

Indian Economic Trade Organization



Empowering Indian Entrepreneurs



ABOUT IETO

Business Intelligence Unit



IETO is dedicated to promote globally recognized and specialized organizations to provide business Intelligence for Indian business entities in all States of India. Foreign Missions in India are able to connect to every nook and corner of the country to establish friendly bilateral relations with India. IETO provides the aggregator platform for mid sized companies in India to connect with their business counterparts abroad.

The main objective of IETO is to Plan, Promote, Organize, Implement, Monitor and Evaluate projects, Activities that are customized to develop entrepreneurship which can contribute to the social and economic development of Rural and Urban India. Regular interaction with NGO's and private agencies dealing in various aspects of export, import, and other joint ventures with stake holders that include trade ministries of various countries and Local Governments. IETO Provides a platform to connect Bridge Financing banks, International funding agencies for equity participation and to meet the objectives of today's businesses.

IETO is the main platform between the Industry and the Academia to help the Industry grow for innovation and to meet the growing needs of the society to create employment opportunities for the youth.

VISION

To Empower Indian enterprises by imprinting global business knowledge and creating awareness, so as to become the catalyst for growth in technology driven global market and assisting Indian business to develop, align and emerge as dreadful players in their respective business segments.



MISSION

IETO Business Intelligence Unit which has been the active collaboration entity between academia and industry to advance the teaching and use of business intelligence and analytics.

Robust database management and data streaming management capabilities are critical for analyzing streaming data in motion due to the rise of large, continuous streams of data sources, of which a large portion may not be valuable. Better tools and methodologies are needed to extract insights.

Although the number of Industries who leverage academic alliance program resources has increased, they still express some dissatisfaction with the offerings. One complaint is that faculty need to improve teaching resources by supplying more and better case studies and data sets and that is where IETO comes into the picture by connecting the dots.

The biggest problem with hiring college students is the lack of real-world experience. We compensate by providing training when we hire them. Universities can better prepare their students by providing opportunities for them to work in simulated industry projects instead of just teaching programming and database skills.

Current trends suggest that academia may be behind the curve in delivering effective Business Intelligence programs and course offerings to students. IETO fills this gap to create employability



From the President's Desk.....

The year 2017 was a defining moment for India and the World as the various economic powerhouses commemorated their trade relationship with India by having different dialogues and activities with India celebrating this existence of renewed commercial engagements with various countries. This trade relationship has progressed from strength to strength in 2017. Accordingly, the Prime Minister, Mr. Narendra Modi, has placed India at the core of International platform accompanied by a relentless drive to create powerful mechanisms for deepening these economic cooperation as the world evolved from this methodology to promote international integration for peace, prosperity and stability to a dynamic economic community.

While India's economic partnership continues to expand with various dialogue mechanisms between India and the World, including various summits and ministerial meetings spanning sectors such as foreign affairs, commerce, tourism, agriculture, environment and renewable energy, IETO has substantiated the efforts through various dialogues, an initiative of our Industry body and India's Ministry of External Affairs and other partners in India and the world which is aimed at catalyzing policy dialogues, signing of various MOU's with Academia, Industry and Business Councils.

We bring to you in this edition a series of articles on various catalytic transformation of India and the International relations and the optimism of what these IETO meetings bring to the country.

We also bring summaries of various events like the Nirbhaya Womens day, World Water Day, USA Oil summit, Asian Arab Awards and other related business events wherein we presented papers including the NRI policy for Karnataka State.

Despite having a great growth potential, the Indian Industry faces many challenges in terms of environmental myths, lack of advanced technology, limited infrastructure and high volatility in feedstock prices. To overcome these challenges, significant efforts will have to be made by all the stakeholders to realize the real potential of this Industry. We take a close look at all the issues and will look forward to lead a series of meetings, interactions, delegations to various countries in the coming year.

We have led delegations to Tokyo, Stockholm, Budapest, London, Muscat, Riyadh, Tel Aviv, Paris, Amsterdam, Milan, Zurich which have yielded successfully to create a larger framework for Indian business houses who are members of the Indian Economic Trade Organization.

We hope you will find the contents of the IETO brochure interesting.

