Montgomery County, Maryland, USA
Economic Development Mission – India and Vietnam

October – November 2023

WHAT:

Montgomery County, MD meetings with economic development prospects, India and Vietnamese business, university, and government leaders in B2G, G2U and G2G meetings focused on business growth, innovation, and workforce development in India, Vietnam, and Montgomery County, Maryland (County). Thirty-three delegates traveled to India and/or Vietnam, including twenty-eight business, education, and community leaders. Nine of the participating organizations received support through the Maryland Department of Commerce's Export MD grant program.

PURPOSE:

The primary goals for this trip were:
- Attracting organizations and jobs to the County; meeting with business, nonprofit, and university prospects ready to expand operations to the U.S. or U.S. East Coast.
- Supporting County companies who can grow through exports, overseas supply chain sources, etc.
- Finding collaborators focused working in AI and health or other sectors for County businesses and the new Montgomery County-based UMD Institute for Health Computing.
- Establishing relationships with accelerators and others for whom the County can provide international soft-landing support.
- Building relationships among our County and India and Vietnam's technology and innovation sectors.
- Exchanging best practices in innovation and high technology ecosystem development.
- Promoting individual firms, technologies, organizations and Montgomery County as a great place to live work and thrive.

DELEGATION MEMBERS

Montgomery County, Maryland Government Representatives
- *Marc Elrich*, County Executive, Montgomery County, Maryland USA[1,2]
- *Evan Glass,* President, County Council, Montgomery County, Maryland USA[1,2]
- *Ash Shetty,* Chief of Procurement, Montgomery County, Maryland USA[1,2]
- *Judy Costello*, Special Projects Manager – Business, Innovation, Economic Development, Office of the County Executive, Montgomery County, Maryland USA[1,2]
- *Bill Tompkins, President/CEO*, Montgomery County Economic Development Corporation, Maryland, USA[1]

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[1] India Trade Mission Participant

[2] Vietnam Trade Mission Participant

[3] Maryland Department of Commerce Export MD Grant Recipient

Montgomery County, Maryland Business and Academic Representatives

- *Anuj Agarwal,* President, CEO, ClinicMax, Inc.[1,3]
- *Pavan Bezwada*, Commissioner, MD Governor's Comm. on South Asian American Affairs[1]
- *Nitin Baviskar, President/CEO* Pn Automation Inc. [1]
- *Elliot Cafritz, Chairman of the Board,* The Ocean Foundation[2]
- *Sam Chan, Senior Vice President*, US-Asia Links, LLC[2,3]
- *Abhishake Chhibber,* Managing Partner, SciVente[1]
- *Macnestor Exavery,* President, Tanzanite Freight & Logistics, LLC[1,2,3]
- *Coumba Graves,* Owner & Founder, La Magnoliah, LLC[1,2,3]
- *Moses Henry*, President, Edmund International Inc. [1,2]
- *David Ho,* President & CSO, Hememics Biotechnologies[2,3]
- *Mahesh Kalva*, President/CEO, AI-Vets[1]
- *Mukesh Kumar,* President, Akan Biosciences, Inc.[1,3,4]
- *Tuan Le*, Community Relations Coordinator, Vietnamese American Business Council[2]
- *Richard Liu,* CFO, Hememics Biotechnologies[2,3]
- *Exavery Macnestor,* President, Tanzanite Freight & Logistics, LLC[1,2,3]
- *Nagender Madavaram*[1]
- *Harpal Mangat,* CEO, Clarksburg Medical Center, Inc.[1]
- *Daniel Ndiki,* Director, Business Development, Kandih Bioscience[1]
- *Hao Nguyen,VP,* Global Trade Dev & Planning Vietnamese American Business Council[2]
- *Elisha Pulivarti,* President, US India SME Business Council[1,2]
- *Sagar Sawant,* CEO, Cyquent, Inc.[1,3]
- *Devang Shah,* Law Partner, Shah and Kishore[1,4]
- *Gurcharan Singh,* President, CEO, WAH Global[1,3]
- *Le Thuan,* Community Relations Coordinator, Vietnamese American Business Council[2]
- *Tho Tran,* Executive Director, Vietnamese American Services[2]
- *Amitabh Varshney,* Dean, University of Maryland College of Math, Computer Science and Natural Resources; Head – University of Maryland Institute for Health Computing[1]
- *Valerie Vo,* Vice President, Vietnamese American Business Council[2]
- *John Warden,* CEO, Hememics Biotechnologies[2,3]

