



**GBI** GLOBAL  
BUSINESS  
INROADS  
CONSULTING EXCELLENCE DELIVERED

**GTI** GLOBAL™  
TECHNOLOGY  
INTERFACE

# GLOBAL BUSINESS INROADS (GBI)

Your opportunity to commercialize and internationalize



**Global Business Inroads (GBI) is an international business and management consulting entity based in Bangalore, India, with expertise in technology transfer, project management, and ecosystem development in the clean-tech, life sciences, healthcare, biotechnology and information and communication technology (ICT) sectors.**

**GBI is specialized in:**

- Technology Transfer and Commercialization
- Program Management & Ecosystem Development
- Project Management Consultancy

**Very strong techno- managerial team** - with cumulative **experience of close to 65 years** coming from various backgrounds including sectors like engineering, biotechnology, biochemistry, climate change, energy, environment, IT, sustainability, supply chain management, etc

---

**Access to a network of technology clusters and organizations** across the Americas, Europe and APAC

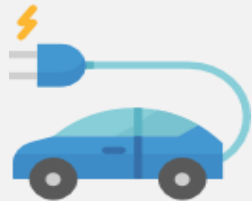
---

**10 years of proven success stories** - Supported over **200 institutions**, SMEs, corporates, government bodies, startups in various capacities

