

GLOBAL BUSINESS INROADS (GBI)

BTS 2024: 20th November | Harsha Lingam, COO



About GBI

Global Business Inroads (GBI) is an International business, Technology and Innovation management platform, that is specialized in scaling technology market access and deployment. GBI has expertise in technology transfer and project management with focus on sectors related to the **UNSDGs, Climate Action, Bio/health tech and Digital Transformation.**

GBI has a presence in India, Europe, UK and USA. GBI has also executed programs in APAC and Africa.

15 years of proven success stories - Supported over **200 institutions**, SMEs, corporates, government bodies, start-ups in various capacities

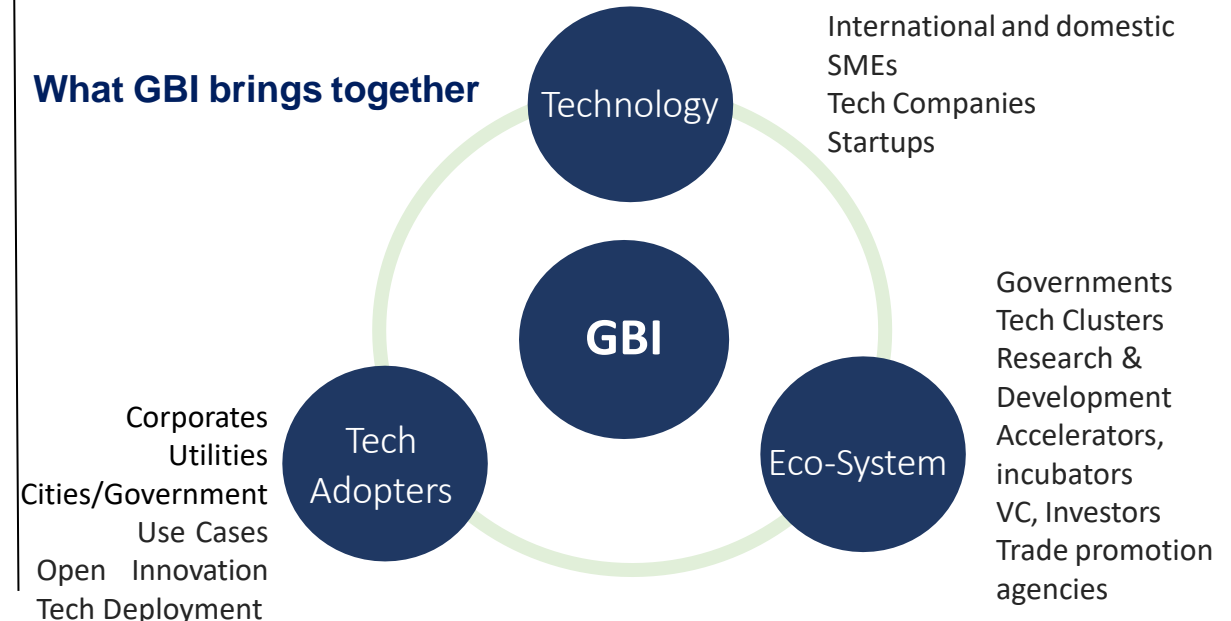
GBI Team

The GBI team consists of **15 techno-managerial experts having cumulative experience of 60+ years** with expertise in various fields: international business, technology transfer, project management, market research and ecosystem development.

The team has worked on bi/multilateral programs focused on innovation management, technology and knowledge transfer.



What GBI brings together



GBI USP and Global Networks



GBI GLOBAL
BUSINESS
INROADS
CONSULTING EXCELLENCE DELIVERED

GTI GLOBAL[®]
TECHNOLOGY
INTERFACE



800+
Technology
Suppliers



100+
Technology
Adopters



50+
Global Tech
Clusters



250+
Incubators &
Accelerator
Network



GBI has implemented around 10 EU-India technology transfer and innovation projects focused on biodiversity, circular economy, climate action, lifesciences and digital involving 28 EU Member States and 10 Indian States.



GBI is an International Network Partner of the Enterprise Europe Network (EEN) in India. Connecting 600+ global innovation hubs with India and Sri Lanka for innovation, technology and business collaborations.



GBI is the EIC partner in India to provide services to EIC innovators and help them with Indian and US market access



GBI is a representative of the Maryland Department of Commerce, USA in India. GBI provides various market access and mentorship services for companies from Maryland.



GBI has collaborated with the Malaysian Global Innovation and Creativity Centre (MaGIC) on Global Market-Fit Programme (GMP) to provide assistance for startups to accelerate growth in new markets.



GBI and Prosper Africa are working on developing initiatives to increase innovation, trade and investment between the African Union and India



GBI is the Indian representative of EBN (European Business and Innovation Centre Network)- not-for-profit that serves global communities of people that use innovative business as a driver for regional development.



GBI is a Global Ambassador, India for InBIA, a network connecting 2000 innovation hubs around the world - that provides a wide range of services to assist entrepreneurial organizations in enabling high-impact programs.



GBI is a member of the Aspen Network of Development Entrepreneurs (ANDE), which is a global network of organizations that propels entrepreneurship in developing economies.



GBI has collaborated with the US Market Access Center Inc. is a Silicon Valley-based start-up accelerator & innovation enabler that helps international tech companies with global market access.



GBI is a partner of Cambridge Cleantech, UK to support the growth of sustainable, clean technology companies in the UK and around the world.



GBI has worked with and supported Swissnex on programs related to innovation. GBI was also nominated as an expert to mentor Swiss start-ups with India market access.

Technology Management Interface (TMI)

GTI GLOBALTM
TECHNOLOGY
INTERFACE



GTEC
GLOBAL TECHNOLOGY EXPERIENCE CENTRE

GTI Helpdesk

EU-India Projects:

- EU & India Electric Vehicle Battery Recycling Technologies Exchange 2024
- EU-India Innovation Cooperation in the Biofuels Sector
- EU-India Innovation Partnership (EIIP) & EU-Sri Lanka Innovation Partnership (EUSLIP)
- Lead the Green Change - Biodiversity Means Life Campaign and EU Biodiversity Outreach in India
- Circular Fashion and Circular Economy: Resource Efficiency in the Textile Industry across India and Europe
- EU India - Digital Investment Forum (DIF): to promote collaborations and investments in Microelectronics, Cybersecurity, Smart Cities & Digital Health.
- EU-India Digital Business Networking Platform
- WalloniaTech – India (WTI) Program

EU-India Programs:

EU-India Trade & Technology Council:

- Strategic technologies, digital governance and digital connectivity
- Green and clean energy technology
- Trade, investment and resilient value chains

Innowide:

- Provide a grant of 60,000 euro to assess the viability of research or commercial ambitions in international markets

EIC ACCESS+ Project:

- Provides co-funding of up to 50% of the costs to Accelerate Deep-Tech Innovation

- Center of Excellence on Green Technologies, Climate and Circular Economy
- Sustainability and greentech technology access to India:
 - Market intelligence and conduct demand and supply studies.
 - Product-market fit analysis
 - Develop MVPs and POCs
 - Provide manufacturing and Market access.
 - Facilitate investments and investor engagements.
- Developing a comprehensive overview of 5 key Indian states – mapping their needs and facilitating technology connections
- Current opportunities for tech partnerships: green hydrogen, EV battery recycling, solar glass manufacturing technology, aerospace, defence, medtech, etc.
- GBI is also currently developing EU India platforms to promote business, tech & knowledge collaboration in:
 - Microelectronics
 - Cybersecurity
 - Biotechnology