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[1]India Trade Mission Participant
[2]Vietnam Trade Mission Participant
[3]Maryland Department of Commerce Export MD Grant Recipient
[4]Board Member, Montgomery County Economic Development Corporation (MCEDC)

ITINERARY – INDIA

<u>Thursday, October 26*</u>

  9:00 p.m.   - **Depart Washington Dulles**

<u>Friday, October 27*</u>

  4:45 p.m.   - **Arrive Doha, Hamad International**

  7:15 p.m.   - **Depart Doha, Hamad International**

<u>Saturday, October 28</u>[*]

  2:00 a.m.   - **Arrive Rajiv Gandhi International Airport, Hyderabad, India**

  3:00 a.m.   - **Arrive Westin Hyderabad Mindspace**

  6:00 p.m.   - **Welcome Dinner for those in Hyderabad Hosted by US India SME Council - India**

<u>Sunday, October 28</u>[*]

  1:00 p.m.   - **Depart Westin for AIC-CCMB**

  2:00 p.m.   - **Tour, Meeting and MOU Signing – Atal Incubation Centre (AIC – CCMB) Accelerator** <u>AIC-CCMB | HOME</u> (MOU re collaboration on mutual soft landing support)

  3:30 p.m.   - **Depart AIC-CCMB for Westin**

  4:00 p.m.   - **Arrive Westin Hyderabad Mindspace**

  6:15 p.m.   - **Depart for Mentoring Dinner with IKP Innovation Center Tenants**

  7:00 p.m.   - **IKMC 2023 Mentoring Dinner and MOU Signing** https://ikmc2023.com
Novatel Hyderabad Convention Center
(MOU re collaboration on mutual soft landing support)

  *The County Executive departed one day later and joined activities as of the 1:00 p.m. departure from the Westin for AIC-CCMB on Sunday, October 29th.

Monday, October 30

9:00 a.m.   - **Depart Westin Hyderabad Mindspace for T-Hub**

9:30 a.m.   - **Arrive T-Hub** *https://t-hub.co/*
 Hyderabad Knowledge City, Serilinga

9:40 a.m.   - **Welcome and Introductions**

10:00 a.m.   - **Tour T- Hub**

10:40 a.m.   - **Meeting with Sri Jayesh Ranjan. Principal Secretary ITE&C and Industries & Commerce Departments, Government of Telangana, T-Hub Leadership Team, and T-Hub Startups**

11:45 a.m.   - **Depart for IKMC2023 at Hyderabad Convention Center** https://ikmc2023.com/

12:30 p.m.   - **Arrive at IKMC2023** at Hyderabad Convention Center; **Networking Lunch**

1:30 p.m.   - **Meet with IKMC2023 Conference Startups in Exhibit Hall**

3:00 p.m.   - **IKMC2023 Plenary Session Regarding Partnerships**
 Formal Public Exchange of MOUs signed on 10/29/23 with AIC-CCMB & IKP

4:00 p.m.   - **Depart for Century Super Specialty Hospital**

5:00 p.m.   - **Arrive - Century Super Specialty Hospital - Akan Bio & FDA Map Events**
 Hyderabad, Telangana 500034, India

  (1) Montgomery County, MD-based Akan Bio and FDAMap Launch PepFactor in Hyderabad, India

  (2) Montgomery County, MD-based FDAMap and New Dehli's NII Agree to Co-develop Novel Potential Treatment for Alzheimer's (SG-001)

6:00 p.m.   - **Depart for Westin Hyderabad Mindspace**

7:00 p.m.   - **Business Networking Reception** at the Westin Hyderabad Mindspace
 Hosted by US India SME Business Council

Tuesday, October 31

8:30 a.m.   - **Depart hotel for IKP Knowledge Park** http://ikpknowledgepark.com

