on to welcome the Consul General to Mumbai. Consul General Kagan was felicitated with a floral bouquet.

CG Kagan began his remarks by commending the commitment and engagement of AMCHAM's members. He stated that it was in the DNA of the U.S. Consulate to partner with AMCHAM and how his predecessor had spoken highly of AMCHAM's support and contribution towards U.S. companies operating in the country. He briefly shared his experiences of his previous postings urging members to continue to reach out to him and the Consulate. CG Kagan expressed his special interest in AMCHAM's sectoral committees and CSR initiatives. He shared his intent to build on the Indo – U.S. trade relations. Last, but not least, he stated that he looks forward to his time in Mumbai.

The event continued with a round of introductions by all participants showcasing the wide array of industry representation in the region. The floor was then opened to discussion with Consul General Kagan. Members spoke of their experiences of working with AMCHAM and the U.S. Consulate, the impact of their interactions with leaders of the state government as well as the challenges faced and issues that they would like to address in

forthcoming events. The Consul General appreciated the insightful discussion and closed with a promise to listen and action to the best of his ability.

The welcome reception concluded with a vote of thanks and concluding remarks by Mr. Ron Reed, Co - Chairman

– Western Region Committee, AMCHAM and Managing Director – Petroleum & Chemicals, Jacobs Engineering India Pvt. Ltd. The event was powered by Abbott Healthcare Pvt. Ltd.



(L-R) Ms. Surabhi Wahal, Regional Director - Western Region, AMCHAM, Mr. Mahesh Krishnamurti, Chairman - WRC, AMCHAM and Managing Director, RGP India, Consul General Edgard D. Kagan, Ms. Kaku Nakhate, NEB Member, AMCHAM and President & Country Head (India), Bank of America, Mr. Ron Reed, Vice Chairman - WRC, AMCHAM and Managing Director – Petroleum & Chemicals, Jacobs Engineering and Mr. Matt Timmons, Managing Director - South Asia, Lubrizol Advanced Materials at a welcome event in Mumbai for the new CG



Sitting Row (L-R) Mr. Naveen Mathur, WaterHealth India; Mr. Christopher Grossman, U.S. Consulate Mumbai; Ms. Kaku Nakhate, Bank of America; U.S. Consul General Mumbai Mr. Edgard D. Kagan; Mr. Mahesh Krishnamurti, RGP India; Ms. Surabhi Wahal, AMCHAM India; Mr. Jeff Rodrigues, Owens Corning

Standing Row (L-R) Mr. David moo, U.S. Consulate Mumbai; Mr. Amit Advani, Swagelok Company; Mr. Ishmeet Singh, Mattel Toys; Mr. Alok Gupta, Reichhold; Mr. Mukul Varshney, John Deere; Mr. Ron Reed, Jacobs Engineering; Mr. Alok Agrawal, Deloitte; Mr. Hitesh Sharma, EY India; Mr. Sudhir Shenoy, Dow Chemical; Mr. Rakesh Dubey, Monsanto Holdings; Mr. Matt Timmons, Lubrizol Advanced Materials; Ms. Winnie Lobo, AMCHAM India; Mr. P Srinvas, U.S. Consulate, Mumbai

HYDERABAD

Future of Work Committee Meeting

The committee comprising the Chairperson and Vice Chair of the AMCHAM Hyderabad Chapter, along with MD's of Broadridge, D.E. Shaw, India Head HR of International Paper and Partner Deloitte Hyderabad, met at the office of Broadridge Financial Solutions at Hi-tech City, Hyderabad on 4th July, 2017, to discuss the way forward for the Future of Work Conference in Hyderabad. Ms. Tanya Paul, Communication Director, AMCHAM, who

handles the HR Committee from AMCHAM joined via conference call.

The members decided the date for the conference to be 25th October 2017 and planned various sessions to be considered for this conference. They requested that AMCHAM work on sponsorships and confirmations for the concerned panellists. The committee continued to keep in touch via a whatsapp group.

Meeting with U.S. Delegation from Washington D.C.

AMCHAM's Hyderabad Chapter Committee met with a 9 member delegation from Washington D.C. to discuss the Global Entrepreneurship Summit (GES) scheduled to be

held in November 2017 in Hyderabad. This was a brain storming on topics of importance to be included in the discussion at the summit.

Sports Coordinators Meeting

A meeting of all the Sports Coordinators from various member companies participating in AMCHAM Sports 2017 was held at the office of S&P Global on 27th July 2017. At this meeting, the draws for cricket were done and the teams were updated about the rules and regulations

for the 12 events being conducted. AMCHAM Sports is scheduled to begin with cricket on September 16th or 24th depending on the availability of the grounds. It would be conducted every Saturday and Sunday. A total of 26 companies have confirmed their participation.

5th AMCHAM Healthcare Conference Committee Meeting

The committee for the 5th AMCHAM Healthcare Conference was held at the office of PAREXEL in Raheja Mindspace. The members present finalized the agenda and Ms. Sandya Rodrigues, Regional Director – Hyderabad Chapter, AMCHAM, informed the group

that more sponsorship needed to be raised to make the conference self-sufficient. It was decided to get a convenient date and time for all the panellists to connect and the next meeting was scheduled for 31st August 2017 at the office of St. Jude Medical.

