



Showcasing A.P. in U.S.A. **Dr. P. Raghunatha Reddy's**

U.S.A. Visit From 25th October to 4th November 2015



**GOVERNMENT OF ANDHRA PRADESH,
INFORMATION TECHNOLOGY, ELECTRONICS &
COMMUNICATIONS DEPARTMENT**



**GOVERNMENT OF ANDHRA PRADESH,
INFORMATION TECHNOLOGY, ELECTRONICS &
COMMUNICATIONS DEPARTMENT**

**REPORT on Visit of ITE&C Dept., Govt of AP Delegation
To U.S.A. from 25th October to 3rd November 2015**

The new Government of Andhra Pradesh, in order to rebuild the new State of Andhra Pradesh from scratches, in the Blueprint titled “Reimagining the State of Andhra Pradesh in IT, Electronics and e-Governance”, has laid out the following vision, to develop:

“Andhra Pradesh as an innovation Society of Global repute with a focus on enhancing the quality of life of its citizens through high quality education and health care, increased productivity in agriculture and allied activities, creation of requisite employment by promoting electronics and IT and above all providing Good Governance.”

Basing on the above vision, under the dynamic leadership of our Hon'ble Chief Minister, the Government of AP has put in place, triad of Policies, namely “Andhra Pradesh IT policy 2014-2020”, “AP Electronic policy 2014-2020” and “AP Innovation and Start-up policy 2014-2020”. These three policies are based on four pillars i.e. Infrastructure, Human Capital, Incentives and Good Governance.

To take forward the Vision, it is felt essential to create awareness among the investment community, more particularly the Non Resident Indians to motivate and attract them, to locate their operations by setting up of IT and Electronic units in the State of Andhra Pradesh. This effort would entail attracting investments and creation of employment opportunities to educated youth of the state.

Towards this pursuit, Hon'ble Chief Minister has approved the visit of a high level delegation headed by Dr. Palle Raghunatha Reddy, Hon'ble Minister, Information Technology, Electronics & Communications, NRI Affairs, Telugu language and Culture, Minority Welfare and Information and Public relations to United States of America (USA) between 25th October, 2015 to 03rd November, 2015. The high level delegation comprised of the following senior Officials:

1. **Sri. G.S. Phani Kishore IRS**, Special secretary to Government of Andhra Pradesh, ITE&C Department
2. **Dr. Nikhil Agarwal**, CEO AP Innovation Society

The objective of the delegation was to:

1. To participate in Oracle Open World conference - a congregation of more than 2000 participants from IT, ITES Electronic industry.
2. To extend an invite to Mr. Larry Ellison, Chairman and Founder of Oracle Corporation from Honourable Chief Minister, to participate in the efforts to rebuild the State of Andhra Pradesh.
3. To meet the prominent NRIs/Industry Associations to apprise them about the policy initiatives, availability of infrastructure and convince them to setup their operations in the State.
4. To meet the prominent Venture Capitalists to discuss the objectives of AP State Start-up Innovation Fund (SSIF) and solicit their participation in the form of angel funding, JV funding, financial collaboration, etc to catalyse the innovation initiatives.
5. To meet the reputed Academic Institutions such as University of Texas at Austin, Massachusetts Institute of Technology (MIT) and Harvard University to explore the possibility of academic industry collaboration for augmenting the start-up / innovation culture and talent enhancement among the students for their increased employability options.

The delegation visited following US cities - San Francisco, Silicon Valley (San Jose, Fremont, Santa Clara, Sunnyvale) Chicago, Dallas, Austin, New York, New Jersey, Boston and Nashua from 25th Oct to 4th Nov 2015.



KEY ACCOMPLISHMENTS

The following were achieved by the delegation at the end of their visit:

1. Signing of MoU between AP Innovation Society and IC2, University Texas to setup a world-class integrated incubator at Tirupati
2. Tripartite Expression of Interest (Eoi) signed between among Andhra University, AP Innovation Society and MIT FABLAB, for setting up of FABLAB at Andhra University.
3. Received 48 Letters of Intent (LoI) from reputed US based IT/ITES/Electronics Units/Companies and NRIs, for setting up their operations / facilities / Development Centres in the State of AP.
4. Arrived at a basic understanding with South Asian Institute, Harvard University for a further dialogue on introduction of Webinars and to initiate research in health care and talent enhancement in the State of Andhra Pradesh.
5. Plan to work out modalities for cooperation and collaboration with Consortium for Affordable Medical Technologies (CAMTech) of Massachusetts General Hospital, Boston for implementation of tele-medicine programmes related to Health, Medical & FW Department in the State of AP.
6. Plan to start an R&D centre in JNTU Anantapur for Oracle corporation. The R&D centre will work on the cutting edge technologies that would be developed jointly by Scientists from JNTU and Oracle.
7. Plan to setup a joint-committee between GoAP and State of Illinois to explore possibilities of mutual technological collaboration.
8. Plan to setup a joint-committee between GoAP and State of New Hampshire to explore opportunities in areas of innovation and e-governance.