Asif Iqbal



OBJECTIVE

The main aim of this organization is to promote trade, investment, technological cooperation between the enterprises of India province and the rest of the world through the independent Honorary IETO advisors located globally. A developing India offers opportunity to compose and implement programmes to achieve further development in the discipline of infrastructure, pharmacy, automobiles, education, IT/BT, Science / Technology and many more — in an investor-friendly environment. Promoting and assisting Indian based companies in making investments in the world and coordinating with all

chambers of commerce of different countries in the world for effective networking. Organizing road shows to assist investors to invest in a particular field. Organizing and sponsoring various seminars on technological, economic, investment and trade cooperation for enterprises in India and various parts of the world. Providing guidelines pertaining to investment for foreigners and Indians to invest in a specific field. IETO formulate meetings for delegates All facilitation and hand-holding support to investors under the IETO Investment is being provided by IETO

INTERNATIONAL AFFILIATED OFFICES

- Bosnia
- Bangladesh
- Austria
- Brazil
- Bulgaria
- California
- Canada
- China
- Croatia
- France
- Germany
- Turkey
- Hungary
- Italy
- Japan
- Malaysia
- Morocco
- Moscow
- Nepal
- New York
- Oman
- Papua New Guinea
- Peru
- Qatar
- Rwanda
- Saudi Arabia
- Singapore
- South Africa
- Srilanka
- Latvia
- Hungary
- UAE
- UK
- Netherlands
- Chile



ABOUT US

(Industry Academia Partnerships)



IETO and analytics technology can be used to deliver data-based insights that underpin three core areas of planning and assessment between Industry and Academia:

1. Academic outcomes and student experience

- Analyze trends in student subject preferences and performance – to reshape curriculum delivery and subject offerings – to boost student results, retention and satisfaction
- Track academic performance against organizational and government thresholds to enable corrective action to be taken where necessary
- Track and assess individual, class and year level student performance by subject, and against specific areas of the curriculum within each subject, to pinpoint weaknesses and implement appropriate corrective programs
 - (a) Analyze performance across subsequent exams to determine whether students are responding effectively to extra assistance and new methods of content delivery
- Monitor behavioral indicators – such as attendance data, incident reports and discipline records – against behavioral benchmarks to determine when intervention is required

2. Administrative effectiveness and efficiency

- Monitor and manage the amount spent on contracted services and extra curricular activities (cleaning, guest lectures, security, landscaping, music and sporting events)
- Monitor student enrollment figures and class sizes over time to underpin resource planning and calculate government funding requirements and entitlements
- Analyze costs and funds by faculty to establish budget shortfalls or surplus and determine the scale of any required fund raising activities
- Track and assess the costs and effectiveness of marketing activities
- Map and analyse the location of feeder campuses and student addresses to develop targeted marketing and student acquisition campaigns
- Easily provide the information needed to comply with government reporting and funding requirements as well as industry regulations

3. Workforce management and moral

- Monitor and track the balance between teaching and non-teaching staffs as well as student – teacher ratios to underpin student intake and hiring plans and processes
- Monitor and track student intake, compared to the popularity of elective and extra curricular subjects over time, to assist with curriculum, timetabling and workforce planning
- Monitor allocated workloads to ensure teachers are not over-allotted
- Track average student grades by year level, subject or teacher – and evaluate against comparable historical data – to identify trends in student and teacher performance.

Outcome

By combining qualitative forms of assessment with quantitative analysis derived from this Business Intelligence, primary and secondary education providers can:

- Ensure educators and administrators have access to a single, accurate, meaningful and up-to-date view of operational and educational Key Performance Indicators, which can be easily analyzed and explored by non-technical personnel
- Drive effective daily decision-making and long-term strategic planning based on fact and linked to clear strategic goals
- Track progression towards defined goals and take action where necessary to ensure desired outcomes are achieved

IETO modules and programs can assist primary and secondary education institutions to dramatically improve administrative effectiveness and efficiency, academic performance as well as student / teacher experience and satisfaction.

Benefits of IETO Business Analytics

- **Improving the decision-making process (quality and relevance)**
- **Speeding up of decision-making process**
- **Better alignment with strategy**
- **Realising cost efficiency**
- **Responding to user needs for availability of data on timely basis**
- **Improving competitiveness**
- **Producing a single, unified view of enterprise information**
- **Synchronising financial and operational strategy**
- **Increase revenues**
- **Sharing information with a wider audience**

IETO has Business Analytics Programme that entirely change the outlook towards business decisions. We initiate programs which are an excellent blend of theory and pragmatic applications to business.

The IETO modules are perfectly designed, with the right ingredients of analytical depth, functional breadth and business acumen, keeping in mind the global need of tomorrow. Furthermore, IETO association is an important tool to be equipped with for any aspiring CEO and heads of organisations.

They are a perfect amalgamation of a great curriculum, top global faculty and peers with extremely diversified experience. The programme provides just the right combination of concepts in statistics, machine learning, industry-specific models, relevant case studies and other tools.

Very nicely designed data-science programme consisting of different aspects like statistics, business, machine learning, and data visualisation. IETO provides good balance of theory and practical application of different techniques covered through sessions taken by world renowned faculty.

