

## NASSCOM Partnership with China – Dalian province

NASSCOM hosted a daylong conference on 20<sup>th</sup> Sep with Govt of Dalian on IoT cooperation and signed an MOU inking the intent a day before.

### Highlights:

#### **IoT Conference:**

- The event was hosted by NASSCOM and Govt of Dalian in association with Embassy of India, Beijing
- Theme was to Co-develop for the global markets leveraging our respective strengths.
- 32 companies from the China side participated with about 17 companies from India
- There were 4 presentations from Chinese side and 4 from Indian side
- Many companies from manufacturing space unequivocally said that they feel threatened as manufacturing is fast becoming low value additive job and they realise that they would have to become smarter or face disruption
- Almost all Chinese companies echoed that they are ready to partner with Indian companies to make their offerings smarter
- The robot Mitra stole the limelight as it became an easy example to show how Chinese hardware and Indian software could gel well together
- Event was covered by Chinese and Indian media with several stories emanating out of it (link below)

#### **MOU with Dalian:**

- A day before the conference NASSCOM signed MOU with Dalian Govt to promote IOT collaboration between the two ecosystem. The signing ceremony was attended by the Mayor and Vice Mayor of Dalian signed the MOU



#### **About Dalian:**

- Is no# 1 place for doing IT-BPO in China
- Indian companies have 8000 employees based in Dalian out of their total strength of 20K in China
- Dalian is tipped by Beijing to be AI hub China and we want to cooperate with them on the same topic

## **B2B cooperation with BEST city:**

- BEST city is a smart city or one of the district in Dalian that has sprawling IT campus that houses many global companies
- This city has mountains, lakes, beach, sea, International school, hospital, and adorable housing, etc.
- BEST city wants to build AI park and seeks NASSCOM cooperation in realising this dream
- NASSCOM will try and consolidate all its members to BEST city under NASSCOM IT Park

## **Offer for the SME + Startup companies (not present in China)**

- a. Will be available to companies who are ready to invest the theme for which we have signed the MOU
- b. Best city will help locate customers with whom they can partner from the manufacturing space to co-develop on IoT stack
- c. They will also offer plug and play office, with residences, tax breaks, training grants, etc. These terms are being negotiated with them
- d. They will also offer assistance in the form of long term low interest loan for starting up expenses

## **Seed fund**

- e. BEST city will offer seed fund by pooling in investors from China who are ready to invest in Indian startup