

Are You Ready??

1. **Step-1: Internal Risk Assessment and letter of engagement**
2. **Step-2: Internal Strategy Development Mission and Field Trips to India**
3. **Step-3: Establishment of Infrastructure in India**
 - Introduction - Sales and Investment Partners
 - Ontario and India - Fee for Services
 - Backgrounder - Advisor and In-country Risk Partner



Growing power.

Step-1

In-House Risk Assessment and Letter of Engagement

➤ Objectives and Deliverables

- Idea to defining objectives
- Deliverables
- Scope of work
- Team development
- Project development
- Technology
- Investment and ROI
- Risk Partners
- Mission and Field Trips to India - Step 2 and 3
 1. Fact Finding mission
 2. Strategy development
 3. Infrastructure Establishment
 4. In-country Operations

➤ Options:

1. Resident Advisor
 2. Client's Umbrella
 3. Outsourced Contract
 4. In-country Risk partners.
- Fee for Services can be custom designed to fit in clients' umbrella or outsourced as a sub-contract on fee for time plus commission upon success.
 - Fee can be tailored to suit clients needs and existing budget through a long-term agreement with an option for in-country risk partner.
 - Please discuss options with Mr. Chawla at 416-605-1518 or email: madan.chawla@sympatico.ca

Internal Data Collection and Letter of Engagement

1. In-house knowledge & past experience re. India - opportunities, Players, Partners, Competition, Govt. and infrastructure information to set up goals targets and options.
2. In-House data for risk assessment: Outstanding business, Web-inquiries, email communications etc.
3. Please provide internal data re. Risk assessment as per format attached.
1. Management Team
2. Existing business plan?
3. Potential Targets?
4. Management & Financial Commitment?
5. Dedicated Team?
6. Existing Budget \$\$\$
7. Time allocation??
8. Fee for services
9. Term-sheet for engagement letter
10. Engagement Letter

Step-2

Internal Strategy Development Missions and Guided Field Trips to India

Feasibility study

- Opportunities, players, competition, in-country Government policies and infrastructure information for a business plan to achieve goal of \$??? In ??? years.
- Team??
- Time??
 - In-House Preparation?
 - "On-Site" in India??
 - Report and Monitoring??
- Estimated Budget??



Step – 3

Subject to strategy approval of Step -2 Establishment of India Infrastructure

Subject to approval of Step -2

- ❖ Investment Holding Company -
Purpose: Investment in operating company
- ❖ In-country promotions.
- ❖ Representative Office (near Delhi) for political and financial impact
- ❖ Meetings with Federal Government departments.
- ❖ Team
- ❖ Time??
- ❖ Estimated Budget

Subject to approval of Step -2

- ❖ Operating company-
Purpose:
- ❖ In-Country joint ventures
- ❖ Training programs for joint-venture companies and
- ❖ Purchase services from parent company office in ??
- ❖ Team??
- ❖ Time??
- ❖ Estimated Budget??

INTRODUCTION

Sales and Investment Partners

- Nuworld Research specializes in Leads-flow and e-marketing services. We develop and execute strategic marketing programs and channels opportunities through Technology or Risk Partner's sales and after-sales-service network.
- Our non-conventional market entry methods help manufacturers and systems integrators to enter new markets and participate in local opportunities.
- Nuworld recommends investment opportunities to MMC Ontario (an investment holding company). Based on MMC's internal due diligence, MMC invests in emerging technology companies, secondary tier of manufacturers & system integrators (SMB) - who wish to be a technology partner in "proof of concept" site in Ontario, while being nurtured as an India focused Anchor Company. Nuworld is not for profit div. of MMC.