IETO modules and programmes have affected the approach towards looking at corporate problems and solving them more effectively. IETO has changed the

perception that "not all the problems have a solution".

The IETO module is a career enriching programme that provides an ideal mix of key concepts and theory and hands on application through real case studies and datasets from industry.

IETO Business Analytics is designed on a schedule that minimises disruption of work and personal pursuits. The programme is a combination of classroom and technology aided learning platforms. This is a rigorous and challenging programme.

IETO believes that Business Analytics, indispensable in today's age of Big Data, is an optimal mix of Data Collection, Data Visualization, Data Management, Statistics, Machine Learning, Operations Research, Critical Thinking and, last but not the least, the Domain Knowledge. Being an interdisciplinary field, it creates insights and values in ways hitherto unheard of, to – Industry, Government and others - thereby providing a competitive advantage.

Our regular get togethers and events are a key feature that will be the presentation of results of a survey of academics, students, and practitioners on the state of BI research, resources, teaching, and needs, particularly in the area of analytics.

"Business intelligence is core to business success today. Yet, traditional approaches to BI have been challenged by the addition of unstructured data, real-time technologies, cloud computing, and customer-focused strategies, to name just a few. That's why it's critical to our success to have strong industry involvement,"

"This isn't an end; it's a beginning to activities where everyone involved can assess, evaluate and offer constructive guidance about research underway and how the next generation workforce should be taught business intelligence,"

BILATERAL TRADE INITIATIVES OF IETO

We are in the Business of Creating Knowledge Based Platforms and Networks for Promoting Domestic and Global Business Opportunities

With our vast connections globally, IETO will undertake research findings in a large variety of fields. Taking Indian delegations to various countries to participate in events, industry visits and facilitates Business meetings. The proposed online partnering tool IETOLINX helps perfect matchmaking and schedule meetings amongst stakeholders through Business to Business, Business to Government.

With our international partners we work closely with understanding the goal missions and objectives and draw a plan for promoting its clientele to enhance trade, investment potential; Industry, Research, Academia & Governments through its international network of tie-ups with various Trade offices, Investment Boards, International Trade Associations, Partners and also offices across the globe region & to identify country potentials and also map up and propose various delegations, organize workshops, seminars, Industry Visits, facilitate the B2B & B2G meetings etc.



Inbound & Outbound Delegations:

Our aim is to handle a number of Trade Missions and delegations which will visit India spectrum of sectors from Canada, Australia, USA, Rwanda, Israel, Germany also countries like Japan, Korea, Malaysia, Singapore, South Africa, UAE, UK, Scotland, Russia, Denmark, China, Czech Republic, Germany, France, Pennsylvania and many more.

CUSTOMIZED INBOUND AND OUTBOUND BUSINESS DELEGATIONS:

Identifying countries & taking To & Fro Delegations for Trade & investment Opportunities

INTERNATIONAL BUYER SELLER MEETS:

Organizing international buyer seller meets for customers and creating own brand

MARKETING INTERNATIONAL B2B EVENTS:

Marketing Sponsorship / Exhibition for International Events in India

BRINGING INTERNATIONAL EVENTS TO INDIA:

Bringing International Events in Science & Technology Sector to India

PROMOTING DOMESTIC & INTERNATIONAL TRADE DESTINATIONS:

Tie up with Countries / State Govts / Agencies promoting destinations for Investment

ADVISORY & TRANSACTION SERVICES:

Preparing Country specific sector reports for strategic advising (facilitating Entry into country; sourcing; Technology Transfers; joint ventures; skill facilitation; Creating database of various country companies; list of associations; Etc.,)

BUSINESS CONSULTANCY



We offer specialized consulting services and business solutions to global companies and small & mid-size businesses. The combination of research and consulting services provide our clients with a unique support for their strategic and operative decisions in existing and new markets.

- Market Entry Strategies
- Market Research & Feasibility Studies
- Business Development & Marketing
- Marketing Representation
- Events and Business Networking
- PR and Brand Consultancy
- Sourcing & Procurement
- Web development and Online marketing

- Investment Advisory, M&A and JVs
- Set up & Management of Liaison/Branch office
- Partners and Vendor Search
- Company formation and Regulatory affairs
- Location Advisory & Site identification
- Staffing and Infrastructure set up
- Alliances & Channels Development
- Tenders & Liaison support



INVESTMENT ATTRACTION

Your partners in promotion and economic development of your region

IETO clout our robust experience of serving International and Indian clients across diverse Industry verticals to cater result-oriented investment promotion solutions. Investment Promotion Agencies can benefit from our comprehensive resources where they can selectively utilize based on their specific demand and the collaborative strategy developed.