KOLKATA

Talk by Dr. Mammen Chandy, Director Tata Medical Center on Cancer – Its Spread, Awareness, Control and Cure

On 26th June 2017, AMCHAM's Eastern Region, in association with PwC India, organized a session on – 'Cancer – Its Spread, Awareness, Control and Cure.' Dr. Mammen Chandy, Director of Tata Medical Center, Kolkata, was the Chief Guest. Dr. Chandy has been a pioneer in developing the field of hematology and bone marrow transplantation in India. His special interests include aplastic anemia, thalassemia, acute leukemia and stem cell transplantation. In his remarks, Dr. Chandy said that cancer is alarmingly growing all over the world and possibly at a higher rate in the eastern part of India. In this fast paced, stressful life that many lead now days, people are often affected by cancer. It is imperative for people to know how to prevent cancer or detect it early. Dr. Chandy spoke about the early signs of cancer, symptoms, types of cancer, and why it is important to go for regular health check-ups. He shared detailed information on how to help prevent cancer by making small lifestyle changes.

Mr. Avijit Mukherjee, Regional Managing Partner, PwC East, gave the welcome address, closing remarks and vote of thanks. Mr. K.P. Sengupta, Immediate Past Chairman and Co-Chairman Data Core Systems, gave an introduction and remarks.

The interactive session was extremely proactive and the audience raised several queries during the Q&A regarding radiation, whether an unbalanced lifestyle can lead to cancer, what to do if someone detects early signs of cancer and the effectiveness of cord blood preservation. Dr. Chandy responded to the queries with attention and care.



(L-R) Mr. K.P. Sengupta, Immediate Past Chairman - Eastern Region, AMCHAM, Dr. Mammen Chandy, Director, Tata Medical Center, Kolkata and Mr. Avijit Mukherji, Regional Managing Partner, PwC East

Panel Discussion on Security in a Digital Era

AMCHAM's Eastern Region organized a panel discussion on 'Security in a Digital Era' at the Hyatt Regency over breakfast on Friday 21st July 2017 in Kolkata. The U.S. Consul General in Kolkata, Mr. Craig Hall, was the guest of honor. Mr. Gulshan Sachdev, Vice Chairman, AMCHAM and Managing Director, Quaker Chemical, gave the welcome remarks and Mr. Amit Malik, Vice Chairman – Eastern Region, AMCHAM and Director Public Sector and Services, Cisco Systems, moderated the session, which concluded in a very lively Q&A followed by the closing remarks. Ms. Amada Kidwai, Regional Director – Eastern Region, AMCHAM, welcomed guests, introduced the panelists and gave the vote of thanks.

CG Craig Hall, in his key note remarks said, "The rapidly

expanding digital world is one that offers a tremendous opportunity for all countries, and it is critical that we find a way forward that safeguards the significant social and economic benefits already being derived from the digital economy while ensuring an open, interoperable, secure, and reliable cyberspace environment. There are few countries in the world with more at stake in getting it right on cyber security than India and the United States. The United States is pleased to have India as a key partner in fulfilling this vision for cyberspace."

Mr. Gulshan Sachdev, in his remarks highlighted the importance of information security in the digital era and reminded everyone that we all are responsible for making the digitization successful. Mr. Amit Malik highlighted the

need of cyber security in the era of digitization and how the partnership between corporates and government can bring this to a success.

Mr. Partha Sengupta, Head IT Shared Services ITC, shared his views on how a large and complex manufacturing organization should take care of the complexities of IT and security. He mentioned the growing use of artificial intelligence and machine learning in these areas and how an organization's exposure to various threats are increasing. He also recommended some best practices, which can help organizations to scale without compromising performance.

Mr. Biswajit Maiti, Associate Partner and IT leader at IBM focused on international best practices to help organizations achieve a reasonable, secure environment and remain compliant with the given controls. He also highlighted five simple but effective controls, which is

essential to achieve any level of cyber security standards. He specifically mentioned Europe's General Data Protection Regulation (GDPR) that will replace the earlier regulation and will help achieve Europe's goal on cyber security control.

Mr. Somak Shome, Director Cyber Security Practices, PwC, spoke about CEO's role in cyber security control. He highlighted instances when business goals are different from IT goals and how this can take down the overall performance of the organization. Somak also wondered what tools and resources a common man has at his disposal to face cyber threats, and the steps that the government and industry have to take to achieve a secure digital India. One thing came out very clearly from Somak's delivery was that in today's highly competitive world, digitization is the key for an organization's growth and CEO's need to own and drive cyber security from the top to make the organization successful.



Consul General Craig Hall, U.S. Consulate General Kolkata, speaking at an event on 'Security in a Digital Era' with panelists (L-R) Mr. Partha Sengupta, Head IT Shared Services ITC, Mr. Biswajit Maiti, Associate Partner and IT leader in IBM, Mr. Amit Malik, Vice Chairman - Eastern Region, AMCHAM and Director Public Sector and Services, Cisco Systems, Mr. Somak Shome, Director Cyber Security Practices PwC, Mr. Koushik Nath, Leader Enterprise Network and Data Center Technologies, Cisco Systems



(L-R) Mr. Partha Sengupta, Head IT Shared Services ITC, Mr. Biswajit Maiti, Associate Partner and IT leader in IBM, Mr. Amit Malik, Vice Chairman - Eastern Region, AMCHAM and Director Public Sector and Services, Cisco Systems, Mr. Somak Shome, Director Cyber Security Practices PwC, Mr. Koushik Nath, Leader Enterprise Network and Data Center Technologies, Cisco Systems



Audience, including Mr. Gulshan Sachdev, Vice Chairman, AMCHAM and Managing Director, Quaker Chemical India, U.S. Consul General Craig Hall, and Mr. K.P. Sengupta, Immediate Past Chairman - Eastern Region, AMCHAM and Chairman, Datacore India

Mr. Koushik Nath, Leader Enterprise Network and Data Center Technologies, Cisco Systems, spoke about industry transformations e.g. cloud, social networking, IoT, BYOD, artificial intelligence, machine learning and big data, and how these are making cyber security challenges more complex. He also highlighted that there would be 50 billion new devices connecting to the internet by 2020 and this will take cyber security challenges to

a new level as huge amounts of data will travel across all these devices to the cloud. He demonstrated live how phishing attacks work by spoofing an email address and sending a mail with lucrative offers to the victim. This entire phishing exercise was collaboratively done by Mr. Koushik Nath and Mr. Abir Atarhi, a cyber security analyst working with TCG Digital.