Market Research

- 10 Research Plan – This will include the research objectives (the objectives the company want to get from the research) and issues the company want to be addressed.
- 10 Research Methodology –primary and secondary sources of data. What sources will be used? (mainly reliable and trusted sources will be used)
- 10 Market and Competitive Intelligence – Relevant information in these areas:
 - Political, legal and business environment.
 - Market Infrastructure
 - Market size, trends and dynamics
 - Product specific data (suitability of the product for the market).
 - This section will try to answer these questions:
 - What factors would be regarded as important characteristics of the industry in that country.
 - Who are the main competitors in this market?
 - What are their current positions in this market and how dominant are they in this market?
 - What are the competitors doing that makes them a competitive force in the market?
 - What can the company/client do to achieve a competitive advantage?
- 10 Conclusion and Action Plan
- 10 Other miscellaneous sections will include table of contents, executive summary, bibliography, appendices

Ontario and India

Fee for Services

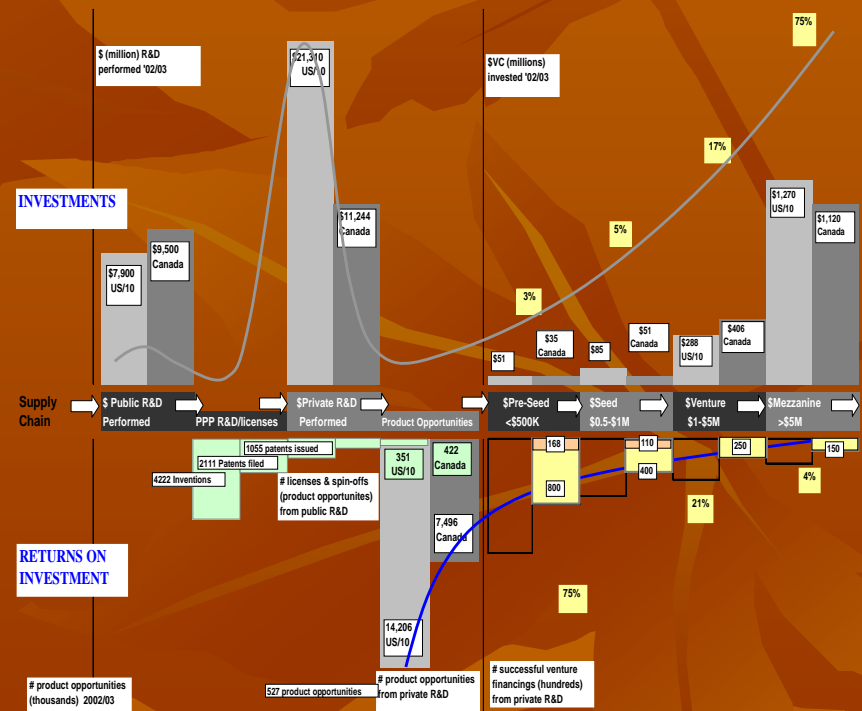
- Sales & After-sales-service Partners
- Technical due-diligence
- Market Research, Application and Design Engineering
- e-Marketing
 - Promotion using Nuworld website,
 - Strategic Marketing Program
 - (a) Trade missions
 - (b) Conference
 - (c) Trade Shows
 - Identified Opportunities
 - Captive buyers
 - Email Alerts
 - Prequalify web-inquiries
- Idea to Concept Engineering - Technology Transfer, Sales and Risk Partners.
- Feasibility study for Risk Mitigation including options.
- Identified Opportunities
- Players & Competition
- Risk Partners
- Pricing
- Infrastructure information
- In-country Government policies, Incentives, Financing
- Business plan to achieve targets and goals.



Nuworld Research & Development

Phase-1, To Get Started

1. You are invited to discuss your risk position in the project cycle.
2. Advisor and In-Country Risk Partner
3. Step-1 Are You Ready?
 - Internal Risk Assessment, Market Research, Inputs, Outputs and ROI
 - Option for a turn-key "in-country proof of concept".
 - Options for continuous R&D support and training programs.
 - Options for MMC Ontario to be an equity partner