- Custom scenarios to attract and retain foreign investments in increasingly global and competitive economic environment
- Unified marketing, ranging in intensity from mass measures to in-depth, individual key-account-approaches
- Lead generation
- Business Networking with various intermediaries
- Events and programs: exhibitions, seminars trade fairs, conferences, others

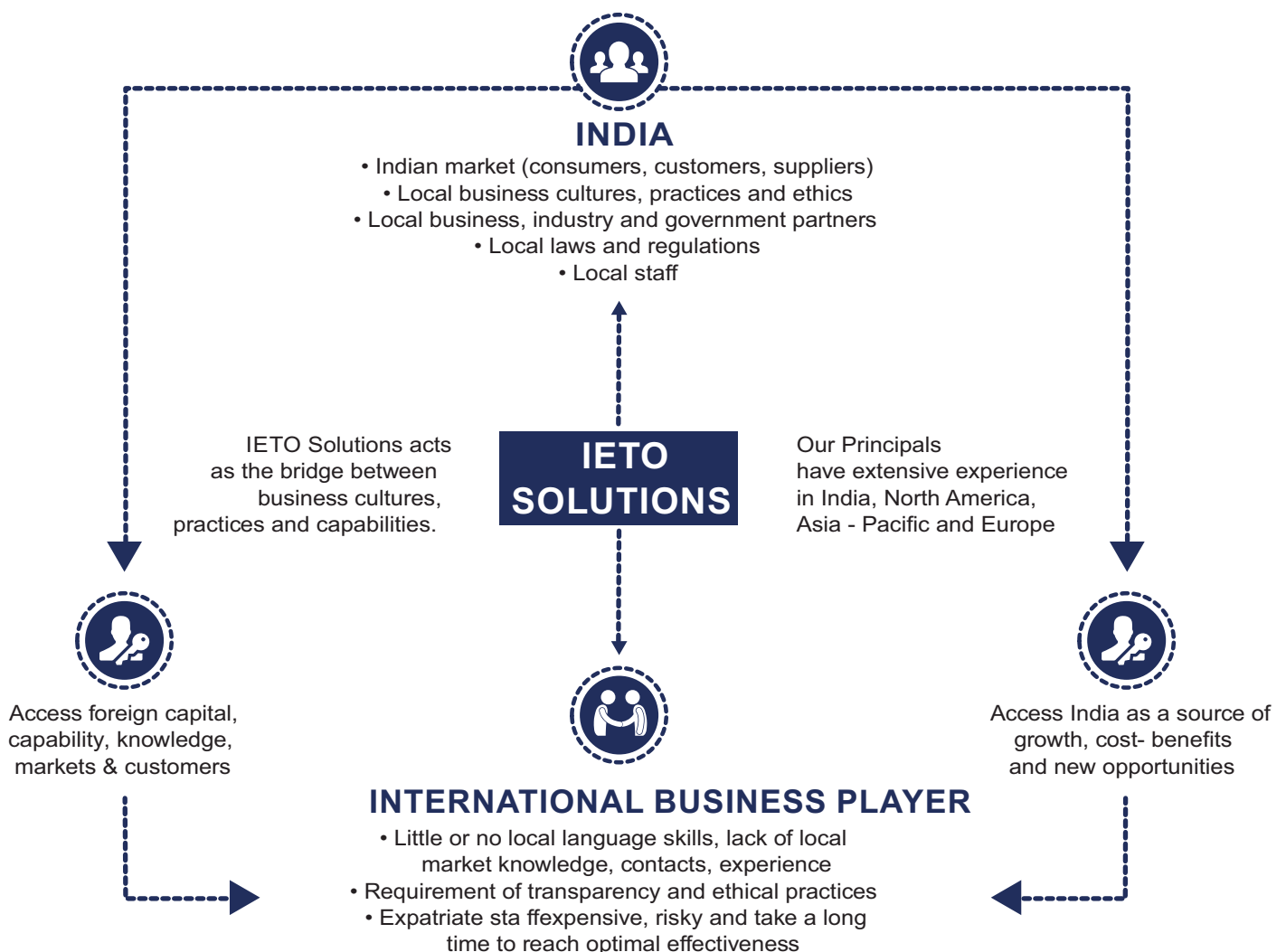
- Support Delegations and Missions: inward and outward
- Liaison with stakeholders: Government and Industry
- In-person approach with decision makers and influencers
- Facilitating Executive visits
- Information dissemination through traditional and new-age media
- Public Relations and Brand building