Eastern Region Executive Committee Meeting

Mr. Debdas Sen, Chairman – Eastern Region, AMCHAM, chaired the Executive Committee meeting on 11th August 2017. The focus of the meeting was the membership drive, upcoming events with an emphasis on the economic seminar. He updated members on the various events the

region had organized till date and mentioned that all the events were very well attended. He requested members to assist in the membership drive for the ER. The meeting was hosted by TCG Digital Solutions.

Meeting with U.S. Embassy Dhaka Officials on the Business Environment and Economic Scenario of Bangladesh

Members of AMCHAM's Eastern Region met Syeda Shahrazad Rahman, Commercial Specialist, U.S. Embassy Dhaka, Mahadi Sirat, Economic/Commercial Specialist, U.S. Embassy Dhaka, and Jonathan Ward, U.S. Commercial Officer, U.S. Consulate Kolkata, on 17th August in Kolkata. The topics of discussion included

cross-border trade issues, investment opportunities in Bangladesh and the U.S. Trade Show in Dhaka in November 2017.

Mr. Debdas Sen, Chairman – Eastern Region, AMCHAM, gave welcome remarks and the vote of thanks. The team,

during the interactive session, said that Bangladesh's trade scenario and investment opportunities were very good and that Bangladesh was one of the fastest growing economies in South East Asia. Members spoke about problems that they have faced as investors in Bangladesh and gave some specific examples. The team from Dhaka mentioned that their offices could assist AMCHAM members who were facing specific issues by arranging meetings with the concerned departments of the

Bangladesh government. They invited AMCHAM India members to visit Bangladesh and said the U.S. Embassy could help facilitate any assistance that was required. They encouraged members who had offices in Bangladesh to become members of AMCHAM Bangladesh to avail of networking opportunities offered by the chamber.

The open discussion provided an excellent exchange of ideas. TCG Digital Solutions hosted the session.



Mr. Debdas Sen, Chairman – Eastern Region, AMCHAM, giving opening remarks at a meeting with U.S. Embassy Dhaka officials on the business environment in Bangladesh



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BANGALORE

Farewell for Mr. John Fleming, Principal Commercial Officer, U.S. Consulate General Chennai

AMCHAM's Karnataka Chapter bid farewell to the outgoing Commercial Consul, Mr. John Fleming on June 27th, 2017. He thanked AMCHAM Karnataka for working closely with the U.S. Commercial Services and hoped it would continue. On the occasion, Mr. Fleming presented a Certificate of Appreciation to the AMCHAM Karnataka Chapter for being a partner in significantly advancing U.S. commercial interests throughout South India. Mr. Paresh Shah, Vice Chairman – Karnataka Chapter, AMCHAM and

Senior Vice President and General Manager, Syniverse Technologies Services India Pvt. Ltd., thanked Mr. Fleming for the appreciation and reiterated AMCHAM Karnataka's support to the Consulate. Also present on the occasion were Mr. Naresh Shah, President, Hewlett Packard India Software Operation Pvt. Ltd., Mr. Atul Ujagar, Country Director – Nike Sourcing India Ltd. and Ms. Manjushree Phookan, Office Director, U.S. Commercial Services.



(Center) Mr. John Fleming, Principle Commercial Officer, U.S. Consulate Chennai, presenting a Certificate of Appreciation to AMCHAM's Karnataka Chapter for advancing U.S. commercial interests throughout South India

Breakfast Session on Energy Neutral Buildings and Smart Corporate Offices

AMCHAM's Karnataka Chapter organized a session on energy neutral buildings and smart corporate offices on 14th July in Bangalore. The speakers included Dr. C. Velan, Executive Director & CEO, TRIL Infopark Ltd, Tata Realty, Dr. Benny Raphael, Associate Professor, IIT Chennai and Ms. Gayathri Chauhan, Regional Manager, APAC and Middle East, U.S. Green Building Council. The session was moderated by Mr. Marnik Vermeulen, Director, Real Estate Strategy & Operations – South Asia, IBM.

Dr. Benny Raphael, Associate Professor, Civil Eng. Dept, IIT Chennai, opened the session. He expanded on the definition of a "smart building" as a building "where information and communication systems work together with building systems to enhance the effectiveness of



(L-R) Ms. Ines Miranda, Regional Director - Karnataka Chapter, AMCHAM, with panelists at a session on energy neutral buildings and smart corporate offices: Dr. Benny Raphael, Associate Professor, IIT Chennai, Mr. Marnik Vermeulen, Director, Real Estate Strategy & Operations - South Asia, IBM, Dr. C. Velan, Executive Director & CEO, TRIL Infopark Ltd and Ms. Gayathri Chauhan, Regional Manager, APAC and Middle East, U.S. Green Building Council

the resident organisation.” He touched on Facebook recognition and Google Home. He then discussed a case study on zero energy buildings at BCA Academy. By using energy-efficient systems there achieved a surplus of 24,159 kWh and 53% energy saving compared with typical office buildings. He compared the building systems electricity consumption vs design data predictions.

