

# Comnet Consultants



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# ABOUT COMNET CONSULTANTS





**Exhibitions India Group**  
ISO 9001:2008 & ISO 14001:2004



## About Us

Comnet Consultants is a strategic business division of **Exhibitions India Private Limited**

The Exhibitions India Group:

- A trade promotion organization, established in 1987
- Organizes trade fairs & parallel conferences in India
- Has allied businesses in representation of international trade fairs; conferences; publishing; advertising; stall design; hospitality; and consulting.
- The only exhibitions organizer in India with ISO 9001:2008 and ISO 14001:2004 certifications
- Accredited by The International Association of Exhibitions and Events (IAEE) and The Global Association of the Exhibition Industry (UFI)
- Certified by Trace International Inc. (USA) for transparency in international commercial transactions.

## About Us

Comnet Consultants provides business expansion services to individuals and regions in India and overseas

- Business matching
- Industry/market research reports
- Organizing trade missions to India and overseas
- Facilitating delegation visits to India
- Media promotion in trade journals
- Investment promotion for specific regions

# CONSULTING EXPERIENCE



# Current Representation

- Council of Great Lakes Governors (CGLG) India Trade Office: Set up in July 2012, the CGLG India office works to promote exports from the State of Wisconsin, USA to India through market research, business matching, trade show participation etc.
- Ohio India Office: Representing the business interests of the State of Ohio, USA in India since January 2008, the **Ohio India Office** assists Ohio companies to introduce or expand their exports in the Indian market

## Scope of Services

- Business matching
- Customized market research reports with qualified contacts list (potential business partners – distributors/agents/representatives)
- Background checks and due diligence on potential partners
- Facilitating inbound delegation visits: Manage appointment schedule, hospitality arrangements etc.
- Organizing trade missions
- Media & PR activities
- Participation in trade fairs on behalf of overseas companies
- Site selection
- Facilitating contact with business service providers in India including legal firms, chartered accountants etc.



## Testimonials

- *Your QCR report on the Indian steel industry has been useful to us, providing an excellent overview of major players and competition in the Indian market.*
  - Gary Slaven, President, Falcon Foundry
  
- *I am deeply grateful to you for the wonderful assistance you provided me during my visit to India. Ohio is so fortunate to have the Ohio India Office!*
  - Dr. William Brustein, Vice Provost, Ohio State University

## Testimonials

- *Thank you for making my trip to India so memorable and productive. All of my meetings and the entire program worked seamlessly with no hiccups.*
  - Joao Flavio Simoes, President & CEO, Davenport Aviation
- *We especially appreciate the time you took to research local events and organizations, as well as add a few leads for us in India who could potentially utilize our services. The report was very well written and insightful.*
  - Vic Cleary, Manager – Merchant Consulting, 2Checkout.com Inc.

## Testimonials

- *Thanks for your introduction to Mr. Jain. I have reached a broad agreement with him and have sent a contract for him to sign.*
  - Bernie Bavis, Sales Manager, Fusion Inc.
  
- *We appreciate all the work you guys have done for this trade mission, and special thanks to Vikram and Atul who worked very closely with me. I will keep them posted on all work and results from this trip.*
  - Danny Ellassir, Export Director, Exotica Fresheners Co.

# CLIENTELE HISTORY



# Clientele History

A TDC Mumbai Consultant Office was set up to manage the activities of the **Hong Kong Trade Development Council** from August 2005 to November 2008.

## Activities:

- Organizing buying missions
- Co-ordinating business delegations
- Advertising and PR for TDC in India
- Promoting TDC trade shows in India

## Clientele History

- Served as Consultant to the **City of Stuttgart** between January 2007 to March 2008. During this period, Comnet Consultants organized part of the “Stuttgart Meets Mumbai” Wine Festival including seminars and business appointments.
- Served as an Independent Contractor to the **Idaho Department of Commerce and Labour** for the period September 2006 upto June 2007. During this period Exhibitions India Group coordinated and managed an Idaho Business Delegation to New Delhi and Mumbai.

# BUSINESS STRENGTHS



## Business Strengths

- Extensive experience and understanding of international & Indian business culture
- In-depth market knowledge and resources
- Robust database with extensive business and media contacts
- Cordial relationships with national & international industry associations, central & state government officials
- Extensive geographical reach with offices in New Delhi, Ahmedabad, Bangalore, Chennai, Hyderabad and Mumbai
- Ability to provide allied services such as hospitality, publishing, media promotion through other strategic business units of the Exhibitions India Group



# COMNET CONSULTANTS TEAM



# The Team

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# THANK YOU

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