TRADE PROMOTION

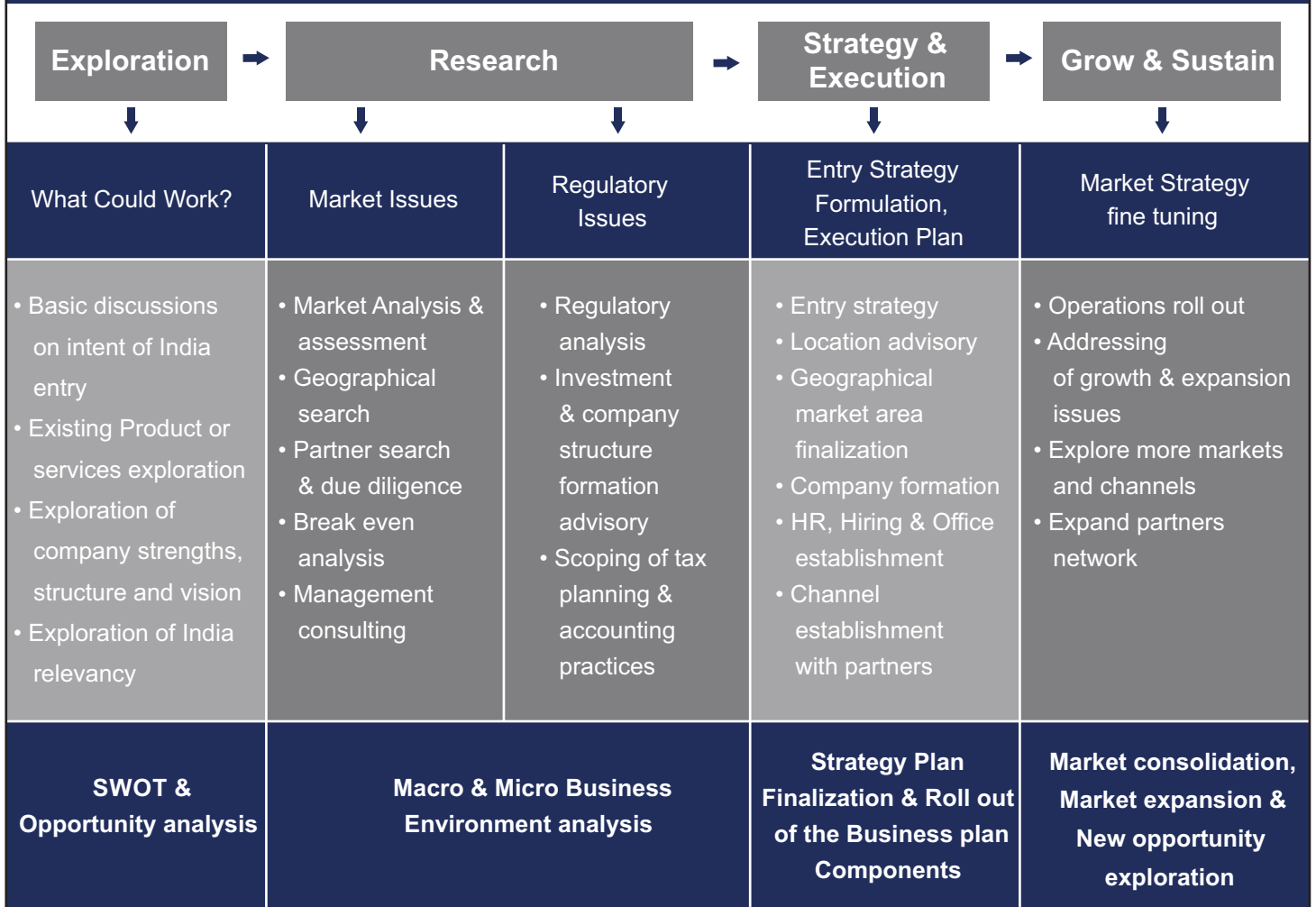


IETO provides you a sequence of expertise in management consulting as well as in regional development and trade promotion – a crucial advantage for your organisation to provide professional steadfastness towards developing trade and our services benefit your regional companies to quicken its growth with foreign trade. Our trade promotion services are much provided in a combination with investment promotion services.

