



## **India USA Geospatial & Space Business Summit** **(Hyderabad International Convention Centre (HICC), INDIA)** **November 15, 2022**

### **Minutes of the Round Table Discussion**

#### **Topics:**

- Policy Impact and Ease of Doing Business: An Indian Perspective
- India-USA Geospatial & Space Technology Collaboration: Opportunities for Industry
- Technology Transfer and Make in India: Opportunities and Potential

#### **Participants:**

- Dr Prakash Chauhan, Director, National Remote Sensing Centre (NRSC), ISRO, Government of India
- Shri. A Arunachalam, Director (Technical & Strategy), New Space India Ltd
- Andrew Edlefsen, Principal Commercial Officer, US Consulate General, Hyderabad
- Kanwar Chadha, Founder SiRF, Inovi & AQuest
- Raj Alla, Chairman & Managing Director, IIC Technologies Ltd
- Dr. Rao Ramayanam, Senior Sales Executive – International, HawkEye360
- Kranthi Chand, Head - Strategy & Special Projects, Dhruva Space
- Nadine Alameh, CEO, Open Geospatial Consortium
- Sunil David, Digital Technology Consultant, Ex-Regional Director (IOT)- AT&T
- Sai Arul, Head of Region SAARC, Maxar Technologies
- Suyash Singh, Co-Founder & CEO, GalaxEye
- Archie Menzes, SatSure Analytics

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#### **GWCC Secretariat**

- Lt Gen (Dr) AKS Chandele, PVSM, AVSM (Retd), Chairman, GWCC
- Dr Rajeshree Dutta Kumar, Vice President, Programs & Partnerships, GWCC

### **Discussion Points**

#### **Part 1 - Welcome and Introductory Note**

- Lt Gen (Dr) AKS Chandele welcomed all the Panellists and Delegates for joining the **2nd India USA Geospatial & Space Business Summit** at Hyderabad, India. He gave a detailed account of the rationale and purpose of establishing GWCC, which is promoted by Geospatial World, with an objective to create a platform facilitating trade and commerce globally in the domains of Geospatial and Space Technologies.
- He further shared with the august participants that the objective of the Bilateral Business Summit on Geospatial and Space between India and USA was to initiate a business dialogue

on trade and commerce between the representatives of both the countries from Government, Industry, Civil society and academia.

- The Summit progressed with a brief self-introduction of all the panellists. The summit was designed to be interactive and it witnessed an open dialogue amongst all the attendees.

## **Part 2 – Policy Impact and Ease of Doing Business**

1. At the policy level, the space activities are comprehended in two spheres - a) Upstream and b) Downstream applications. Government of India (GoI) has opened up space and geospatial segments for the private sectors some two years back. While Indian Space Research Organization (ISRO) will focus on research and development, the private sector would be bringing in production and manufacturing capabilities. ISRO would carry out capacity building exercise in Space domain through the development of new technologies and capabilities. In order to enhance utilization and maximize benefits from the space assets, Department of Space (DOS) decided to change the approach from "Supply Based Model" to "Demand Based Model" by setting up two organizations:
  - a) New Space India Ltd (NSIL), was founded in 2019, has been set up to act as the aggregator of user requirements and obtain commitments. NSIL would take ownership from DOS for operational launch vehicles, commercialize launches, satellites, and services. NSIL is mandated to work around 4 pillars - role of government as enabler, encouraging the youth resources, space sector for common man, collaborating and partnering with various stakeholders.
  - b) Indian National Space Promotion and Authorization Center (IN-SPACe), an independent body, was set up not only to oversee the space activity of the private sector but also to handhold and share ISRO's facilities with them as ISRO has opened up its labs, testing facilities and quality facilities to private companies so that they don't have to invest in infrastructure.
2. The Government is open to foster partnerships with the private sector stakeholders. Example - Amazon web cloud services are being used between NASA and ISRO. GoI has initiated various commercial activities on ground by providing ground station support to the Space Start-ups.