Dr. C. Velan, Executive Director & CEO, TRIL Infopark Ltd, Tata Realty, spoke next. His presentation was entitled ‘Ramanujan IT City – A Smart & Energy Efficient Campus.’ He gave an overall view of the project and the process of achieving the LEED certification and the IMS certification for the campus. The campus has a high floor efficiency of 80%, a centralized utility block for campus, all renewable energy sources in use such as on campus solar installation and 80% of wind energy (rooftop solar PV system), energy-efficient fittings (use of LEDs in all common area lighting, LED retrofitting), AHU retrofit in EC motors, heat recovery units, use of electronically commutated motors for all common areas, and monitoring of performance through EnMS software. The cost savings

were Rs. 51,08,454/- and units saved per day were 2,036 kWh. He also elaborated on the sewage treatment plant and organic waste converter.

Ms. Gayathri Chauhan, Regional Manager, APAC and Middle East, U.S. Green Building Council, then presented details on the LEED certification. She explained further about Arc – a state-of-the-art digital platform that will allow any project—whether a single building, a community or an entire city—to measure improvements and benchmark against itself and projects around it. This new technology facilitates LEED certification, measures performance, and benchmarks green building projects.

Mr. Marnik Vermeulen, Director, Real Estate Strategy & Operations – South-Asia, IBM, moderated the session. This was followed by a vibrant interactive session and all the panellists agreed that it was necessary to get the real estate developers involved in the discussion so that future buildings incorporate energy-efficient strategies. Consultants also need to be educated on these energy-efficient strategies.

U.S. Immigration Session – Trumped! The Changing Face of Business Immigration in the Age of Trump

The American Chamber of Commerce in India's Karnataka Chapter, in association with Scarborough Law L.L.C., hosted a breakfast session entitled ‘Trumped! The Changing Face of Business Immigration in the Age of Trump’ on 26th July in Bangalore. The session was conducted by Ms. Stephanie Scarborough, a leading immigration attorney with more than 10 years' experience in U.S. and Canada immigration. The focus of the session was on how immigration has changed in the Trump era and what to expect in the coming months.

The discussion centered around recent trends in H-1B and L-1 adjudication patterns, immigration compliance for employers and streamlining a company's internal immigration process to reduce costs and facilitate H-1B and L1 transfers and employment immigration issues with current U.S. immigration policies. The meeting was attended by senior professionals heading the HR and immigration departments of top U.S. companies.

Meeting with the Mr. Darpan Jain, Commissioner for Industrial Development and Director of Industries and Commerce, Government of Karnataka

The American Chamber of Commerce, Karnataka Chapter, conducted a breakfast session with the Commissioner for Industrial Development and Director of Industries and Commerce, Government of Karnataka, Mr. Darpan Jain, on August 4th at the J.W. Marriott in Bangalore. Mr. Darpan Jain took over as Industries Commissioner in

February 2017. The Chairman of AMCHAM's Karnataka Chapter and Managing Director of Saggezza India, Mr. Iqbal Sait, welcomed Mr. Jain to the meeting. He spoke of the long association AMCHAM had with the Government of Karnataka. Mr. Darpan Jain said he was happy to be addressing the AMCHAM members. He said that he was

also in charge of the Directorate of Urban Land Transport (DULT) and would welcome any questions in that regard. He talked about how providing good infrastructure for industries was vital for industrial development and therefore industrial parks are being established which have water and power connectivity. Most of these are sector-specific parks. There was also a focus on the Chennai-Bangalore corridor, and other parts of Karnataka being developed such as Mysore, Hubli, Dharwad, Belgaum and Mangalore. He gave details about the new Skill Development Department which was keen on creating employment in line with the requirements of the industry. He talked about leveraging Karnataka's innovation and start-up ecosystem. He briefed the members on the

incentives and concessions – tax and non-tax – to setting up industries in backward areas. He then spoke about social inclusion of the disadvantaged sections of society and women. He informed the members on the interest subsidy being given to women entrepreneurs and three women parks being established. In the end, he touched on the most important aspect of ease of doing business – how to ensure that we reduce the interface between regulatory authorities and government agencies and how everything has a single-window clearance, with the Industries Department as the single nodal point. For this he wished to interact with chambers and associations to get their suggestions on how to make Karnataka more investor friendly.



AMCHAM members at a meeting with Mr. Darpan Jain, Commissioner for Industrial Development and Director of Industries and Commerce, Government of Karnataka in Bangalore

There was a vibrant interactive session with AMCHAM members which lasted more than an hour. Top management of U.S. companies such as IBM, UTC, Nike, Synopsys, Syniverse, PwC, HP, Intel, Deloitte, Grant Thornton, etc. were present at the meeting. The meeting

closed with the Commissioner welcoming members to meet him every three months as a chamber and to bring forth their issues and he would try to solve them as best he could. He also invited members to give the Industries Department suggestions on policy and other matters.