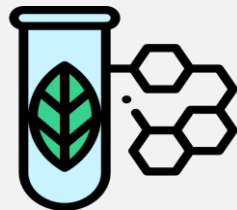
---

**Focused on very niche sectors with a social impact**

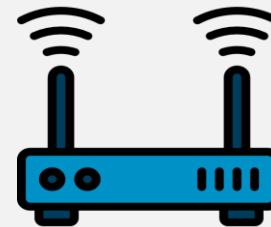
## Cleantech



## Biotech



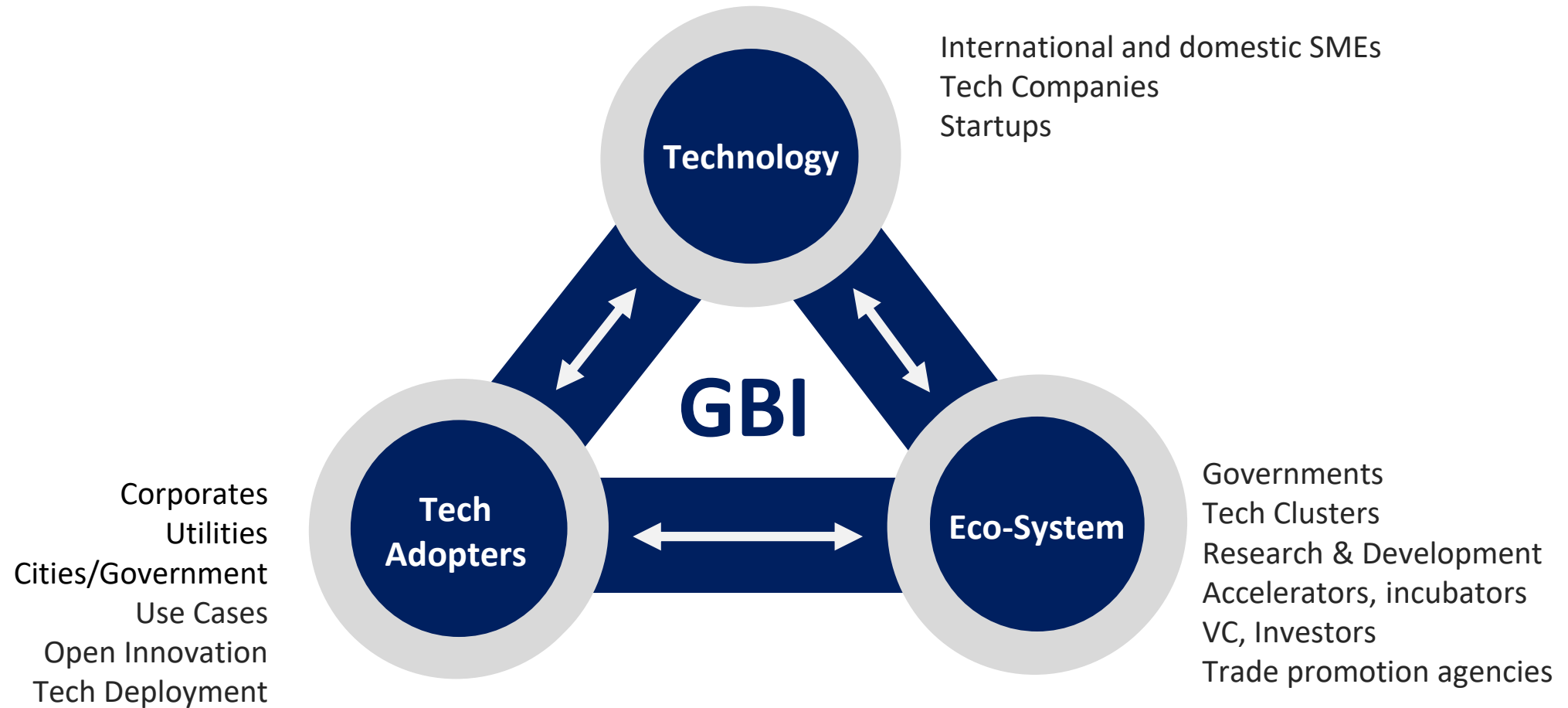
## IoT / ICT

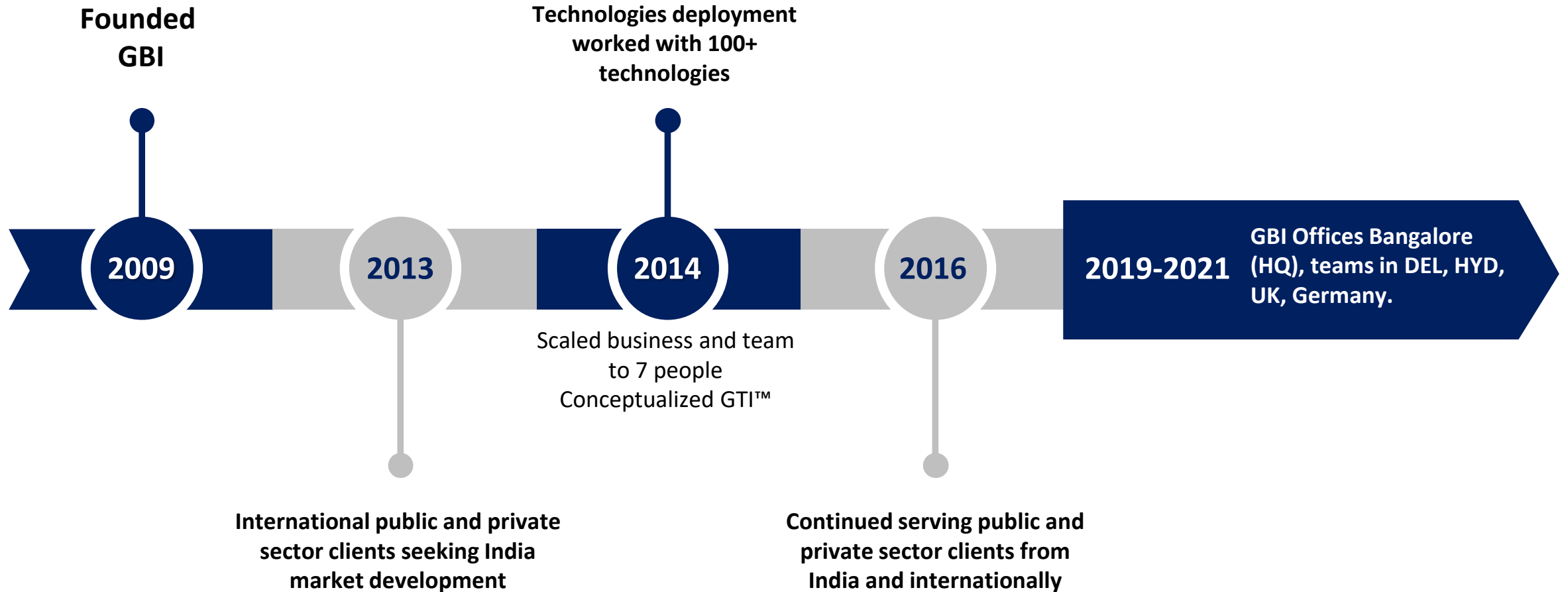


## Startups and Innovation



# What GBI brings together







## Technology Management

GBI serves corporates, SMEs, tech startups, VCs, financial institutions, and we have worked with technology clients in various sectors by providing services such as:

- Partner / stakeholder identification in India
- Identifying opportunities for technology deployment
- Market research and analysis
- Market access and validation
- Technology deployment ,localization, commercialization.
- Mentorship and advisory for international market access and development
- Eco-System development and liasoning
- Technology demonstration / piloting
- Technology scouting / corporate open innovation



## Innovation Management

GBI works with government bodies, bilateral agencies, international networks, embassies, consulates and innovation organizations to facilitate cross border technology and innovation managements by providing services such as:

- Program management
- Project development and management
- Market and ecosystem development
- Innovation Management
- Cluster development and management
- Innovation exchange programs
- Cross-border start-up / tech commercialization
- Boot-camps and workshops on market-access, startup mentorship, etc
- Soft-landing programs

# Our expertise:

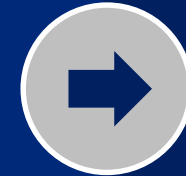
## Integrated process for tech deployment



### Display & Discover



### Develop



### Deploy

- GTI™ for tech promotion and discovery
- Global marketplace for businesses to reach partners, investors and end customers