DAY WISE REPORT

The events organised and the meetings attended along with the deliberations there on- day wise - are as under:

25-10-2015 (San Francisco)

The Hon'ble Minister along with the delegation members attended the inaugural session and keynote of the Oracle World Summit delivered by Mr. Larry Ellison, Founder, Oracle. He was received by Sri Shailendra Kumar, Managing Director of Oracle India along with his team. During the keynote, the Delegation members were able to gather the latest development happening in the area of data security, cloud computing, big data analytics and host of other important initiatives.

The Oracle team then took the delegation for the short tour of the pavilions at the summit and shown them various product developments in the areas of IT/ITES/Software Application Development, Networking & Databases, Data Management, Analytics, Smart Cities Concepts, Cloud Platforms, etc., by the Oracle partners. The Hon'ble Minister and the team discussed on how Oracle platform is used in Smart cities in Los Angeles and other parts of the US.

Hon'ble Minister invited Oracle partner companies to undertake similar initiatives on pilot basis in the State of AP.

Later in the day, Honourable Minister spoke at the Telugu Association of North America (TANA) and invited the NRI community to take part in rebuilding the State of Andhra Pradesh, by setting up their facilities and operations.



Oracle Open World 2015 at Sanfrancisco



Honble Minister IT Participating at TANA Bay Area Association Meet 25-10-2015

**26-10-2015 – San Francisco
Meeting with Oracle President:**

The Hon'ble Minister met Mr Loic Le Guisquet, President, Oracle and invited him to set up Oracle Development Centre in the sunrise State of AP. The Minister handed over the letter of the Honourable Chief Minister addressed to the Oracle founder Mr Larry Ellison, seeking his support & participation for re-building the new State of Andhra Pradesh. . The Oracle President was very happy to receive the delegation and expressed his keenness to come and be a part of the growth story of the State of Andhra Pradesh.

The Hon'ble Minister explained to the President, Oracle, in detail about the initiatives like e-pragati, AP Fibre Grid etc. The Minister also informed the Oracle leadership that the World Bank in their recent survey rated the new State of AP as no. 11 in "ease of Doing Business in India". Oracle President while expressing his happiness, informed the Minister to convey his regards to the CM for this remarkable achievement in a short span of time. Subsequently, during Luncheon meeting, hosted by Oracle the Delegation had deliberations with their global research Vice President Mr Nipun Agarwal and Sr Director Mr Sudhir on the way forward.



Hon Minister (IT) presenting the letter from Hon Chief Minister to Oracle President

AP IT Delegation attending the TiE Conference at San Jose Headquarter:

The Minister then attended a Conference organised by TiE, Silicon Valley. Around 100 entrepreneurs, Venture Capitalists, Investors attended the Conference. Mr G.S. Phani Kishore, Secretary IT, made a Power Point Presentation elucidating various Policy initiatives and opportunities available for investments in the new State of Andhra Pradesh.



Hon Minister and Secretary (IT) at the dias during TiE event

The Participants were thrilled and enthused to know about various steps taken by the State Government, under the dynamic leadership of Honourable Chief Minister, and presence of conducive investor friendly environment in the State. Many entrepreneurs expressed their eagerness to invest in AP. There was an active participation in the Q&A session amongst the participants, which was aptly handled by the Special Secretary and the Minister to the satisfaction of the participants.



Entrepreneurs, CEOs and Industrialist listening to the presentation at TiE Event

27-10-2015 (Fremont)

During the course of the day, many prominent entrepreneurs visited the Hon'ble Minister and Secretary IT to discuss the possibility of starting their IT businesses in AP. Secretary IT explained them the vision of the State and assured prompt approval of their proposals through the Single Window Clearance for the new IT industries to be setup in the State. Many Technocrats met CEO, Innovation Society to discuss the work done by the innovation initiatives in the State. They appreciated the fact that AP is the first and only State in the country to have a comprehensive Innovation Policy. CEO appealed to the entrepreneurs to be the mentors for the budding entrepreneurs in the State.

ITE&C department hosted 150 entrepreneurs of Silicon Valley:

ITE&C department hosted the dinner for 150 entrepreneurs of silicon valley representing several nationalities such as USA, China, Japan, India to name a few. Hon'ble Minister, Secretary (IT) and CEO Innovation explained the audience on various policy initiatives taken by the Government and impressed upon them to start their businesses in AP.

Many Entrepreneurs expressed their interest to locate their operations in Andhra Pradesh. Mr Roe Khanna, California Congress Candidate also participated and expressed his keenness to collaborate with Govt of AP.