9:30 a.m.   - **Arrive at IKP Knowledge Park** (Conference Site @Catalyst) - Ground Floor in IKP
  ▪ Introductions – IKP and Montgomery County Delegation Members
  ▪ High Level Tour of IKP
  ▪ Entrepreneurship Ecosystem Meeting

11:30 a.m.   - **Meeting/Regroup at entrance to IKP Knowledge Park & Walk to USP**

11:45 a.m.   - **Arrive at US Pharmacopeia** *https://www.usp.org/* **at IKP Knowledge Park**

11:55 a.m.   - **Tour of US Pharmacopeia labs at IKP**

12:45 p.m.   - **Lunch Meeting with USP-India Leadership**

2:00 p.m.   - **Depart for hotel**

4:30 p.m. - **Arrive Westin Hyderabad Mindspace**

5:00 p.m. - **High Tea/Networking Reception, Panel Discussion & MOU w/ HYSEA signing**
Co-Hosted by Cigniti & HYSEA *ITC Kohenur Survey 83/1, Plot 5*
CoHosts: [Digital Assurance & Engineering Services | Software Testing | Quality Engineering | Cigniti](#) and [HYSEA – Hyderabad Software Enterprises Association](#)

7:30 p.m. **– Dinner for Gov Leaders with Event Hosts and US Commercial Service**

Wednesday, November 1

7:15 a.m. - **Depart Westin for Airport**

9:00 a.m. - **Depart Hyderabad Airport**

10:30 a.m. - **Arrive Mumbai Chhatrapati Shivaji International Airport**

12:00 p.m. - **Arrive at JW Marriott Sahar,** *Maharashtra 400099, India*

3:30 p.m. - **Opportunities in IT and Healthcare; India and Montgomery County**
- Centre for Development of Advanced Computing (C-DAC) (https://www.cdac.in/

4:45 p.m. - **Depart for Business Networking Meeting – Maharashtra**

6:30 p.m. - **Maharashtra Business Forum Meeting and Networking at Govt Guest House**
Guests of Mr. Mangal Prabhat Lodha (https://en.wikipedia.org/wiki/Mangal_Lodha).

9:00 p.m. **– Depart for Hotel**

Thursday, November 2

11:00 a.m. - **Meeting with Business Prospect**

12:30 p.m. - **Meeting with Business Prospect**

12:00 p.m. - **Depart Hotel for Indian Institute of Technology Bombay (IIT Bombay)**

1:00 p.m. - **Arrive at (IIT Bombay)** https://www.iitb.ac.in/
- Networking Lunch with overview of "India's MIT"
- Shenoy Innovation Studio at The IDC School of Design:
- BETIC Biomedical Innovation Center
- New Labs - Visits and Discussions to multiple new labs, such as the SCAN lab, Trust lab, etc., at the boardroom. These interactions will provide a glimpse into the latest research and technological advancements.
- SINE - Innovation Incubator of IITB

4:30 p.m. - **Depart for Hotel**

6:00 p.m. - **Arrive Hotel**

6:30 p.m. **– MOU Signing with IndyGreen**

6:45 p.m. - **High Tea/Networking Reception**
Co-Hosted by US India SME Business Council and Aquakraft at hotel for delegation and business prospects.

Friday, November 3

  7:15 a.m.   - **Depart Hotel Marriott Sahar for Airport**

  9:05 a.m.   - **Depart Mumbai Airport**

10:50 a.m.   - **Arrive Bengalaru Airport**

11:45 a.m.   - **Depart for JW Marriott Downtown Bengaluru**

  1:15 p.m.   - **Lunch/Break**

  3:00 p.m.   - **Gov Delegation Meetings with Prospects**

  6:00 p.m.   - **High Tea/Networking Reception for Delegation and Business Prospects**
            JW Marriott Hotel hosted by Karnataka Ministers:

Saturday, November 4

  9:00 a.m.   - **Depart Hotel for Infosys Campus**

10:15 a.m.   - **Arrive at Infosys – Coffee – Host and Greet**

10:30 a.m.   - **Tour of Innovative Infrastructure, IO and AI Labs**

12:30 p.m.   - **Networking Lunch**

  2:15 p.m.   - **Depart Infosys**

  4:30 p.m.   - **Checkout**

  5:00 p.m.   - **High Tea/Networking Reception at JW Marriott**
            Co-Hosted by US India SME Business Council, Meadows Magic and Nrishka

