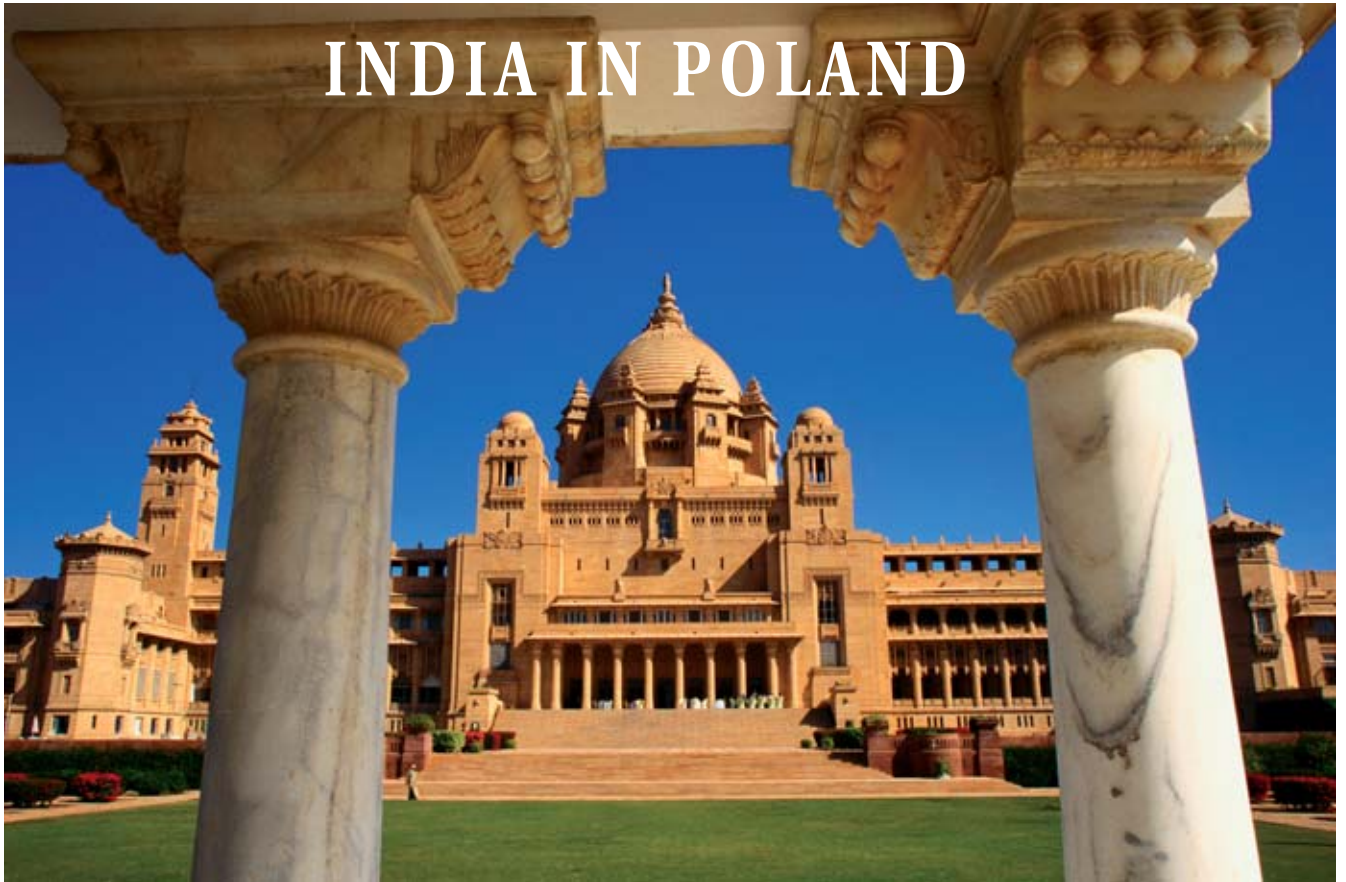


INDIA IN POLAND



A Cold Country of Warm People



Monika Kapil Mohta joined the embassy in Warsaw as the ambassador of India to Poland and Lithuania on July 5, 2011. She is a career diplomat.

Since she joined the Indian foreign service in 1985 she served in Indian missions in Paris, Katmandu, Bangkok and London.

Monika Kapil Mohta, India's ambassador to Poland, talks to Ewa Hancock.

■ You have been in Poland for five months now. What is your impression of the country?