Honourable Minister met Fremont City Mayor Ms. Bill Harrison and explained the vision of Hon'ble CM for development of AP and new Capital - Amaravathi. The Mayor was happy to listen to the progress AP made. The Mayor presented an "Appreciation Certificate" to Hon'ble CM.



Mayor Ms Harrison presenting certificate of appreciation to Hon Minister

28-10-2015 (Santa Clara)

Honourable Minister IT and the Delegation visited SAP Company at USA and appealed them to come to AP to help in development of the new State of AP by setting up their Development Centre/Facility.

Post that meeting delegation flew to City of Chicago to attend the promotion activities. The delegation arrived in Chicago in the afternoon.

Hon'ble Minister IT invited Ms. Bill Harrison, to visit the new State of Andhra Pradesh and requested to extend her cooperation in re-building the new State of Andhra Pradesh.

28-10-2015 (Chicago)

Honourable Minister IT and the Delegation visited SAP Company and appealed them to set up the Development Centre in AP and help in development of the new State of AP.

The Delegation participated in the meeting organised by American Progressive Telugu Association NRI IT entrepreneurs. The meeting was very successful and the delegation received 10 "Letters of Intent" indicating their plans for making investment and locating their operations in the New State of Andhra Pradesh.

Subsequently, another meeting was organized by Telugu Association of North America (TANA),. During the meeting the AP Delegation informed the participants about various incentives and benefits available for locating operations in the new State. In this Meet, more than 200 investors were present. Some of the investors and entrepreneurs handed over "Letters of Intent" to open software facilities in various places in AP. Lot of NRIs have expressed their apprehensions on the opportunities available for software development and new areas like SMAC and IoT. Secretary IT clarified them that it is the vision of Honourble Chief Minister to make Andhra Pradesh as an IoT Hub in the entire country.



Meet & Greet Program at Chicago with Entrepreneurs



29-10-2015

Chicago

Met Mr. Erik Brejla, Director of Economics, Illinois Department of Commerce and Mr. Hardik Bhatt, Chief Information Officer of Illinois State. The meeting was facilitated by the Counsel General of India in Chicago, Dr Ausuf Sayeed. Illinois State representatives were very much impressed with AP State policies, business environment and future Andhra Pradesh State. They have expressed their interest for active collaboration in Smart City concepts and IoT technologies with Govt of AP. It was proposed that a High level committee will be formed to explore possibility of joint exchange ideas, technology, and businesses. Counsel General proposed to have Andhra Pradesh a Sister State Agreement with the State of Illinois.

Dallas

On 29th Evening Honourable I.T Minister Palle Raghunatha Reddy Garu visited IT SERV – an active IT Industrialists Association in Dallas. Around 250 delegates attended meeting. Investors received the presentation by Honourable I.T Minister with applause. Most of the participants evinced keen interest to invest in A.P State. Around 10 companies have given Lols for making the investments in the State.

The participants in most of these meets, shown interest on the Designated Technology Park Scheme wherein unique incentives such as bandwidth subsidy, lease rental subsidy, PF reimbursement etc are offered by the Government to promote small and medium IT, ITES & BPO enterprises. They thanked the Hon'ble Chief Minister for making available the private builtup spaces at affordable cost to IT companies under this scheme, so that they can minimise operational costs and augment the generation of employment.



IT Meet at Dallas

30-10-2015 (Austin)

CEO Innovation Society visited Austin and entered an MoU with University of Texas, at Austin. The MoU signed between Innovation Society, GoAP and UT Austin is momentous one. UT Austin is ranked #1 for innovation in the world. AP Innovation Society will setup a world class incubator in Tirupati in collaboration with UT Austin and FICCI. The relationship will bring series of cutting edge technologies for the benefit of the start-up students of AP. Mr. Robert Peterson, Mr. James Vance ambassador from University of Texas, Nikhil Agarwal CEO of Innovation Society, Vishal Khanna from FICCI and other dignitaries from both sides, were present at this occasion.



CEO Innovation and Director of IC2, UT Austin exchanging the MoUs

University of Texas representatives showed the facilities at IC2 and proposed a similar Incubation Centre at Tirupati. CEO Innovation Society assured expeditious steps to start the incubation activities with the help of University of Texas, as soon as possible. The FICCI representatives expressed confidence and happiness over the initiative. They promised full cooperation from the federation.

01-11-2015 (New Jersey)

A Meet and Greet program was organised by the Telugu Association of North America in New Jersey. The main objective of the meeting was to communicate the IT policies of the Andhra government to the NRI and IT community residing in New Jersey, New York, Connecticut (tri state) region. At the end of the session, Q&A Session was organised. The participants asked the questions related to eco system and availability state-of-the-art physical and technical infrastructure. Secretary IT clarified all their doubts and assured them all the support and assistance in crystallisation of their plans. There were several IT Entrepreneurs who attended this event. The IT fraternity who attended this program appreciated the new, unique, innovative IT policy. There were 7 letters of intent received at this event. This event was attended by Mr. Upendra Chivukula, Commissioner to the New Jersey Board of Public Utilities.

