

Report - India Business Summit, Geospatial World Forum (2016)

Introduction

AGI organised “India Business Summit 2016” on 24th March 2016 from 4-6 PM at Geospatial World Forum (GWF)-2016, CEST, Rotterdam, Netherlands. The summit was attended by leading Industrialists at International level, representatives from Government of India and AGI Members.

India Business Summit 2016 was an initiative to showcase Indian Geospatial Industry as a strategic and high value technology partner to international players. This summit was aimed to enable Indian geospatial industries to collaborate with international geospatial industries by sharing experiences bilaterally and also bridge the gap that earlier existed between India and other countries on geospatial front. This event further alleviated the growth momentum of geospatial sector in terms of Public Private Partnership on both national and international level. It also provided a key platform for important decisions for investments by foreign industries in Indian geospatial market.

The Summit started with an Inaugural session followed by three panel discussions focusing on approach of strengthening business relations between India and other nations. The various sessions of the summit were:

Inaugural Session

- ▣ Inaugural Address
- ▣ Welcome Address

Panel discussions

- ▣ Market Opportunities
- ▣ International Perspectives of doing Business in India
- ▣ Enabling Models for Partnering

Inaugural Session

Inaugural Address

Dr. BVR Mohan Reddy, Executive Chairman of Cyient Limited, in his Inaugural address provided an overview of India’s Journey since Independence breaking the shackles of colonial rule and emerging as a powerful economy in a democratic fashion. He outlined that today almost all the market and economic studies across the globe have indicated India as a rising star with is “10% of GDP growth for next 25 years from now” (forecast by Morgan Stanley) which is the major indicator for the growth of Indian economy.

He also elaborated that investments and infrastructure (power, Railways, roadways, ports, aviation) are good indicators of economy as well. He highlighted that in terms of basic infrastructure facilities, India is 3rd largest power producing country of having 300 Ghz of capacity today and many other infrastructures such as roadways, railways, metros, housing, are growing well. On financial inclusion

he mentioned about the Government's flagship Jhan Dhan Yojna programme that has led to opening of 177 million bank accounts in short time of 6 months where most of the account holders are below poverty line. On social inclusion 95% are in primary education and 600 thousand engineers are coming out per year.

He further emphasised that, government has undertaken initiatives relevant to Geospatial Industry such as Smart cities which benefits \$140 billion for next 5 years for Foreign Industries, Digital India which is initiated to connect 1.2 billion people and mostly connecting village areas effectively with Bharat broad band and finally leading to ensure every citizen get connected. AGI members are also being involved in experimenting on How last mile problem can be solved? Also in India largest and best known industries are experimenting such as Microsoft on white spaces, Google on Drones and Facebook on UAVs which also could solve the last mile problem. He also gave an overview on Land Management programmes initiated such as Land Records Digitisation and RAPDRP. He concluded that India's business model is changing and large opportunities are available especially to geospatial industry. He also gave an elaborate view about how the industries face challenges in India and what key ideas are needed to be known to caution in doing business. He informed the participants that India is now on at the cusp of major growth area with a \$16 billion market opportunity for geospatial industry.

Welcome Address

Shri J S Mukul, Honourable Indian Ambassador to Netherlands, delivered his welcome address and emphasised on India-Netherlands relations, Business climate in India and briefing about geospatial industry. He continued his talk elaborating the bilateral relationships of Indo-Dutch and informed that Netherlands is 6th largest trading partner (2014-2015) with India from European Union with a Foreign Investment of \$17.1 billion into India. He then informed the audience regarding the Prime Minister of India's focus on the 3D (Democracy, Demography and Demand) and explained about importance of Make in India which is play a huge role in the fastest growing economy in 5 years of our country. He pointed out the current scenario of India and its importance in Economy by adding the World Bank projections for 2016 as 7.5% and on 2017 as 7.8%, also India is one of the fastest growing economy in 5 years.

He also elaborated on the Government flagship projects to fill critical gaps for Indian economy by providing active vehicle for investment and for new wave of growth. Major government programmes like Make in India redefines the landscape of India, Smart Cities which has stepped forward to modernise 100 cities, Digital India and Safe India are involved in creation of soft infrastructures, Green Energy and Renewable Energy are in producing target of 175 Ghz of renewable power capacity by 2022 and Clean Ganga Swatch Bharat missions of Ganga rejuvenation for cleaner and healthier India.

The business investment potentials, therefore are very huge in these programmes. He further briefed about Geospatial Domain as, Geospatial industry which started building up since 1980's and moved forward in designing National Geospatial Data Infrastructure (NSDI) in early 2000 has now grown into full-fledged sector in itself. Thus, the importance of Geospatial technology and applications are moving away from being ideal scientific software and niche research area to a more realised and ubiquitous technology domain. Geospatial Industries has been used in agriculture, Telecommunications, Oil and Gas, Environmental Management, Public activities and virtually in all sphere of activities. Department of Space has extended his Geospatial technology and applications in all government departments. Geospatial services are playing a main role in 160 specific projects covering 58 ministries of government.

He then highlighted that India Geospatial service and applications consists two distinct and mutually supporting segments such as International segment which provide geospatial data and software development for international organisations primarily to North America and Western Europe and Domestic segment which provides the geospatial capabilities to Indian data providers and users. He also emphasised that Geospatial technology and applications are being strongly built by more than 35 Institutions which provide Degrees and diploma courses all over the country. One estimate says that the growth of Geospatial market growth in India will be 20% to 25% annually in Geospatial software and business services. He concluded his speech saying that for Geospatial Industry, the business segment is at high in investment due to vast initiatives and important programmes, Geospatial Industries are in the position to seize the opportunity in India and all signals are green to go to do business in Geospatial sectors.