Poland for me is a cold country which is inhabited by very warm people. I have an emotional connection with the country because of members of my family who have been very close to Poland and I think it was part of my karma to come to Poland as ambassador, and I am extremely proud and privileged to be representing India in Poland, a country which is emerging as an extremely important force to reckon with in the region and in Europe as a whole. I am very impressed with the strides that have been made by Poland in its developmental efforts. I'm also extremely impressed with the fact that Poland has a very strong voice today, not only as the presidency of the EU but also as a very responsible, mature

and stable economy of Europe, a very strong voice in steering the region in the right direction.

I also think that Poland has a very special affinity with India in certain areas. For instance, I am extremely impressed with the very rich and old tradition of Indology in this country, which dates back to the 1870s, when a chair of Sanskrit was set up at Jagiellonian University in Cracow. I think this is a country which really believes in its tradition of scholarship and research, particularly of the Orient, and there are huge efforts being made today to create a better awareness and understanding of contemporary India in this country. Since my arrival, I have been received with overwhelming warmth and hospitality across the country.

I have traveled extensively during my five months here. I was extremely impressed with the Tricity region—Gdańsk, Gdynia and Sopot—the three

continued on page 50

A Cold Country of Warm People

continued from page 49

cities on the Baltic, and I have also visited Cracow, Kielce, Dąbrowa Górnicza, Sosnowiec, Katowice, Mra̧gowo and Toruń, as well as Stalowa Wola for the Norblin exhibition. There is a Polish painter who is extremely famous in India; his name is Stefan Norblin. He painted some of the maharajas' palaces immediately in the postwar period. I have met a cross-section of people. What I find most admirable is the strong sense of national and cultural identity.

■ **How would you summarize Indian-Polish relations and how do you see them developing in the future?**

India-Poland relations have always been warm and friendly and multi-faceted. In recent years, we have witnessed an upswing in the relations because of the high-level visits between the two countries—our President, Ms. Pratibha Devisingh Patil, visited Poland in April 2009 and Polish Prime Minister Donald

Tusk traveled to India in September 2010. Foreign Minister Radosław Sikorski's visit to India in July 2011 re-energized our ties.

Trade and economic relations between India and Poland are expanding rapidly with bilateral trade in 2010 reaching a figure of \$1.4 billion, and we hope to be able to double that figure by about 2015.

There are many Indian companies that are looking at investing in Poland, and every month we get a lot of requests from Indian companies, inquiries relating to investment opportunities in Poland. So I think that we are on a very positive track when it comes to trade and investment, and there's no doubt that—as more and more people in India get information about how stable the Polish economy is, how well Poland is doing in terms of its own economic route, particularly in a region which is fraught with a financial crisis at the moment—there will certainly be a higher and incremental interest in investing in Poland.

Ambassador Monika Kapil Mohta receiving official accreditation papers from Polish President Bronisław Komorowski



Our defense relationship is tried and trusted; we have traditional defense ties. Poland has both the capacity and the willingness to deliver to India upgraded defense technologies, which we require in certain areas. So it's a relationship that will certainly have a very bright and very promising future.

There is a rich tradition of Indology in Poland and tremendous goodwill generated through people-to-people contact. Poland has recently opened a Polish cultural institute in Delhi and a center for Indian contemporary studies at the University of Warsaw. The Vistula University has also opened a center of Indo-European studies. These are all very impressive developments. We hope to be able to open an Indian cultural center in Poland in the near future as well as support the center through sub-centers in Cracow and Gdańsk. India is already supporting three chairs of Indian studies—two at the University of Warsaw and one at the Jagiellonian University, and we hope to get into a most productive and collaborative relationship in the center of contemporary studies at the University of Warsaw.

■ **India is one of the five emerging powers—the so-called BRICS economies—alongside Brazil, Russia, China and South Africa. How are you coping with the global economic crisis?**

The Indian economy has not been impacted by the global economic crisis in any significant way, with the economy expected to grow by more than 7 percent this year. India, because of its huge domestic market, is relatively insulated from the global economic crisis. We have shown, both in the 1990s and in 2008, a capacity to withstand the worst impact of international economic crisis. However, foreign investments and trade will continue to be an important element in our growth and modernization process. We will increasingly be a part of the currents of globalization. Indian companies are increasingly seeking to position themselves in the global market. A revival of the global economy would be important for India to realize its full growth potential.

India today is entering a qualitatively and quantitatively new phase in our diplomacy because of the perception that we're emerging as a significant global power. There is a renewed interest in

India and people also want to know what makes the people of India tick. They want to understand what has enabled a country as diverse as India to remain a democracy, as well as to emerge as an important economic partner.