- Focused market survey
- Market Entry strategies
- Market entry support to respective companies
- Partner search, due diligence, negotiations and assistance with agreements
- Business Networking
- Support Delegations and Missions: inward and outward
- Information promulgation through traditional and new-age media
- Liaison with stakeholders: Government and Industry
- Trade promotion activities: Organizing and participating in trade fairs, exhibitions, buyer-seller meetings and reverse trade missions



IETO India Entry Business Consulting Model



Our Network

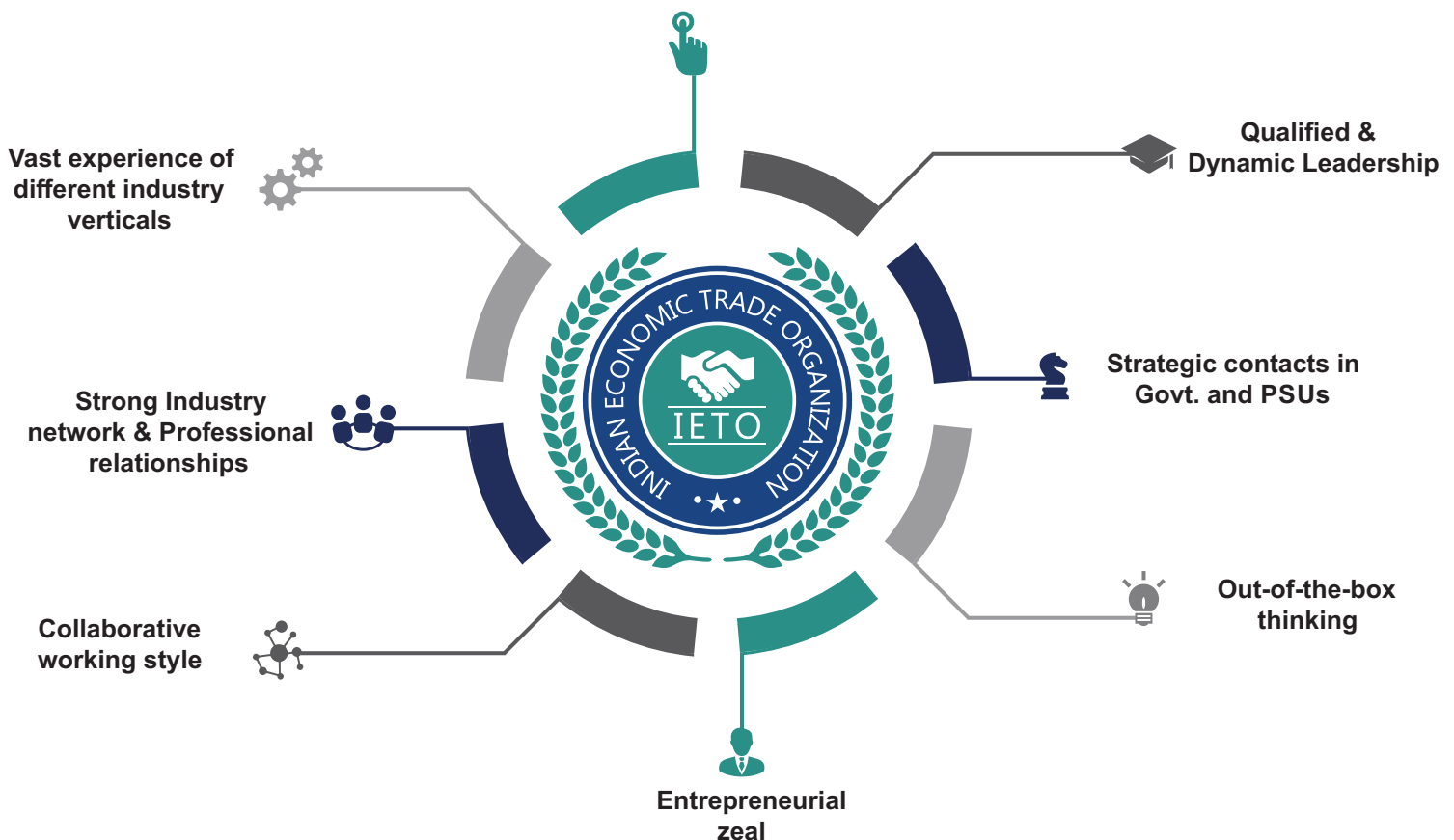




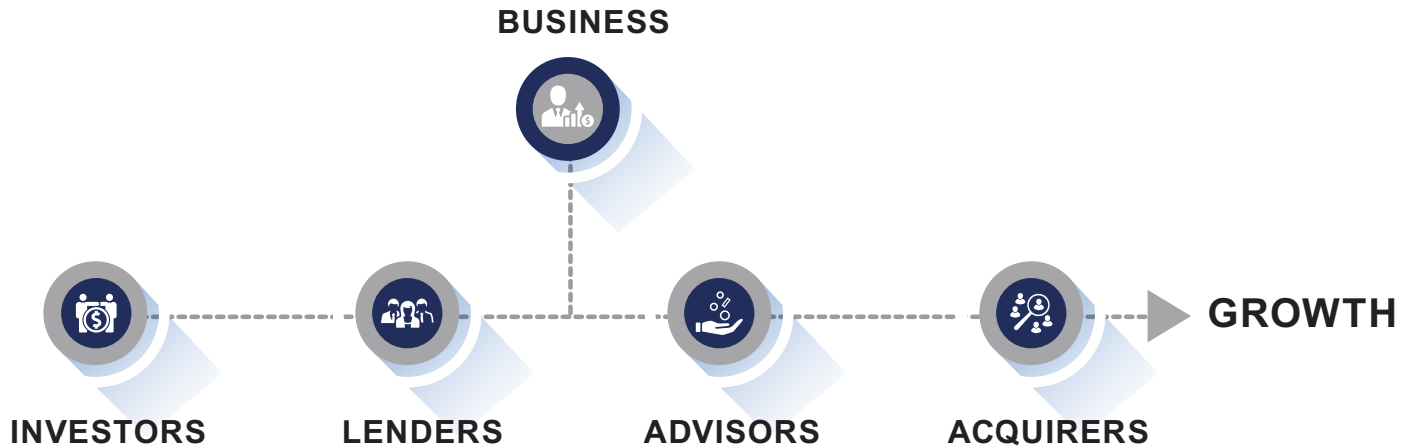
Why IETO?

Wide range of National and International Advisors from diverse sectors, industries and countries to share their knowledge and expertise related to trade and investment

Successful track record
of working with Indian & International clients



Advisors on IETO to Finance or Sell their Business



IETO's National & International Advisors assist corporate buyers and private equity investors throughout the entire M&A journey. Our end-to-end merger, acquisition and divestiture advisory services are customized to meet the unique needs of each of our clients.

In our experience, working with clients on both sides of the merger and acquisition (M&A), we provide key value chain drivers such as:

- Understanding the 'Why'. Both the Buyer and the Seller need a clear understanding as to why they are initially engaging in the transaction so that the business moves smoothly forward even after the Founder retires without affecting employees who were major contributors to the progress of the organization.
- Identifying and quantifying the benefits and synergies to be realized during the integration.
- Identifying and documenting risks since mergers could include risks to costs, benefits, schedules, the business itself and service levels.
- Identifying constraints on the business that may impact the implementation strategy during pre and post-merger.
- Building trust among the Teams – a major challenge at times, when a merger and acquisition unfolds over a period of time.

Indian Economic Trade Organization (IETO) gives the platform for Businesses, Investors, Acquirers, Lenders, M&A Advisors and Boutique Investment Banks. Our associates automates deal origination, valuation, matching and introduction of businesses and investors across the globe. With the click of a button members can access investment banking services such as Mergers and Acquisitions, Fund Raising, Joint Ventures & Debt transactions.