Breakfast Meeting with Mr. James M. Fluker, Commercial Consul & Principal Commercial Officer – South India, U.S. Consulate General, Chennai

AMCHAM's Karnataka Chapter hosted a breakfast meeting with Mr. James M. Fluker, Commercial Consul & Principal Commercial Officer – South India, U.S. Consulate General, Chennai, at the J.W. Marriott on August 30th, 2017. Present at the meeting were heads of major U.S. companies operating in Bangalore, including Ms. Debarati Sen, 3M,

Mr. Ravi Gautham, Northern Trust, Mr. Ravi Krishnan, Goldman Sachs, Mr. Krishantha Rajapaksha, Walmart Global Sourcing, Mr. Kiron Shah, Velankani Software, Mr. Samson David, DXC Technology, Mr. Sreedhar Prasad, KPMG, Mr. R. Sridhar, Allergan, Mr. Sunil Pai, Anixter, and Mr. Venkat Shastry, Heidrick & Struggles.

Mr. Paresh Shah, Vice Chairman – Karnataka Chapter, AMCHAM and General Manager, Syniverse Technologies, welcomed Mr. Fluker and gave him a brief about AMCHAM Karnataka's long association with the U.S. Commercial Services. Mr. Fluker then spoke about his career in the Commercial Services and his plans for South India. There was an insightful discussion about

the business environment in Karnataka and challenges American companies face operating in Bangalore, especially related to infrastructure and pricing issues in the pharma sector. Mr. Fluker said the consulate would like to work closely with AMCHAM to resolve some of these issues.



Members of AMCHAM's Karnataka Chapter with Mr. James M. Fluker, Commercial Consul & Principal Commercial Officer – South India, U.S. Consulate General, Chennai in Bangalore

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CHENNAI

Breakfast Meeting: Smart Business Infrastructure – Cyber Security in the Digital Age

AMCHAM's Tamil Nadu Chapter hosted a breakfast meeting on smart business infrastructure in the digital age on June 23rd, 2017 at Hotel Westin Velachery. Mr. R. Ramkumar, Chairman – Tamil Nadu Chapter, AMCHAM, chaired the meeting. The featured guest speaker was Mr. Bithal Bhardwaj, Chief Information Security Officer, GE Africa and South Asia. While welcoming members to the breakfast meeting in June, Mr. Ramkumar emphasized that with connected networking being the order of the day and the government working towards a digital India, awareness on cyber security has come to the forefront. He said that there are two kinds of companies – one that knows that it has been compromised and the other which does not.

Mr. Bithal Bhardwaj made a short presentation and said that he would be focusing on the industrial and digital security risks, which according to him, are the foremost risks that business leaders should be aware of. He said concerns that the security of the physical infrastructure are overblown, it's not particularly encouraging, although there are signs that awareness of the issue is rising. Mr. Bithal said that in operations technology (OT) the manufacturing process control systems, which are used in utilities, healthcare, transportation, oil and gas, chemical production, among other industries, use systems which are increasingly linked to computers and networks and therefore particularly vulnerable. A simple innocuous device like a pen drive brought in by a person intent on sabotaging the entire process control network can insert the pen drive into the USB port of a computer in the control system and wreak havoc.

Mr. Bithal gave new age definitions for terms used in today's connected world:

- Manufacturing plants – they are the cash generators and are now connected over the internet
- Data – is everywhere and more meaningful, can be used for a variety of needs
- Cloud – trust is exercised more than ever
- Technology – fast evolving with increasing mobility all leading to a greater cyber risk
- Cyber physical – malicious attacks on machines, can break into controls via the internet to open sluice gates when they should not be opened
- New age companies like Amazon, Facebook, Uber, Google etc can make sense of the voluminous data they gather from their customers

Warning bells in case of cyber attacks include:

- Nation states – compromising critical infrastructure at a fraction of the cost
- Insider threat – start up boom, early career launches, surveillance and easy availability of broadcast tools
- Hacktivism – extreme nationalism and anti-establishment sentiment across the globe
- Cyber-crime – growth fueled by digital currency
- Ransomware – Wannacry, a \$100 billion industry

There needs to be a paradigm shift in the role of cyber security personnel where the focus is to protect manufacturing facilities and other company owned assets. This is important because cyber physical is becoming more rampant often violent and the intention is to steal data and then monetize it or freeze data on the hard disk and then monetize it.

The key takeaways from the meeting were:

- OT control systems are being connected to the internet or mobile devices, exposing them to risk they were never designed to protect against.
- A utility worker may set up a wireless access point at a transformer to connect to the company network, for example. This could happen in the case of a dam where the sluice gates can be opened remotely or in the case of a water utility, sewage can be mixed into the drinking water pipelines.
- Without the right security in place, such as encryption leaves this piece of grid infrastructure or utility system exposed.

- Industrial companies are also showing more willingness to disclose cyber attacks than a few years ago, which is generally considered good for raising awareness of cyber crime. The reality is that people are aware there is risk in that (control system) space and it is not necessary to spend a lot of time convincing people about risks involved.
- A malicious attack in a process controlled industrial establishment is the top “threat vector” of concern. The others are internal threats, external threats from hacking activists or nation states, and phishing scams.
- The equipment that are of most concern from attacks are computers and network gear that connect to controllers of industrial systems.
- Physical security on the periphery alone will not reduce the risks and an industry which uses OT control systems should have layered controls, an architecture where security and monitoring are embedded into all levels of a network, rather than only the perimeter. Keeping the systems updated will also improve security.

In support of our shared goal to promote an open, interoperable, secure, and reliable internet that fosters innovation and serves as a tool of economic and social development, AMCHAM members need to increase cooperation in the areas of cyber security, cyber defense, international security in cyberspace, be proactive on law enforcement responses to cyber crime and to strengthen our collaboration on cyber issues in relevant national and international fora. In Chennai, AMCHAM members are encouraged to share best practices amongst the Information Security Officers of member companies.