  7:30 p.m.   - **Depart from reception for JW Marriott for Airport**

11:10 p.m.   - **Depart Bengalaru Airport for Singapore**

ITINERARY - VIETNAM

Sunday, November 5, 2023

6:10 a.m.   - **Arrival Singapore Changi Airport from Bengalaru**

9:50 a.m.   - **Depart Singapore Changi Airport**

11:00 a.m.   - **Arrive/ Tan Son Nhat Intl. Airport, Ho Chi Minh City**

12:00 p.m.   - **Check in - Sheraton Saigon Hotel & Towers, Ho Chi Minh City**

2:00 p.m.   - **MOU signing - MOST and Montgomery County**

1:30 p.m.   - **Meeting with Business Prospects**

5:00 p.m.   - **Dinner**

Monday, November 6

8:00 a.m.   - **Depart for National University in HCMC**

9:15 a.m.   - **Arrive National University in HCMC**

- Meeting and Tour at National University

11:15 a.m.   - **Depart for FPT**

12:30 p.m.   - **FPT Campus Visit**

2:00 p.m.   - **Depart for Dong Nai Province**

3:30 p.m.   - **Arrive for Afternoon of Meetings with Leadership & Tour of Dong Nai**

6:00 p.m.   - **Dinner Hosted by Dong Nai Province**

10:00 p.m.   - **Arrive Back to Sheraton Saigon Hotel & Towers in HCMC**

Tuesday, November 7

8:00 a.m.   - **Depart Hotel for VABC Conference**

8:30 a.m.   - **VABC Introduces Investment Opportunities in the US**

8:30 a.m.   - **Welcome Remarks from the Conference Organizer**

8:35 a.m.   - **Presentation from U.S. Commercial Service**

9:00 a.m.   - **Opportunities to Grow Through Partnerships with Montgomery County**

10:15 a.m.   - **Short Break**

10:30 a.m.   - **Remarks from Hememics CEO**

10:45 a.m.   - **Investment Signing Between Hememics and Investors**

11:00 a.m.   - **Letter of Intent Signing Between VN and US Organizations**

11:15 a.m.   -   **Q&A and Networking**

12:00 p.m.   -   **Adjourn**

12:30 p.m.   -   **Lunch and Matchmaking Meetings**

2:30 p.m.   -   **Additional Business Meetings**

3:30 p.m.   -   **Depart for Sheraton Saigon Hotel & Towers – Check Out**

4:30 p.m.   -   **Depart for Airport to Travel to Hanoi**

5:00 p.m.   -   **Depart/ Airport**

Wednesday, November 8

8:00 a.m.   -   **Depart for Ministry of Agriculture and Rural Development for Agbio**

9:00 a.m.   -   **Arrive Ministry of Agriculture and Rural Development (MARD)**

- Meet with MARD and MARD incubated companies.

11:00 p.m.   -   **Depart for Lunch**

12:15 p.m.   -   **Depart for Ministry of Planning and Investment**

12:45 p.m.   -   **Ministry of Planning and Investment (MPI)**.

2:30 p.m.   -   **Depart MPI for Hotel**

3:30 p.m.   -   **Matchmaking Meetings (VAS referrals)**

Thursday, November 9

8:30 a.m.   -   **Check out**

9:00 a.m.   -   **Depart for Vietnam Academy of Agriculture**

11:00 a.m.   -   **Depart Vietnam Academy of Agriculture**

11:30 a.m.   -   **Arrive at University of Economics Technologies for Industry**

1:00 p.m.   -   **Lunch with Vietnamese American Business Council**

3:30 p.m.   -   **Depart for Airport to fly back to US**

7:20 p.m.   -   **Depart/ Hanoi, Noi Bai International Airport**

11:20 p.m.   -   **Arrive/ Doha, Hamad International Airport**

Friday, November 10

1:20 a.m.   -   **Depart/ Doha, Hamad International Airport**

8:35 a.m.   -   **Arrive/ Dulles International Airport**