## **Part 3 - Opportunities for Industry**

1. Role of US Embassy and US Consulates in promoting trade and commerce: a) To do business, the US Consulate tries to put a process to be able to help the US companies as there are number of opportunities available. b) There is a dedicated and separate division of commerce to look after the trade and commerce issues of the companies interested in doing business in USA and India and to protect their interests. c) The objective of the US Consulate's commerce division is to help in bilateral trade for companies and Small and Medium Enterprises (SMEs) between India and USA. The large Multi-National companies usually do not need support from Consulate. d) The US embassy has trade networks and consulates to promote trade and commerce between the two countries. e) The Consulates of India and USA have to work together to enable facilitating trade and commerce well into each other's country. It will be pertinent to look at and explore markets in other countries with a more collaborative approach.
2. There is a huge scope of building cooperation around R&D in Geospatial and Space. India is looking at technology transfer across all the sectors and there is an opportunity of engagement between India & USA for Data analytics, visualization, and so on. Both the countries should leverage on their individual capabilities. Technologies developed in US should enable Indian companies to do the Data for US companies leading to a win - win opportunity.

3. There are numerous Start-ups in USA working on Geospatial and Space technologies. It will be interesting to bring them to India to work with Indian Start-ups. USA is well prepared to take risky bets, whereas India plays it safe. Japan was the first and top market for navigation business. USA has become the top market now for navigation.
4. Earlier, there were security concerns with regard to sharing of geospatial data. But now, the GoI has been able to address many of these concerns. India and USAID have an exclusive contract for space imaging. India captures 11 percent of imagery market.

#### **Part 4 - Challenges**

1. India has a restricted environment for the Start-ups working in space domain as compared to USA. Product risk has been taken in USA and, for Space companies, market is open. There is a faster realization of technologies in USA. India should have an environment for enabling conversations, building capabilities, openness in business collaborations and environment for encouraging Joint ventures.
2. The challenge, across the globe, is to receiving relevant and quality data as the data volumes are always very high. Processing a huge volume of data is always very challenging. The governments across the globe are trying to build a value chain towards receiving high quality data. India has a very strong cooperation and strategic relation with USA. It is pertinent that the countries do share data on some strategic issues.
3. The Visa processes need to be robust for doing businesses effectively.

#### **Part 5 - Key Recommendations & Way Forward**

1. There is a need to have forums (like the CEO Forum in USA) directed towards US India Commerce dialogue. Such platforms may be used with the hope to create an environment of a) free trade and commerce; b) access to each other's market; c) to discuss policy and regulatory issues;
2. Quality of Data is highly crucial for areas like Marine segment, infrastructure, detecting floods and disasters, developing API standards, various downstream and upstream activities. Currently, 80 percent of maritime navigational charts, in use, are developed by one single company in India to identify the potential risks and disaster.
3. There is a need for developing a repository of the agencies that extend commercial services for the stakeholders The US Commercial Service is known for its efficiency. Such agencies are available in all the countries. There are Commercial Services available in every country.
4. It is time that India, as a country, should witness the paradigm shift from being the service provider to solution provider to get into the product mode. The skill sets need to be developed and encouraged along with the development of product environment. India should look at developing products for the US market.
5. There are Start-ups in India and USA working on Geospatial and Space domains. IN USA, the level of digital maturity is much better as compared to India. The 'Ease of Doing Business' is also better but the cost of setting up and growing the operations are real challenges. This is an area that needs to be seriously looked at.
6. India has 80 percent of SMEs and hence it is an opportune time to look at collaborations on technology transfers. We should look at institutional and industry partnerships together.

7. There are areas where the Quality of Data is highly crucial. Examples - Marine spiral data infrastructure, Detecting floods and disasters, API standards, various downstream and upstream activities. Licences collaborations are available.
8. USA has a very well defined Intellectual Property Rights and Patents protection framework for the country as well as for Global application. US Embassy has a department to help with the IPRs. India should look at having a seamless mechanism on this.
9. The need of the hour is to have a Future Skills Platform with online contents available. The Industry -Academia partnerships need to be encouraged to make the communities of geospatial and space future ready.

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