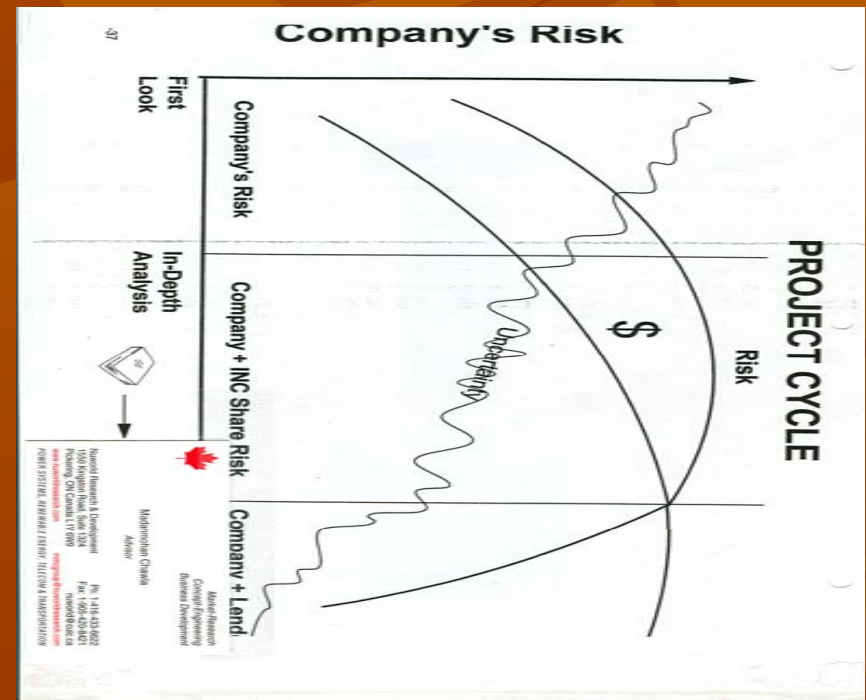


Nuworld Research & Development

To Get Started:

- Please identify your company's risk position in project cycle?
- Are you Ready - You are invited to define deliverable and scope of work or alternatively fax your questions at 905-420-8421 Attention Mr. Chawla, Advisor or email mmcgroup@nuworldresearch.com

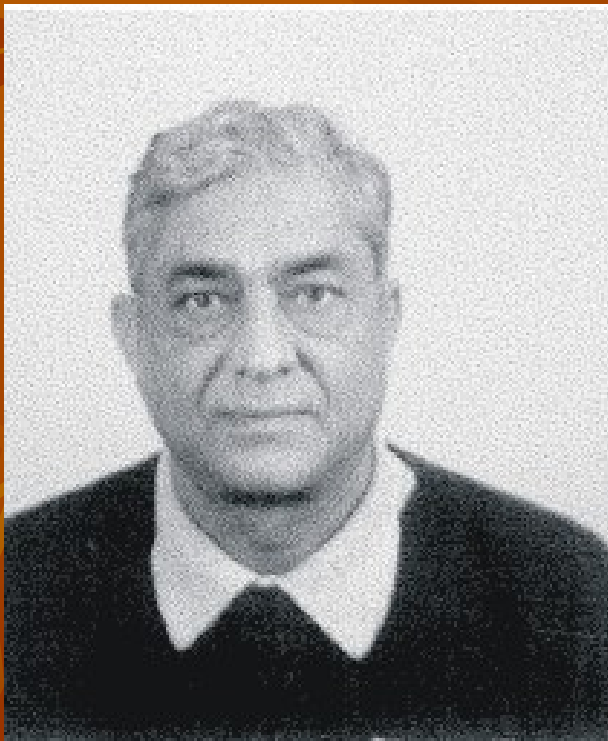
Or Contact:
Gauri Chawla, JD
CEO - SMB Partnerships



Backgrounder

ADVISOR

and In-country Risk Partner



- **Madanmohan Chawla, BSc., BSEE-** has 30 years of professional experience in power systems engineering, project management and business development.
- Expertise includes working with Consulting Engineers, Utilities, Developers, OEM, EPC, Federal & Provincial Government Agencies in Canada, USA and developing countries.
- “On-Site” Project experience with CIDA, EDC, World Bank & other IFI’s financed projects in the Americas, Asia, Africa-Middle East and Europe