Business owners, Entrepreneurs, CEOs, Investors, Acquirers, Business Buyers, Lenders and Financial Advisors from different parts of the world discover each other and connect almost instantly to pursue financial transactions. Whether it is a small family business or a large established company, IETO gives you the access to the right network of members to help close successful transactions

Who can use the IETOMerger & Acquisition platform:----->

- Businesses For Sale
- Companies Seeking Capital
- Boutique Investment Banks
- M&A Advisors
- Private Investors
- Corporate Acquirers
- Lenders
- PE / VC / Funds



WNE 2018. Worlds Largest Nuclear Dialogue

Discovering New markets, growth and opportunities
in India's Nuclear Technology Education sector.



china eu india japan korea russia usa

ITER is an international nuclear fusion research and engineering megaproject, which will be the world's largest magnetic confinement plasma physics experiment. The project is funded and run by seven member entities—the European Union, India, Japan, China, Russia, South Korea, and the United States



Don't Want Trouble Between India and China:

Ex-Maldives President Nasheed

diplomaticnews@gmail.com

Bengaluru: The Exiled former Maldivian president Mohamed Nasheed today said his country, which is in a state of emergency, does not want any trouble between India and its neighboring country China.

"We don't want India and China against each other, not at all," he said at an interaction in Bengaluru today.

China earlier had opposed any military intervention in the Maldives, saying such a move would further complicate the situation, a day after Mr Nasheed sought India's help to resolve the political crisis in the island nation. The picturesque Indian Ocean archipelago plunged into political chaos when the country's Supreme Court ordered the release of nine imprisoned opposition politicians, maintaining that their trials were "politically motivated and flawed".

Mr Nasheed said when asked whether the Maldives crisis could turn out to be flash point for the strain in the relationship between the two friendly nations India and China.

Mr Nasheed said Maldives has nothing against China, but it should not attempt to change the "state type" and have democratic oversight, among other things.

