

T&A Consulting

-  India Market Entry
-  Inward Investment Attraction
-  Trade Advisory
-  Supply Chain Solutions
-  India Incubation Center

Business with India Starts Here ...



Background

T&A is a boutique advisory firm with extensive experience of working with overseas enterprises towards achieving successful and accelerated entry into India

T&A's portfolio of market entry services includes opportunity assessment, feasibility studies, partner identification (Joint Venture, distributor, vendor, licensee and franchisee) competitor analysis, price benchmarking, location identification and technology collaboration

T&A is currently working with various European Inward Investment Attraction and Trade Promotion agencies where India is a key market and have been delivering a range of programmes

T&A has built a network of relationships in key sectors of the Indian economy including; financial services, logistics, ICT, automotive, life sciences, gems & jewellery, advanced manufacturing, clean technology, education & training, electronics and food & drink and healthcare.

T&A has an extensive network of contacts with key influencers including industry associations, government representatives and decision makers at fast growing Indian companies and these networks present the opportunity for our clients to capitalise on investment leads across the full spectrum of Indian business

Track Record

A proven track record of delivering high quality, cost effective and successful market information of the Indian Trade and Foreign Direct Investment sector

Publisher of a unique monthly newsletter with exclusive focus on Outward Foreign Direct Investments from India and captures important deals, emerging trends, policy regulations and major industry players

Management team with extensive experience of trade and investment promotion activities India, whose regional and cultural expertise is well recognised by key organisations in OECD countries and India

International assignments include

→Strategic Advisor Switzerland Trade & Investment Promotion

→India representative of SIX Swiss Exchange to attract Indian listings

→India Trade advisors to Invest Northern Ireland

→Partner with local Welsh consulting firm for Welsh Government's International Trade Opportunities Programme

→Approved list of "Advisory Service Providers" by Canadian High Commission, US Commercial Service, MATRADE (Malaysia External Trade Development Corporation, Australian Trade Commission

Public Sector Services

Investment Attraction
Benchmarking FDI attractiveness
Investment incentive policy development
Targeted investment attraction and promotion
Analysis of outward investment, trends & opportunities
Database development
Detailed follow up with high potential outbound investment
Generation of prequalified leads
Due diligence support
Government advocacy
Sales & negotiation support

Trade Promotion
Snapshot reports of key industries of interest to clients
Opportunities Identification
Targeted market research reports
Advocacy with government regulatory bodies
Database development
Organization of trade and reverse trade missions
Matchmaking
Negotiations
On-going sales and marketing representations

Private Sector Services – Trade Advisory

Recommend an entry plan into the Indian market based on current industry trends and competitive dynamics

Determining likely strategic partners i.e. agent/distributor agreements, licensing, technology transfer, buy back arrangements and Joint Ventures

Contacting qualified prospects discreetly and confidentially

Managing the due diligence process

Business – negotiation services and finalization of contractual terms through to closing

Quasi representation for client locally to ensure better visibility and stronger relationship with customer and business partners/vendors

Facilitate introductions and meetings between the client and individuals and organizations in related business community in India

Trade
Advisory

Private Sector Services – India Incubation Centre

Accelerates Entry into Indian Market & Provides a Low Cost Platform

Access to fully operational office in the heart of New Delhi commercial district

Option to deploy a resource to assist full time/part time on the India operations, the resource will be on our payroll

Single Point contact in India for all enquiries from prospective customers and distribution network

Participation at relevant Industry/Trade events to raise the company profile

Monthly status report on activities undertaken and progress made against pre-agreed annual plan

In market support during visit to India including pre-qualification of companies and arrangement of meetings



**India
Incubation
Centre**

Partial Client List



Client Speak

UNITED STATES DEPARTMENT OF COMMERCE
U.S. Commercial Service

CERTIFICATE OF APPRECIATION
FOR ACHIEVEMENT IN TRADE

Presented to

T & A Consulting

In recognition of your contribution to
expanding U.S.-India trade



Judy R. Reinke
Judy R. Reinke, Minister Counselor for Commercial Affairs
New Delhi, India

Client Speak

“I want to express a very sincere thank you for all of the work you did in organizing the Trade Mission and in managing the day to day activities of it. It was my first Trade Mission and I can honestly say it has been one of the highlights of my 30+ year’s career

Frances Caherty
Assistant Director of International Affairs and
Income Generation
Colleges Northern Ireland

“Super efficient T&A service as usual”

Ashwin Merchant
Deputy Director
Swiss Business Hub, India

The results were very good and I like to thank all of you for your excellent work!

Beat Ineichen
Senior Consultant South Asia
Switzerland Global Enterprise

“Another happy customer - the Rolls Royce rather than the Nano service”

**Barry Clarke, Director-South
Asia, Middle East & Africa,
Invest Northern Ireland**

“Thank you very much again for your hospitality, your ongoing efforts and major support in our initiative to attract Indian companies – it is much appreciated!”

Marco Estermann
Head – Issuer Relations
SIX Swiss Exchange

“Thank you very much for the excellent report. Very much to the point needed”

Andy Kasper
3f Chimica, Italy

www.insideindiatrade.com

contact@insideindiatrade.com



T&A Consulting

1400A, 14th Floor

Devika Towers, 6 Nehru Place

New Delhi 110019, India

Tel: +91 (0) 11 41709326, 40546760