Mr. R. Ramkumar, Chairman - Tamil Nadu Chapter, AMCHAM and Mr. Bithal Bharadwaj, CISO - GE addressing members during the meeting on cyber security in the digital age



Participants at the June breakfast meeting titled 'Cyber Security in the Digital Age'

Breakfast Meeting: Smart Business Infrastructure – ‘Education, Employment and Employability: India’s Challenges and Opportunities’

AMCHAM’s Tamil Nadu Chapter held a meeting on ‘Education, Employment and Employability: India’s Challenges and Opportunities’ on Thursday, July 20, 2017 at Hotel Westin Velachery in Chennai. Mr. R. Ramkumar,

Chairman – Tamil Nadu Chapter, AMCHAM chaired the meeting and Mr. Manish Sabharwal, Chairman, TeamLease Services India Ltd., was the guest speaker.

Responding to the concerns of members with respect to human assets in the operations of their businesses, the Tamil Nadu Chapter Executive Committee decided to invite Mr. Manish Sabharwal as the guest speaker for the July breakfast meeting to address members on a topic that is top priority for all industry leaders – education, employment and employability.

Mr. Sabharwal, Chairman of India's largest private sector employer, hails from Kashmir. Born to parents, who were civil servants, his interest in public policy roots back to his childhood based on his understanding that it is not the economy but the society as an important element. His illustrious academic background at the Mayo College in Ajmer, and his higher education at the Sriram College, New Delhi, speaks of his grounding in the Indian employment issues. His management degree from Wharton has given him the basis for his entrepreneurial journey, where, he founded the View Group, and managed to get 2 billion USD funding for his new company in the USA. He returned to India thereafter and sees himself as a crusader for labour reforms in India. Since its inception in 2002, the HR consulting company he co-founded, TeamLease, has placed more than half a million people in jobs. The growth has not only been linear but also exponential in revenue and growth. The company has 2,500 crores today and might increase up to 10,000 crores within a few years, according to him, by understanding the public policy and providing good employment. But he felt bad that the Indian education system was messed up. People in the metro cities can speak 'good English' therefore, hired at a higher salary compared to the migrants from different states like UP and Bihar he said. These are the implications of policy decisions, which allowed English to be taught in one state, but not in another, he added.

Mr. Manish stated that poverty is the biggest problem in this country. The problem is not only with poverty but also with the people who have obscure vision about the issues surrounding it. He said that we can demolish the poverty with employment and it is imperative to understand public policy. He said 2 things are important – choosing the parents and the educational institution. Ultimately, the 3 E's – education, employment, and employability stand at the heart of the education policy in India. His appointment as a member of the prestigious Central Advisory Board

of Education, GoI, and the various committees of the state and central government, and the experience of implementing the first vocational university in Gujarat on the PPP model, gives him an opportunity to delve into the issue and offer his formula for a successful policy on education in India.

With the caveat that large countries will always be disadvantaged in all such rankings, it is clear that India has long had a big unfinished agenda around human capital. It is helpful to highlight that labour surplus and young countries like India have very different human capital issues than rich countries which are rapidly ageing (the sale of adult diapers recently crossed baby diapers in Japan). Poverty is about productivity and within a month of landing in the U.S. for his MBA, he was asking himself why Americans, who are not smarter than Indians, were richer? And productivity is about the 3E's of education, employment and employability. The government is organized vertically but a government report reminds us that this problem is horizontal.

Mr. Manish Sabharwal said India doesn't have an employment problem; we have wage problem. Our official unemployment rate of 4.2 per cent is not fudge and almost anybody who wants to find a job can find a job – just not at the wages they need or want. These are two different problems because the wage premium is a reflection of total factor productivity not just individual productivity and skills. He said, "We made a mistake in 1991 by not reforming factor markets like land and labour and consequently, we have too many enterprises that are not productive and therefore don't pay the skill wage premium (if you rank manufacturing companies by size there is a 22-time differential in productivity between companies at the 90th and 10th percentile)." He added that, India has begun the journey of improving factor markets, transforming enterprises and decentralising power to states; most kids who have the right skills in the next decade will not have a problem in finding jobs.

The world of work has changed; employment has shifted from being a lifetime contract to a taxicab relationship and it is impossible to predict where jobs will be in the future (research suggests that 50% of the jobs created in the U.S. in every decade since the 1960s did not exist in the decade before). This has huge implications

for education because a rapidly changing world means strong foundations may be more important than specific skills. We are already noticing that Class 10 has become the new Class 8; we think that soon Class 12 will be the new Class 10. In the new world of work the most important vocational skills are reading, writing, English and arithmetic; instead of vocationalizing schools we should fix them. The Right to Education Act needs to become the Right to Learning Act and we need to create flexibility in regulatory structures for modularization, apprenticeships, and multi-modal delivery to facilitate lifelong learning. WB Yeats applies even more in the modern economy; 'education is not the filling of a bucket but the lighting of a fire.'

