



UNITED STATES DEPARTMENT OF COMMERCE

Washington, D.C. 20230

June 19, 2003

Dear High Tech Industry Representative:

We are pleased to announce that, on Tuesday, July 1, 2003, the U.S. Department of Commerce will be hosting a one-day "Financing Innovation Forum" at the Ronald Reagan International Trade Center in Washington, D.C. to discuss critical issues relevant to the furtherance of U.S.-India high technology cooperation. As an industry executive who has an interest in the U.S.-India relationship, we extend an invitation to you to participate in this important event that will bring together key government and business leaders.

The July 1 Forum is the first part of the inaugural gathering of the U.S.-India High Technology Cooperation Group (HTCG) that has garnered a great deal of attention at senior levels of the U.S. and Indian governments. The HTCG was initiated as a result of a November 2001 agreement between President Bush and Prime Minister Vajpayee to strengthen and stimulate bilateral high technology commerce towards realizing their goal of transforming U.S.-India relations. The HTCG consists of senior government representatives from both countries and seeks to identify steps to foster the environment for U.S.-India high-technology to flourish.

Both the U.S. and Indian Governments are looking to the Forum for private sector input on issues affecting high technology trade, investment, and cooperation between the two countries. This input will inform subsequent intergovernmental policy discussions. Led by senior-level U.S. and Indian government officials and distinguished private sector representatives experienced in the high technology relationship, the Forum's panels will discuss the challenges to creating the right climate for U.S.-India high-technology trade and investment, the factors that influence those trade and investment decisions, and the impediments that exist to financing innovation.

The Forum also will have break-out sessions focusing on bilateral cooperation and financing in the information technology, defense technologies, life sciences, and nanotechnology areas. There will be ample opportunity for audience interaction, and we would welcome your participation at this seminal conference. Your expertise and input would help guide us as we work to enhance the U.S.-India high-technology relationship.

Attached is an agenda that provides additional detail. There is no charge for participation in the Forum, although pre-registration is required. Space is limited, so please fax the attached registration form as soon as possible to reserve your place in the Forum. Should you have any questions, please contact Ms. Corie Mullen at (202) 482-9173. We look forward to meeting with you in July for very productive discussions.

Sincerely,

A handwritten signature in black ink, appearing to read "Ken Juster".

Kenneth I. Juster  
Under Secretary  
for Industry and Security

A handwritten signature in black ink, appearing to read "Phillip J. Bond".

Phillip J. Bond  
Under Secretary  
for Technology

# U.S.-India High Technology Cooperation Group

## “FINANCING INNOVATION FORUM”

July 1, 2003

*Ronald Reagan International Trade Center  
Washington, D.C.*

**8:30 – 9:00**

### **Registration**

**9:00 - 9:20**

### **Convening of HTCG – Private Sector Session**

- Under Secretary of Commerce Kenneth I. Juster
- Indian Foreign Secretary Kanwal Sibal

**9:20 – 9:30**

### **Welcome and Introduction**

- Under Secretary of Commerce Phil Bond

**9:30 – 10:30**

### **Panel Discussion: Current Climate for Investing in Innovation**

#### *Overview*

- Rajat Gupta, Managing Director Worldwide, McKinsey & Co.

#### *Comments by Other Business Leaders*

- P.C. Chatterjee, Chairman of the Chatterjee Group
- Enders Wimbush, Partner, Booz Allen Hamilton
- Senior representative from the Indian private sector-to be determined by the Government of India (GOI)

**10:30 – 10:45**

### **Break**

**10:45 – 12:15**

### **Breakout Sessions: Technology Sector Outlooks**

#### **Focus Areas:**

#### *IT Outlook – Co-Chairs:*

- Senior representative from U.S. IT firm
- Representative from Indian private sector

***Defense Technologies Outlook*** – Co-Chairs:

- Serge Buchakjian, Senior Vice President for Defense and Space, Honeywell
- Representative from Indian private sector

***Life Science Outlook*** – Co-Chairs:

- Bijan Dorri, Global Leader – Imaging and Medical Technologies, General Electric
- Representative from Indian private sector

***Nanotechnology Outlook*** – Co-Chairs:

- Michael Rocco, Director, National Nanotech Initiative
- Representative from Indian private sector

*Participants will be asked to provide answers to the following questions:*

1. *What are the capabilities in India?*
2. *What are the best prospects for joint development?*
3. *What are the impediments to commercialization?*
4. *What are recommendations for policy makers?*

There will be a rapporteur at each session. The co-chairs of the Breakout Sessions will present oral summaries in the subsequent Roundtable Session.

**12:15 – 1:30**

**Lunch Hosted by U.S.-India Business Council**

*Introduction of Luncheon Speaker*

- Michael Clark, Executive Director of the U.S.-India Business Council

*Luncheon Speech*

- Deputy Secretary of Commerce Samuel Bodman

**1:30 – 2:00**

**The Role of Venture Capital**

- Vinod Khosla, Partner, Kleiner Perkins (video conference)

**2:00 – 3:00**

**Roundtable Discussion: Factors Influencing Investors at the Firm Level – Lessons Learned from the Breakout Sessions**

*Moderator*

- Under Secretary of Commerce Phil Bond

*Reports of Breakout Sessions from Co-Chairpersons and Discussion*

**3:00 – 3:15**

**Break**

**3:15 – 4:45**

**Panel Discussion: Financing Innovation**

*Moderator*

- Under Secretary of Commerce Phil Bond

*Panelists*

- The Role of Angel Finance: Kanwal Rekhi, President & CEO, Ensim
- Banking on Intangibles: Ash Lilani, Silicon Valley Bank
- Role of Institutional Investor: Al Berkeley, Vice Chairman, NASDAQ
- Public-Private Partnerships: Senior representative of Indian technology-focused bank
- Senior representative from Stock Exchange Board of India

**4:45 – 5:15**

**Conclusion**

*Observations*

- Amb. Thomas Pickering, Senior Vice President, Boeing
- Senior Representative from Indian private sector

*Concluding Remarks*

- Under Secretary of Commerce Phil Bond

**U.S. DEPARTMENT OF COMMERCE  
U.S.-INDIA HIGH TECHNOLOGY COOPERATION GROUP**

**“FINANCING INNOVATION FORUM”**

*Ronald Reagan International Trade Center  
Washington, D.C.  
July 1, 2003*

**RESPONSE FORM**

**PARTICIPATION:**     **YES**     **NO**

**NAME:** \_\_\_\_\_

**TITLE:** \_\_\_\_\_

**COMPANY:** \_\_\_\_\_

**ADDRESS:** \_\_\_\_\_

**CITY, STATE,  
ZIP CODE:** \_\_\_\_\_

**PARTICIPANT’S AREA OF EXPERTISE:**  
\_\_\_\_\_

**EXPERIENCE IN U.S.-INDIA TRADE AND INVESTMENT:**  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**TELEPHONE:** (    ) \_\_\_\_\_ **FAX:** (    ) \_\_\_\_\_

**E-MAIL:** \_\_\_\_\_

**PLEASE FAX THIS FORM TO (202) 482-2387. PLEASE DIRECT ANY QUESTIONS  
TO CORIE MULLEN, (202) 482-9173.**