- Portal to learn and collaborate across geographies
- Business & innovation portfolio for entities seeking investments

- Customized visits to markets to meet key project opportunities and relevant stakeholders
- Identification of Project opportunities, Customers and Partners
- Insights into the market for technology, its feasibility, assessment and positioning
- Tech Localization
- Global Technology Experience Centers (GTECs)

- In Country representation
- Technology Management
- Ecosystem Development for Technology Deployment
- Capacity Building and pilot demonstration
- Government Liaison
- Strategic Financing & Investment Consulting
- GTECs & Technology Management Interface

## Technology management interface (TMI)

**GTI** GLOBAL™  
TECHNOLOGY  
INTERFACE



**GTEC**  
GLOBAL TECHNOLOGY EXPERIENCE CENTRE



# Technology Management Interface (TMI)



## Global Technology Interface™ (GTI™) – Display and Discover

<b>Technology Showcase</b>	Display the technology; Discover the technology seekers
----------------------------	---

## Technology Management Interface (TMI) – Develop and Deploy

<b>Market Discovery and Visit</b>	Connect and meet with at-least 5-10 potential partners and customers
-----------------------------------	--

<b>Market Validation</b>	Market research and Customer Identification- Understanding the needs of the market, competition and identifying customers
	Description of opportunities in the relevant sector in India
	Ecosystem development

<b>Commercialization/ Deployment</b>	Local representation in India
	Technology Indigenization (bill of materials, supply chain, pricing), IP Management
	Business analytics & strategy; Business Model Development
	Technology demonstration and deployment, Finance and Investment Advisory, Company Incorporation and Government Liaison