And there is a shift in the image of India from a land of fakirs and snake charmers to mathematical geniuses, software gurus and top bankers and scientists in the world. And India's story, we must not forget, is a civilizational story and what is exciting is the whole idea of India and its nationhood. It is not a country which is based on just a single religious identity or ethnicity or language or natural geography, not even on its economic growth or its military might. This is a country with every possible religion, ethnicity, 23 languages in the constitution, but a country whose story is the story of enduring differences of caste, creed, color, custom and still rallying around the idea of a civilizational entity, an India, emerging from an ancient civilization, united by shared history, sustained by pluralistic democracy and propelled by a high economic growth rate. And so that's why we need to focus on the hardware of development, which is very, very important, because we have a long way to go in terms of building our roads and bridges, and railways, and schools, and hospitals. What we also need to turn to is



the software of development, which is human capital and also to what's an open, rich and diverse society, which is determined to liberate and fulfill the creative energies of its people.

■ **What goal would you like to accomplish in your time in Poland?**

During my term in Warsaw, I would like to see India-Poland relations grow in every sphere, be it trade and investment, defense cooperation, science and technology or people-to-people interaction. There is tremendous potential in

expanding Indian investments in Poland. Cooperation in the tourism sector will also be high on my agenda. A priority area will be the widening and deepening of our cultural interface. I hope to work towards the creation of an Indian Cultural Center in Warsaw, with sub-centers in Cracow and Gdańsk. I believe that people-to-people contacts are an irreducible feature of any bilateral relationship and provide the strongest foundation for durable friendship and cooperation. ■

Trustworthy European Partner for India in Defense Solutions

The Republic of India is one of the most important and strategic markets for the Bumar Group. The Polish defense company has had a presence in India for over 30 years. As a defense supplier, Bumar Sp. z o.o. has been active on the Indian market since 2000, but some of the Bumar Group member companies have been supplying defense equipment to the Indian army for more than 30 years. They have supplied around \$6 billion worth of equipment during this time—10 percent of that (around \$600 million) in the last 10 years.

Bumar Group is the largest producer and supplier of defense systems in Central Europe.

Shalini Pandey from *Strategic Affairs*, New Delhi, India, notes that among all Central and Eastern European states only

Poland has preserved a strong defense sector after the collapse of the Warsaw Pact.

During its over 40 years in the defense industry, Bumar Group has strengthened its position as a solid and reliable supplier for the most demanding customers. These include the Polish armed forces and customers from more than 40 different countries in regions such as Asia, the Middle East, Europe, and Latin and North America.

The company's close cooperation with R&D institutions and its focus on hiring innovative staff who understand the challenges of the modern battlefield, ensure the high quality of Bumar Group's products. Further guarantees come from the company's close cooperation with international partners in the area of new tech-



nological solutions and over 40 years of experience in the international armament market.

As the leading armament producer and supplier in Central Europe, the Bumar Group is a key partner for defense companies from all over the world, such as EADS, Lockheed Martin, Nammo, Rafael, MBDA, Raytheon, Kongsberg, and BAE Systems. Thanks to its staff of young and innovative engineers, Bumar can offer modern and innovative defense equipment at competitive prices com-

continued on page 52

Trustworthy European Partner for India in Defense Solutions

continued from page 51

pared with defense solutions from other countries.

Currently the Bumar Group consists of 23 specialized production companies integrated within four divisions, which offer comprehensive system solutions in the area of electronics and advanced air and missile defense systems from Bumar Electronics. These include the “Shield of Poland” system, modern tanks and armored vehicles from Bumar Land with the ANDERS Multirole Combat Platform, programmable ammunition and missiles from Bumar Ammunitions, as well as complete equipment for “the soldier of the future” on the modern battlefield from Bumar Soldier—the TYTAN project.

On the Indian market, Bumar has a presence in three main areas: delivery and “Indianization” of equipment, cooperation in R&D projects, investments and modernization of production lines. The Bumar Group together with its Indian partners take part in almost all governmental tenders for military equipment. In all its programs Bumar works very closely with Indian partners such as BEML Ltd. and TATA Powers.

In R&D projects, Bumar is cooperating with Indian company BEML to build a new-generation Armored Recovery Vehicle based on the MBT ARJUN chassis. This new vehicle will be based on technology solutions from the Polish vehicle, which is already in service in the Indian army. In this project Bumar is offering its technological know-how and will deliver parts for the first batch of vehicles.

