

# The Global Trade Driver

(An International Trade and Industry Forum-  
Connecting Capabilities with Requirements, Worldwide)

# R E P O R T

## SEMINAR ON DOING BUSINESS WITH USA

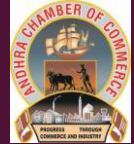
(Best Practices for Indian Small & Mid-sized Companies to  
Establish and Expand in USA)



Mayor Office of Atlanta, USA



Computer Society of India



Andhra Chamber of Commerce

1<sup>st</sup> December, 2014

The Golkonda Hotel, Hyderabad, India



- ✦ Indo-US Business is reaching USD 100 bn and projected to reach USD 500 bn in the coming years
- ✦ Indian Investments are increasing in the US, it stands at USD 12 bn today, employing 45,000 Americans in the US
- ✦ US Companies employ over 500,000 Indians in high-paying jobs in India
- ✦ Small and Mid-sized Indian Companies have huge opportunities in the US market if they do long-term planning
- ✦ The Global Trade Driver is organizing its next Business Delegation to USA in July 2015

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"Indian Companies are most welcome to do Business in USA and Indian Investments in USA is growing", said Jamison Fouss, Consular Chief, American Consulate, Hyderabad at a Seminar on Doing Business with USA at Hotel Golkonda, Hyderabad on 1<sup>st</sup> December 2014.

**“Apply for your US Visa as early as possible as the wait time for getting an appointment may increase.”**

**- Jamison Fouss**

The Global Trade Driver, an International Trade and Industry Forum, based in Chennai, India and Atlanta, USA, organised the Seminar in association with Andhra Chamber of Commerce, Computer Society of India and the Mayor Office of Atlanta, USA.

Michael Kraus, Attorney, Smith, Gambrell, Russell LLP, Atlanta, USA, explained in detail the various forms of establishing Indian Companies in USA. He also dwelt on securing payments, purchase agreements,

market entry, product liability issues etc.

Senthil, Managing Attorney, Murthy Immigration Services, explained the intricacies of the US Visa application and interview process. Umra Sirohi, Managing Director, AGS Impex India (P) Ltd, a Socks, Gloves and Cap manufacturer and exporter, who has recently established office in the US, emphasized on the need for a clear plan to enter the US Market.

D.V. Venkatagiri, CEO, The Global Trade Driver, made a presentation on the practical aspects of setting up an Indian Company in the US. He also recalled the support and guidance that they have been receiving from the Mayor Office of Atlanta and explained the services of Trans Atlantic Sales LLC, an incubator in Atlanta.

The seminar was attended by more than 55 Companies representing IT, ITES, Pharma, Food, Engineering and Textiles in and around Hyderabad region. Chiranjeevilu, Executive Committee Member, Andhra Chamber of Commerce, welcomed the gathering. D.V.V. Sri Lakshmi Vani, Proprietor, Venkata Shree Sai Industries also participated in the event.

The American Library, Chennai added value to the event by sponsoring Study materials on Indo-US Business. Participants were also presented with information on the forthcoming Global meet on “Select USA” in March 2015 at Washington DC, USA.

Green Pearl Electronics, TransAtlantic Sales LLC, M/s. Smith Gambrell, Russell LLP, Murthy Immigration Services and AGS Impex India Pvt. Ltd, co-Sponsored the seminar.

**“Long term planning, small steps in the beginning and sustained interest can make Indian SMEs succeed in the US Market.”**

**- D.V. Venkatagiri**

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