Earlier in the day, Mr. Asif Iqbal, President of the Indian Economic Trade Organisation met Mr. Nasheed and asked him why he had allowed Chinese Embassy to be opened in 2011 just before SAARC Summit.



Asif Iqbal, President of the Indian Economic Trade Organisation met Mr. Mohamed Nasheed, Former President of Maldives in Bengaluru

"We do like China. I have nothing against China. All that we are saying is do not attempt to change state type; do not push your money in secrecy, have transparency and have democratic oversight, and things will fall in place. That is all we are currently trying to say.

"China has a lot of Interest in Maldives and Maldives signed Free Trade Agreement with China and not India- Asif Iqbal, President IETO

"I have always been saying that there is a cold war brewing in the Indian Ocean and we should be mindful about that, and we can't be sandwiched in between. We must make sure India's national security and safety because we are just next door," he said. Mr. Nasheed was in Bengaluru to attend the Huddle Conference today at the ITC Gardenia along with the others hosts from Pakistan and Sri Lanka.

"We cannot suddenly stop doing our own thing, simply because somebody (China) decides to give some millions of dollars. It shouldn't work like that, and hope that people in the Indian Ocean understand that this is not the way forward," he added.

Mr Nasheed earlier had tweeted that India should send an envoy, backed by its military, to release judges and leaders of political parties detained by the Now President Abdulla Yameen.

Mr. Asif Iqbal, from the IETO had planned to take a delegation to Maldives covering the various sectors in Medical Tourism, Hospitality projects and Export of Food Stuffs. Currently there are students from Maldives coming to Bangalore. Last Month, IETO sent a representative Dr Shama Who visited the Island nation and met the Indian Ambassador to explore the Delegation visit from Bangalore and other parts of South Indian city of Hyderabad.

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**SAMEERA
FERNANDES**

Women Entrepreneurs
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Republic of Ivory Coast



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DR. PREMCHAND

Chairman
Defense Committee



RAMESH KUMAR N

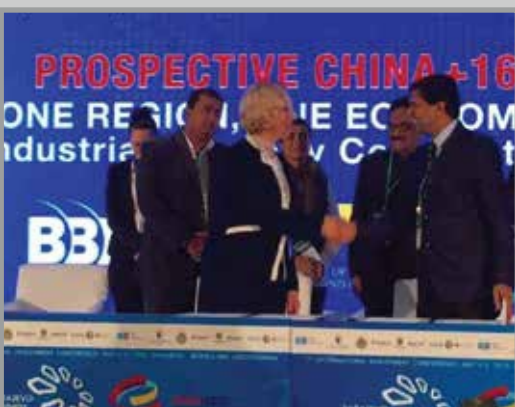
Director
Bilateral Relations in
Trade & Investment



SARIT KUMAR

Director
Academic Affiliations

DELEGATES CIRCLE



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Meetings and Collaborations India & Israel Making Things Happen

Several Important Visits, Meetings, Events and Business Delegations. There's more to come.



Karnataka Chief Minister HD Kumaraswamy and team visit to Israel with IETO President Asif Iqbal, Raghu Kumar with MLC Basavaraj Horatti, Professor Rangappa, Minister Puttaraju, MLC Appaji Gowda.



The Indian delegation from the India-Israel Iftar Party hosted by the Consulate General of Israel in South India



Mr. Amnon from the Jain Irrigation in Israel met the Chief Minister HD Kumaraswamy, Mr. Puttaraju and IETO President Mr. Asif Iqbal.



Delegation of the IETO participated in the LATRUN WEEK in Israel, Delegation was headed by Oz Harpaz, Degel, S. Krishnakumar, IAS Former Defense Minister of State, Govt of India and Asif Iqbal, President IETO.



S. Krishnakumar IAS, Former Minister of State of Defense, Govt of India and Mr. Asif Iqbal, President met the Head of IM Systems Marketing for possible collaborations in Indian offset markets.



Delegation from Karnataka State visited the AFIMILK factory in Jerusalem to understand various Agricultural practices and methodologies for improving existing technologies in the State.



L-R: Asif Iqbal President of IETO. Professor Rangappa, Vice Chancellor Mysore University, Consul General of Israel to South India Ms. Dana Kursh, MLC Appaji Gowda at the Indo Israel Conclave 2018 at the Krishti Jayanti College in Bangalore.



The Indian Delegation met the President of the Israel Chambers of Commerce in Tel Aviv and discussed a proposed Memorandum of Understanding for better Co-operation and Mutual agreement for Trade and Commerce between the two countries.

DELEGATES CIRCLE



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IETO (WEB) NIRBHAYA AWARDS



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OUR PARTNERS



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