Panel Discussion One: Market Opportunities

Panellists

- ◆ Dr. V. K. Dadhwal, Director, National State Remote Sensing Centre (NRSC), ISRO, Hyderabad, India
- ◆ Mr. Nikhil Dakshindas, Vice President, ADCC Infocad, India
- ◆ Ms. Anamika Das, Vice President- Market Intelligence and Business Consulting, Geospatial Media and Communications, India

The panel discussed about the growth of India in Geospatial sector on different perspectives and its relevance to economy of India.

Salient Discussions Points and Recommendations

- ◆ Geospatial technologies and its applications are necessary to citizens, in this regard IRNSS constellation is now complete in space and GAGAN being established will provide vast applications in sharing navigation information on the ground.
- ◆ ISRO has also planned for augmenting space segments in vast areas with new technological systems.
- ◆ NRSC has signed 40 MoUs with various departments for better governance and utilisation to citizens and constantly upgrading geo-platform Bhuvan.
- ◆ Land Records Modernisation Programme, Crop Insurance and Smart Cities AMRUT, Metro Railway, Agriculture and Forestry, Integrated Watershed Management Programme (IWMP), Digital India) are the major programs where geospatial technologies are integral to the program structure.
- ◆ Global efforts such as Sustainable development goals (SDG), satellite framework for building disaster preparedness for 2015-2030 and climate change and impacts are also required to be understood with a Geospatial context.
- ◆ Base Maps (1:4000 scale) for smart cities, techniques for geotagging Houses using IRNSS and GAGAN is being done by NRSC.
- ◆ India ranked at 130 out of 189 in ease of doing business which has moved up two places and Foreign exchange reserves were at near \$352.5 billion as of July 2015 displays strong economic credentials by the country, which is favourable for business growth. Geospatial capabilities will play an integral role in this growth story and the segment will emerge in a robust way.
- ◆ Work opportunity matrix needs to be developed on projects for collaborative approach between foreign industries and Indian Industries. Such a work opportunity matrix will provide idea where opportunity lies which can allow the two way relationship between Industry and Government.
- ◆ Government is looking as give and take relationship as a co-partner as a whole.
- ◆ AGI has evolved strongly and stably to interface Government with Industry where such mechanism were missing earlier.

Panel Discussion Two: International Perspectives of doing Business in India

Panellists

- ◆ Mr. Rajan Aiyer, Senior Vice president, AGI & Managing Director, Trimble, India
- ◆ Mr. Mark Freeburn, Chief Executive Officer, AAM, Sydney, Australia
- ◆ Dr. S. Rao, Vice President Middle East, Africa

The panel shared their experiences and deliberated upon the value of using geospatial data for business critical operations.

Salient Discussions Points and Recommendations

- ◆ India being the democratic dividend Government needs to put less restrictions for geospatial data collection, modelling, processing, and analytics.
- ◆ India will grow with private entrepreneurship and private industries and not government alone. So, less government and more governance can only lead for growth of private entrepreneurship.
- ◆ AGI is actively organising such forums and constantly inviting private sectors and government representatives on discussion with respect to the growth of Geospatial Information and technology in India.
- ◆ India has started to recognise the social responsibility to produce geospatial and this distinguishes its approach from other countries.
- ◆ Reusing open information from one project to other projects will bring the universal collaboration.
- ◆ Huge geospatial growth opportunities along with PPP which can be successful through changing the way collection, analysis, modelling and usage of geospatial data is concerned in India.
- ◆ Commercial sensors are now put on International space stations. Imageries are available for every 15 days (cloud free) mosaic of entire US during crop season and similarly for European Union.
- ◆ The next generation that is to be launched are 16 satellites in which 8 satellites are RADAR and other satellites are optical with high resolution technologies which can support disaster management in India irrespective of cloud.
- ◆ Challenge is going to be on lot of heterogenetic sensors with which we have to analyse and make use of it. We need to know how to use such heterogeneous data which is the major challenge in current era.

Panel Discussion Three: Enabling Models for Partnering

Panellists

- ◆ J Sathyanarayana, Advisor (e-Governance, Electronics and IT), Government of Andhra Pradesh, India
- ◆ Dr. Zaffar Sadiq Mohamed-Ghouse, Director Business, Research Business and International relations, CSRI, Australia

The panel represented several partnering approaches between India and other countries, current collaborations and future vision for Indian Geospatial Market Growth.

Salient Discussions Points and Recommendations

- ◆ Digital India is of \$20 billion dollar size covering e-governance agenda of e-kranthi service of India
- ◆ Andhra Pradesh which created enterprise architecture for e-governance called e-pragathi which contains 4 waves, 14 packages, 72 projects and 33 departments engaged with 315 agencies for 745 services all through the state and the execution period of this programme is two years with capital outlay of US\$ 350 million.
- ◆ Learning of spatial standards, frameworks and geospatial programmes in India as well as Australia have similar relevance in terms of research, knowledge and capacity building opportunities and the collaborations between two governments at various layers.
- ◆ The initial stimulus for development of spatial applications in Australia was initially provided by government to raise the market opportunities and simultaneously started to organise trade mission to other countries.
- ◆ The collaboration between Netherlands and Indian companies in geospatial technology earlier was in bits and pieces and the summit has provided a good opportunity to make B2B communications between two countries to cross the bridge for further development of their respective societies.

Closing Session

Mr. Sanjay Kumar, President of AGI thanked all the participants for making this a successful event and complimented on the hard work of AGI team to bring out such summits. He gave his special thanks to Honourable India Ambassador Shri J S Mukul for his active presence and participation in this summit which provided positive boost in maintaining relationships between the India and other countries.