## Business Incubation - Global Tech Experience Centers (GTECs)

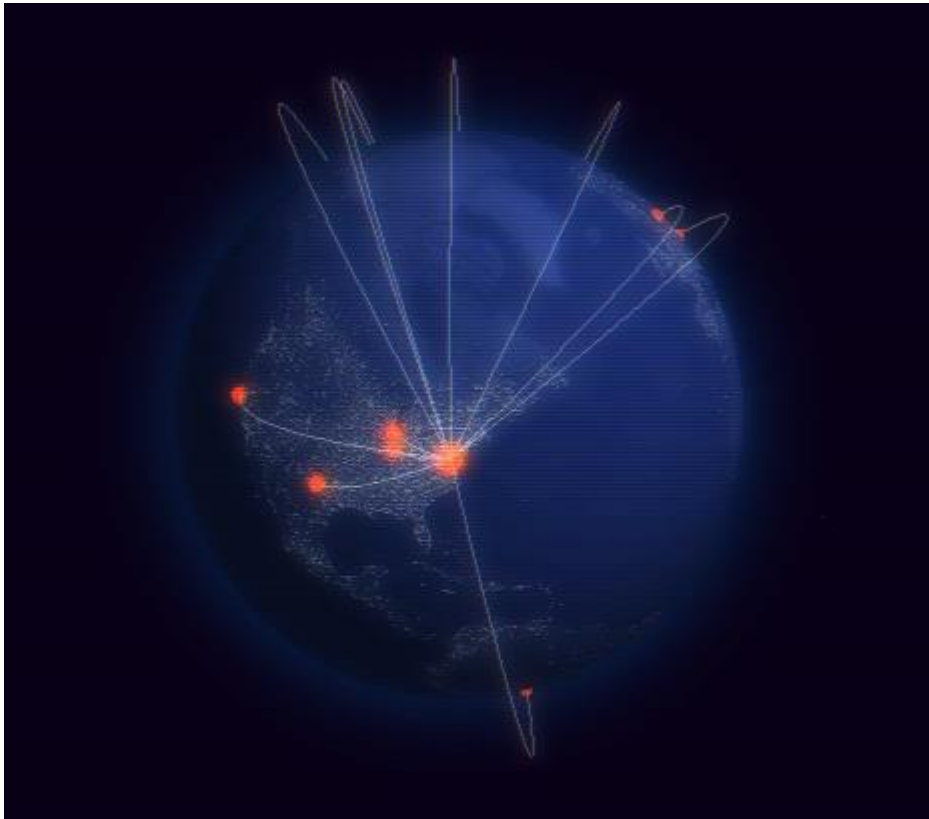
Access to physical demonstration, piloting and use cases in India

# Global Technology Interface™ (GTI™)

Display, Discover, Develop, Deploy



Launched in 2017, San Diego, USA



A portal for global collaborations

[www.globaltechinterface.com](http://www.globaltechinterface.com)

Provides a platform for early market discovery by showcasing technology and discovering new markets with an objective to foster collaborations while saving time and money

**Tech Displayer – Tech Scouter**

Connect

Facilitate

Identify early opportunity

open innovation

# Global Tech Experience Centers (GTECs)



Launched in  
October 2018



## Value added services

### A living lab for startups to demonstrate and deploy technology.

- Physical space to showcase technology/innovation
- The objective of this is to get Indian users/customers to experience the technology.
- Providing use cases in partnership with the public and private sector for tech demo.
- Mentorship and advisory services to improve / indigenize technology and business models

- Idea validation
- Market access Boot camps
- Technology pitch events
- Access to innovation calls & challenges from corporates and government
- Accelerator Programs - India market development programs , International market access missions
- Access to capital

# Our clients (excerpt)



# Our network (excerpt)



## Contact us

---

**Ranjit Kumar**

rkumar@globalbusinessinroads.com

+91 8582864609

**Harsha Lingam**

hlingam@globalbusinessinroads.com

+91 94825 29497

---



+91 80 42613057



Global Business Inroads  
Golden Square, 53/A, 16 C Main, 4 Block,  
Koramangala, Bangalore 560034, India



[www.globalbusinessinroads.com](http://www.globalbusinessinroads.com)

---



**GBI** GLOBAL  
BUSINESS  
INROADS  
CONSULTING EXCELLENCE DELIVERED

**GTI** GLOBAL™  
TECHNOLOGY  
INTERFACE