India's women labour force at 23% is just above Saudi Arabia and down 40% in the last twenty years. Mr. Sabharwal surmises that it came down because many more of them are in education and many of them were tired of wage-exploitation in farm jobs. He added that the job opportunity rate has not gone up because of the lack of robust rural non-farm formal job creation. There is no difference between the reform agenda for a Ministry of Women's Employment or a Ministry of Employment; urbanization (India has only have 50 cities with more than a million people vs China's 385 cities), formalization (India's 6.3 crore enterprises only translate to 17,500 companies with a paid up capital of Rs. 10 crore), industrialization (only 11% of India works in manufacturing and 50% works on farms). Improving this needs reducing regulatory cholesterol in compliance, tax system, labour laws, credit markets, and much more.

Making a comparison with the mega factories of Foxconn that employ in total about a million workers making iPhones in China, he observed that Indian labour laws and sclerotic regulations have made us "a bunch of corporate dwarfs with only 14,500 companies which have a paid up capital of Rs. 10 crore." The biggest problem is that India's unorganised sector creates most jobs and that the "productivity difference between large corporations and small firms is 22 times." The problem in India, he said, is not unemployment because people need to work to feed themselves, but widespread under-employment.

The crux of Mr. Manish Sabharwal's talk can be summarized here:

- India needs a more robust people supply chain to keep the employment rate high
- Get 'jobs to the people' rather than 'people to jobs' by creating jobs where the unemployed reside
- Make in India for India, not with an export focus
- Reform labour laws which are too complex at present
- Reduce regulatory cholesterol
- Move jobs from farm to non-farm
- Jobs have to move from the informal sector to the formal sector
- Enforce the apprenticeship program
- Continue with policies aimed at creating a larger middle class rather than pursue policies aimed at eradicating poverty – a change of mind set required
- Most of India's problems are a 'plumbing problem' and easy to fix, unlike the climate change problem
- Notion of education is changing, 'filling a bucket' vs 'lighting a fire'
- Where rubber meets the road is where policy happens
- Formalization is important in every sphere of economic activity
- India grows by night when the government sleeps
- Urgent need to reform the civil services to be more in tune with today's India
- Most enterprises in India are dwarfs with stunted growth
- The 4 geographies that are vital to India's growth and in urgent need of reform are: sectoral geography; enterprise geography; education geography; legislative Geography

The event ended with an interactive session and networking continued over breakfast.

Meeting with the Chief Minister of Tamil Nadu, Mr. Edappadi K. Palaniswami

To coincide with the NEB meeting in Chennai, the Tamil Nadu Region organized a meeting with the Chief Minister of the state at the government secretariat. Several members of the National Executive Board led by Mr. Arun Kumar, Vice Chairman, AMCHAM and Chairman and

CEO, KPMG in India, called on the Chief Minister. Consul General Robert Burgess and Mr. Robert Kemp, Acting Minister Counselor EEST, U.S. Embassy were part of the AMCHAM delegation.



Tamil Nadu Chief Minister, Mr. Eddapadi K. Palaniswami with National Executive Board members and Tamil Nadu Executive Committee members

The Tamil Nadu government was represented by Mr. MC Sampath, Minister for Industry, Ms. Girija Vaidyanathan, Chief Secretary, Mr. Atulya Misra, Principal Secretary, Industries Department, Mr. M.S. Shanmugam, Additional Secretary, Industries Department, Ms. Shilpa Prabhakar Satish, Executive Vice Chairperson, Tamil Nadu Industrial Guidance Bureau, Ms. R. Vasuki, Managing Director, SIPCOT, Mr. B. Elangovan, Managing Director, TIDEL Park and Mr. T K Ramachandran, Principal Secretary, Information Technology Department.

The Chief Minister welcomed the delegation and spoke of the many policy initiatives being taken to make the state an attractive investment destination. He also added that the state was establishing a state of the art aerospace

park at Sriperumbudur with all facilities suited for plug and play operations. Mr. Atulya Misra, Principal Secretary Industries Department, said that the state has good facilities for the food processing, heavy engineering and construction equipment sectors as well.

Mr. R. Ramkumar, Chairman – Tamil Nadu Chapter, AMCHAM responded that the presence of several American companies in the state is testimony to the favourable business environment and that American companies have created lakhs of new job opportunities both direct and indirect. He also mentioned that American companies will partner with the state in the forthcoming Global Investor Meet.

Meeting with Mr. MC Sampath, Minister for Industry, Government of Tamil Nadu and Senior Government Secretaries

Members of the AMCHAM NEB, Consul General Robert Burgess, Mr. Robert Kemp, U.S. Embassy along with Ms. Ranjana Khanna, Director General CEO, AMCHAM and Ms. Madhvi Kataria, Deputy Director General of AMCHAM, had a meeting with the Minister for Industry, Mr. MC Sampath and several secretaries of the government of Tamil Nadu

on 18th August. In his opening remarks, Mr. Atulya Misra, Industries Secretary, welcomed the AMCHAM delegation and appreciated the fact that Ford India was a trend setter by establishing a car manufacturing plant near Chennai, which led to several MNC's making Chennai their base for the automobile and auto component sector.



Mr. Arun Kumar, Vice Chairman, AMCHAM and Chairman & CEO, KPMG in India, presenting an AMCHAM commemorative book to Mr. M. C. Sampath, Minister for Industries, Government of Tamil Nadu

This was followed by a presentation made by Ms. Shilpa P. Satish, Executive Vice Chairperson of the TN Industrial Guidance Bureau. The presentation detailed the yet to be announced “Business Facilitation Act” and the many strengths of the state which make it an attractive investment destination. During the presentation Ms. Shilpa mentioned that Tamil Nadu ranks third in the country in investment decisions with over 50% of the population living in urban areas with the state having a continuous supply of talent which is added to the pool each year. Ms. Shilpa added that the single window system in Tamil Nadu Industries Guidance and Export Promotion Bureau has been strengthened and now provides for online approvals to investors. She said that the state has a large land bank in several places identified for industrial development and is readily available.