02-11-2015 (Boston)

Massachusetts Institute of Technology (MIT)

An Expression of Interest was entered among Andhra University, AP Innovation Society and MIT FAB Lab to set up FABLAB in Andhra University, Visakhapatnam - first of its kind of Super Fab Lab in South India - to promote design incubation among young students and innovators. MIT is ranked as best institution for engineering and technology in the world. It is a great moment for AP government to bring MIT to the State of Andhra Pradesh.

The Delegation visited Massachusetts General Hospital (MGH), considered to be the #1 hospital in the world. The hospital is part of the Harvard Medical College. The delegation was received by the officials of Consortium for Affordable Medical Technologies (CAMTech). An elaborate discussion took place on various initiatives of the MGH and it was in principle agreed to jointly pursue the implementation of tele-medicine programmes related to Health, Medical & FW Department in the State of AP.



Honble Minister IT participating at Meet and Greet Programme in New Jersey



Signing of Lol between Innovation Society, Andhra University and MIT FAB Lab

03-11-2015 – (Boston)

The Delegation visited the prestigious Harvard Business School and met Professor Tarun Khanna, Director South Asia institute (SAI), Harvard University, Prof Raj Choudhury, Prof Satchit Balsari, Ms Meena Hewitt, Executive Director of SAI and appraised them about the IT policy, Innovation and Start-up policies, innovation initiatives in sunrise State of Andhra Pradesh. Minister requested the Harvard team to visit the new State of Andhra Pradesh. The Harvard faculty promised to explore the research possibilities in the State.

The Delegation attended a high level meeting with Prof. Sanjay Sarma at Massachusetts Institute of Technology(MIT). The Minister and the delegation also visited MIT and ARTIFICIAL INTELLIGENCE LABORATORY. The IT Delegation met Ms. Lori Glove, Managing Director, Alliances, MIT – Computer Science and Artificial Intelligence Laboratory, and also visited the Robotics laboratory at MIT.

The IT Delegation held meeting with Sheryl Barnes, Programme Manager, Ms. Cecilia d'Oliveria, Associate Dean of Digital Learning, and Ms. Dana at MIT to discuss specific issues implementation of digital learning, Innovation, Entrepreneurship initiatives in the State. The Delegation also discussed the possibility of introduction of Massive Open Online Courses (MOOCs) of MIT both open courseware and Edx based, in the Universities of AP for the benefit of students, through AP Innovation Academy.

The Minister expressed that Honourable Chief Minister is very much keen to have MIT's participation for talent building in the State and requested the support of MIT for taking up digital learning programmes. MIT team assured full cooperation and support to Govt of Andhra Pradesh.

In the evening, honourable minister attended an NRI meeting organised by Telugu Association of Greater Boston. 16 letters of Intent received from IT Companies on their investment intentions in the State.



Dr Sherry, Director of MIT FABLab explaining the cutting edge machinery of the FABLab



Delegation at Harvard Medical School

4-11-2015 (New Hampshire)

On the return journey day of the tour, the Delegation visited Nashua, New Hampshire State, a nearby State to Chicago, on the invitation of Ms Latha Mangipudi, State representative of the New Hampshire State for interaction with Nashua Chamber of Commerce. The interaction was initiated by Mr.Darel Hodes, former congressman of New Hampshire State. The meeting was attended by around 40 entrepreneurs and industrialists from the State of New Hampshire. Many speakers presented their businesses opportunities and proposals to be taken up in the State of Andhra Pradesh. The Hon 'ble Minister, Secretary IT and CEO Innovation presented the initiatives on congenial industrial and investment atmosphere and infrastructure available in the State and invited them to the State of AP for setting up of their operations and business.



Delegation attending the presentation at Nashua, New Hampshire

As a next step, a joint-committee comprising of NH State representatives, industry leaders and representatives of the GoAP is proposed to be setup. The joint-committee shall explore possibilities of collaboration between the two States.

A delegation from NH State would likely to visit Andhra Pradesh in the month of February and participate in the Innovation Summit being organised by the Innovation Society at Vizag on 19th and 20th of February 2016.

In all, the tour has been quite successful and purposeful having received 48 Letters of Intent (LoI) for investments and signing of 3 major MoUs for promotion of innovation and start up in the new State of Andhra Pradesh. The visit generated substantial enthusiasm and keenness among the NRI community and overseas investors to look to the new State of Andhra Pradesh as the Investment Destination.

ITE&C Department shall make every effort to assist the prospective investors in a time bound manner in all aspects and extend all requisite support for crystallisation of their proposals for locating their business operations in the State.