

Seminar-India: Translating SME delegations into SME opportunities

2017 was a good year for Indo-Danish relations. In January, 20 large Danish companies participated in the Vibrant Gujarat Global Summit, and in November, Denmark was one of the three partner countries participating in the World Food India Conference. Both these delegations were headed by a Danish minister.

Just as important, the SME's – that form the bulk of the Danish enterprises – are showing increased interest in India. In November, Copenhagen Fintech organized a tour to Bangalore and Mumbai, and early December Coconut Bootcamp sent a HealthTech/ GreenTech-delegation to Bangalore.

Asia House has been building a platform for Danish SME's accessing the Indian Smart City program.

In this seminar, Indian Embassy together with the Asia House in Copenhagen, taken a further look at these activities, to explore how business delegations may be translated into concrete business opportunities and consider our options for ensuring a fruitful 2018.



The seminar was opened by Welcome by Susanne Rumohr Hækkerup, Executive Director, Asia House

Keynote speaker: H.E. Ajit Gupte, Ambassador of India to Denmark, on opportunities in India for Danish SME's – and vice versa



Kasper Wodstrup Rost from Calcabis from Copenhagen Fintech delegation. Steen Thygesen from Audientes from Coconut Bootcamp tour and Neelabh Singh from Quercus Group on Smart City project talked about the problems faced. Followed by a Panel discussion with: Calcabis, Steen Thygesen, Neelabh Singh, Mikkel Gade (Coconut Bootcamp) & Simon Schou (Copenhagen Fintech)

They identified and discussed the problems, like, How to find the Actual Decision makers, Whether Danish company should open its own office or find a suitable partner, price factor etc. But no one suggested any help to, how to tackle such problems or how to go further about it.

The Refreshments were served by the Embassy of India.



The Seminar was well attended.

The Seminar was attended by Copenhagen Business School, Zartashia Ahmed Research Assistant, Annekatrin Mohr and Peter Lund-Thomsen, Professor, from Confederation of Danish Industry, Camila Petersson, Market Advisor, Law firm, Accounting firm etc. Here are few of them:



Martin Hebsgaard Crillesen	Business Developer	OpenLedger
Steen Malthe Hansen	Senior Advisor/Policy Expert	Ministry of Foreign Affairs
Rasmus Bjørn Dahl	Project Manager	Innovation Centre Denmark HQ
Vagn Thorup	Partner,	Lundgrens Lawfirm
Abriti Maudgal	India Desk	EY, Denmark
M.Harwani	Innovation Engineer	RTN Traders ApS
Shishir Dahake	Innovation Evangelist	Tata Consultancy Services Limited
Ramkumar	HR head	Tata Consultancy Services Limited
Rajesh Nair	Director	Envecon Europe Aps
Stig Toft Madsen	Director, NIAS	Nordic Institute of Asian Studies
Thomas Sehested	Managing director	Stereo Associates
Camilla Frederiksen	Strategy Director	Stereo Associates
Finn Høy	Partner	Induct AS
Malene Nielsen	Direktør	Autentisk-hverdag.dk
Prasad Rao	Food	DTA
Sandeep Sander	CEO	SanderMap
Morten Thygesen	Business analyat	Metis
Ajay Chauhan	Direktør	Health consultants
Arnab Halder	Postdoctoral Researcher	Technical University of Denmark
Ada Stein		Noble Victory Rock
Anil kumar verma		Pharmacueticals
Shipra Khandelwal	Group Risk Manager	Nordea Bank
Samant Khajuria	Associate Professor	Aalborg University Copenhagen
Ashish Acharya	Proffesions Bachelor/ food and nutritional Coordinator	
Deepshikha Daga	Founder Deep's Dancing Divas	Deep's Dancing Divas
Ambarish Iyengar	Business Controller	GN Store Nord A/S