Mr. B. Elangovan, the official responsible for development of the aerospace park made a presentation detailing the various facets of the park and said that the park would be ready and available for occupation in the next 18 months.

In response, the AMCHAM delegation said that American companies are happy to stay invested in the state especially now that the power situation has turned favourable. Mr. Ram kumar, Chairman – Tamil Nadu Chapter, AMCHAM, commented that the state has the unique distinction where manufacturing companies have co-located their R&D, design and business processing units in the state to drive innovation. He further said that the state could consider inducting professionals from industry into the academic councils of universities to strengthen the education system and raise the bar as far as the students graduating from these centres of excellence. Mr. Ramkumar highlighted the fact that the government needs to curb the fringe elements who are creeping into the otherwise peaceful labour situation in the state.

The meeting concluded with Mr. Atulya Misra thanking American companies for making Tamil Nadu their home for business and said that a state delegation is travelling to the United States to meet with U.S. companies to invest in the aerospace park.

Networking Evening and Talk Show

The Tamil Nadu Chapter hosted a networking evening for members of the NEB, members in the Chennai region,

prospective members and the newly arrived officers at the U.S. Consulate in Chennai.



Guests networking with NEB members at an AMCHAM event entitled 'Madras and its American Connection' in Chennai



(L to R) Mr. Paresh Shah, National Executive Board Member, AMCHAM and Senior Vice President & General Manager - India, Syniverse Technologies Services, Mr. James M. Fluker, Commercial Consul & Principal Commercial Officer – South India, U.S. Consulate General, Chennai and Mr. Mahesh Krishnamurti, Chairman - Western Region, AMCHAM and Managing Director, Resources Global Professionals India



Mr. Arun Kumar, Vice Chairman, AMCHAM and Chairman & CEO, KPMG in India



Consul General Robert Burgess, U.S. Consulate General, Chennai



Ms. Ranjana Khanna, Director General CEO, AMCHAM India, addressing the guests and thanking partners for supporting the networking event

Mr. R. Ramkumar, Chairman – Tamil Nadu Chapter, AMCHAM, welcomed all the guests and said that this was indeed a great opportunity to meet and greet especially at a time when the city of Chennai that was Madras is

celebrating its founding on August 22, 1639, from whence the modern city of Madras grew and laid the foundations of the British Empire.



AMCHAM's National Executive Board members with the Tamil Nadu Chapter Executive Committee in Chennai

Extending a warm welcome to members of the National Executive Board, members from Chennai, prospective members and Consul General Robert Burgess and his team of newly arrived officers, Mr. Ramkumar said that it is estimated that Tamil Nadu has over 100 American companies — big, medium and small — in industries as diverse as auto manufacturing, heavy machinery, financial services, consulting and advisory, information technology and BPM, electronics and hardware manufacturing, auto components, pharmaceutical, medical devices, chemicals, animal nutrition, among others. He said that these companies have brought in a cumulative FDI of over \$4-5 billion in the past decade, directly employing approximately 200,000 professionals, with indirect employment of about half a million.

Mr. Ramkumar added that these companies have had significant positive experience with the ease of doing business in the state, its rich educational infrastructure and the resultant quality of person-power, the work ethic of its people, physical infrastructure, good government and quasi-government support and a willingness to change for the better. The last time we had a networking dinner of this magnitude the state was reeling under a power shortage and today the state is power surplus—this indicates the “can do” attitude of the government to turn things around and quickly address issues, if any. Mr. Ramkumar said that “while marketing triumphs reality in many parts of the world, this state, unfortunately is quite the opposite. I guess it’s not just the State but companies as well as leaders in the State. They let their performance do the talking.”

Mr. Arun Kumar, Vice Chairman, AMCHAM India spoke about his connections with the city of Madras and the developments in the state. Consul General Robert Burgess said that his first business engagement on assuming office at the Chennai Consulate was a meeting with AMCHAM and he was happy to have had an exclusive briefing session. He then introduced his team at the Consulate who arrived in Chennai over the past few weeks. He said he looked forward to his tenure in Chennai and particularly looked forward to working closely with AMCHAM. Ms. Ranjana Khanna thanked all sponsors who made this event possible and said that we need the active participation of members in all events.

The special event of the evening was the talk show by Mr. V. Sriram, historian and story teller, who presented an audio visual on ‘Madras and the American Connection.’ Mr. Sriram began by recounting the connection the city of Madras has with the Yale University in the U.S. and how Elihu Yale who was Governor of Madras had made a donation to the school in Connecticut which later grew and took the name of its benefactor and is now known as Yale University. Sriram also traced the establishment of the American connection with trading missions, establishment of the diplomatic mission, bringing ice blocks to Madras, establishment of American manufacturing with Ford being the pioneer and right through to the Hollywood connection to the making of commercial cinema in Madras. It made for a very memorable evening and all the guests were quite fascinated with the many aspects of Madras and the American connection. This was followed by cocktails, dinner and networking, which builds lasting business relationships.

AMCHAM Welcomes New Members

Corporate Members



Mr. James Allen Brandt Jr.
Managing Director
Lowes Services India Private Limited



Mr. Anshu Bagai
Managing Director
Jeunesse Global India Pvt. Ltd.

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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 Bangalore, Chennai, Delhi, Hyderabad, Kolkata and Mumbai.

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