

SMART CITIES – 27TH & 28TH JUNE 2016
EXECUTIVE SUMMARY



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The 10th annual Business India Forum conference focused on the opportunities for UK and Indian businesses to collaborate on business opportunities within India's SMART CITIES programme.

The 2-day event was very well attended by delegates from both UK and India, as well as from other European countries. Many more showed an interest, so we have prepared this brief report to give everyone a taste of what was covered.

There was also, considerable interest on future events, so we would also welcome your views and suggestions on what you would like in the future. Click here - <http://bit.ly/smartcitiesurvey>

DAY 1 was hosted by Penningtons Manches solicitors in Wood Street, London www.penningtons.co.uk
Panel sessions on both days were hosted by Ashutosh Shastri www.enerstrat-consulting.com

KEY POINTS

- ❑ There are scheduled to be 100 SMART CITIES of which 90 have been identified and the **first 20** tenders have been won (see list in Annex 1 of full report)
- ❑ The Indian Government highlighted TOURISM, HERITAGE, STATE CAPITALS AND INDUSTRIAL CORRIDORS as key criteria for SMART CITIES
- ❑ The spend by of these are likely be more than **\$1 trillion** with over \$16 billion financed by the Indian Government and the balance from other countries, private finance and debt.
- ❑ The Indian Government has put in place a number of measures for the ease of doing business including an online portal making everything transparent.
- ❑ Latest details of SMART CITIES projects are available at www.smartcities.gov.in Each Smart City has their own web site (see Annex 1 of full report).
- ❑ Gaining access to projects – some of the SMART CITIES have started to issue tenders, e.g. for Project Management Consultancy (PMC). Also the Indian High Commission has the details for the main priorities for each of the SMART CITIES
- ❑ Invest India is a partnership between FICCI and Indian / State Governments offering opportunities and advice for foreign direct investment (FDI) in India
- ❑ Amravati is a green field SMART CITY project offering more opportunities to truly create a SMART CITY, with resulting opportunities for Master Planners
- ❑ A critical success factor in construction is achieving things on time and to budget. A key approach that can help this is to build off-site. See www.buildoffsite.com for some inspiring examples

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Day 1 - KEY POINTS (continued)

- ❑ MK Smart is a £16million Smart City project in UK (Milton Keynes), with emphasis on advanced energy solutions, electric vehicle charging points and district heating. It also encompasses
 - ❑ Creation of MK Data Hub – supporting the management of vast amounts of data providing a variety of Big Data Sources to 90 SME's
 - ❑ A portal to connect local and national businesses for developing solutions and advice
- ❑ Data connectivity is deemed one of the crucial elements from SMART CITIES especially as IoT (Internet of Things) will connect more devices than there are people with 25 billion by 2020 in the world.
- ❑ Many items could be manufactured in India through the Invest India programme.

DAY 2 was hosted by Grant Thornton in Melton Street, London www.grantthornton.com

KEY POINTS

- ❑ Top 10 Area based developments (by number of Smart Cities) include: Rain water harvesting (12), LED lighting (10), renewable energy (10), smart parking and signalling (10), CCTV (9) and smart metering (8).
- ❑ Full list of opportunities is available. Please contact us if you are interested in regular updates.
- ❑ Also look out for specific tenders on each Smart City's own web site.
- ❑ To be successful in winning contracts, SMEs in the Supply Chain seriously need to collaborate, and BS11000 is one approach. Investing in technology (eg. BIM) is good, but investing in people skills is key.
- ❑ Think Zero Carbon from the beginning!
- ❑ Key questions about Intellectual Property: What are you protecting? Who are you protecting?
- ❑ Public Private Partnerships would be key funding vehicles for external funders on this scale. They would want Central and State governments to be involved before committing huge sums themselves.
- ❑ There are also smaller, focused funds, eg. Red Ribbon Asset Management has created their INDIA SMART CITY FUND
- ❑ Crowdfunding can also be useful eg. www.crowdfundinvest.com

We would like to thank, once again, all our hosts, sponsors, speakers and moderators, for contributing hugely to making this a very interesting and successful event.

For more information on the opportunities from Smart Cities in India...

Contact us: info@ministryforgrowth.co.uk or <http://bit.ly/smartcitiessurvey>

