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## INVITATION WEBINAR 10.05.21

### How to participate in public procurement in India?

#### Webinar on participating in public procurement in India and routes to enter the Indian market

Date: **Monday 10th May 2021**

Time: **11-12 am** (Belgian time)

Organizer: **BICC&I in association with DMH Business Advisors and Start2Bric**

**India, the country of almost 1.4 billion people is growing steadily and is poised to become one of the top 3 global economies by 2030. The country offers tremendous opportunities for Belgian companies. To enter or expand in India, the top management needs to have a clear and long-term vision and choose the right approach.**

Government procurement accounts for about 30% of the Indian GDP. This sounds attractive, but there are a lot of restrictions for foreign companies! Direct participation in public procurements is one way to enter India, but not the only one!

During this exclusive webinar **Rajiv Dhawan, Amit Mittal** and **Ignace Hindrick**, co-founders and directors of DMH Business Advisors Pvt. Ltd. in New Delhi, will explain how to focus on the potential of the Indian market and share strategies for success. They will also give an insight into the key requirements of public procurement and different routes to enter India.

#### **Program**

- 11:00: **Welcome** by Baron Philippe Vlerick, chairman BICC&I
- 11:03: **Introduction DMH / S2B services** by Stefaan Vandeputte, MD Start2Bric
- 11:08: **India - general market entry recommendations** by Ignace Hindrick, director DMH
- 11:18: **Tenders in India: insight into key requirements** by Rajiv Dhawan, director DMH
- 11:30: **Your presence in India and how to participate in tenders** by Amit Mittal, director DMH
- 11:42: **Q & A** moderated by Stefaan Vandeputte, MD Start2Bric
- 11:58: **Vote of thanks**

**Registration:** [bicci@bic-belgium.com](mailto:bicci@bic-belgium.com) (Microsoft Teams link will be emailed prior to the event)