Bumar is also interested in establishing joint-venture companies under Indian



law with well-tryed Indian manufacturers in both the private and public (state-owned and supervised) sectors. Such ventures could deal with promotion, collaboration with R&D centers, production, assembly, and maintenance services for the Bumar Group—both on the Indian market and in third countries (for example in Asia and Africa). The basic aim of the Bumar Group on the Indian market is a gradual shift from simple sales and a seller-buyer type of relationship to joint manufacturing in Indian production facilities products and services, for both the local and Polish markets as well as those of third countries. With this in mind, Bumar is modifying the principles of its cooperation with its present partner, BEML, and the same is true of its ties with new partners such as:

- TATA Power Strategic Electronic Division—cooperation in the modernization of air defense systems, production of certain optical devices and artillery guns.
- TATA Advanced System Limited—cooperation in the field of discharging offsets;
- Bharat Forge Ltd.—components for tanks, especially their modernized versions;
- Bharat Electronic Limited – Public Sector Undertaking electronic sector

manufacturer; long-time cooperation with Bumar Electronics in the field of radar technology.

The third area of Bumar’s operations on the Indian market is cooperation in the modernization of Indian industry and civilian production.

Bumar also supplies products for civilian sectors such as construction, road and mining plant and machinery, railway accessories and other industrial goods for both domestic and foreign markets.

One of the most significant projects in India in the last few years is the construction of a manufacturing line for springs for the Indian railway. The contract was signed in 2007 between Bumar and the Central Organization for Modernization of Workshops (COF-MOW). The line operates at Rail Spring Karkhana Sithouli, Gwalior. Its capacity is 60 springs per hour. The line was officially launched in August 2011.

Cooperation between Bumar and COFMOW continues and is being developed. Bumar has submitted a new bid for the complete manufacturing of screw-type springs for rails in response to a tender announced by the Indian Railways. It is expected that the results of the tender will be announced by the end of this financial year. ■

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Innovative India

India has the potential to become one of the world's greatest economic powers, boosted in particular by its capacity to innovate, experts say.

Research by top international institutions dealing with forecasting global economic growth shows that India, alongside China, will be the top innovation powerhouses over the next decade, outperforming the United States and Japan.

The World Economic Forum's latest annual *Global Competitiveness Report* ranks India in 56th place among 142 economies, compared with 51st spot in 2010. Among the positive aspects of India's economy, the report mentions the country's huge internal market, one that is attractive to investors, in addition to a well-developed financial market, and business innovation.

The Indian economy fares even better in the 2011 Global IT Industry Competitiveness Index compiled by Business Software Alliance, where it was ranked 34th, moving up 10 notches from 2009. The report looked at factors including the overall business environment, information technology infrastructure, human capital, research and development, the legal environment of business, and state aid for the development of the IT industry in 66 countries. According to the report, further dynamic growth in India's IT sector will depend on a secure digital economy, along with improvements in the legal environment and infrastructure.

The Indian economy won its highest ratings in the Global Manufacturing Competitiveness Index by the Deloitte company, based on a survey of more than 400 chief executive officers and senior manufacturing executives worldwide. In last year's league table, India ranked second, just behind China. Deloitte highlights the availability of a rich talent pool of scientists, researchers, and engineers as well as the country's large, well-educated English-speaking work force and democratic government, which make India an attractive destination for manufacturers. India's other selling points include its huge resources of cheap labor, a young society, progress in the professionalization and organization of work, and a large number of research centers.

According to the report, "the importance of India to manufacturing executives around the world underscores two important points. First, strength in research and development—paired with engineering, software, and technology integration abilities—are viewed by global executives as a vital element of the talent-driven and innovative manufacturing enterprise of the 21st century. Second, manufacturing executives increasingly view India as a place where they can design, develop and manufacture innovative products for sale in local as well as in global markets. These factors explain, in part, India's rise from a low-cost, 'back

continued on page 54

Indian Origin, Polish Setup & Global Reach: A Perfect Setup to Work With

■ HCL Technologies, one of the fastest growing global IT services firm, has a robust European presence. Its setup in Poland is a critical part of HCL's network of 21 global service delivery centers. The network caters to various IT services needs of 1.7 million end users in 30 languages to ensure consistent customer experience by managing 3 million mission-critical devices and millions of applications.

Since its global foray in 1999, HCL's footprint has grown to 131 countries. HCL came to Cracow in 2007. Today, it has become a strategic nearshore capability for EU clients and is being selected as chosen employer by global Gen Y. It provides a range of IT services, including software-led solutions, infrastructure management, R&D and business process outsourcing services.

With 300 employees from various nationalities, the center is operational 24/7 with all telecom and security facilities compliant with EU directives. Driven by automated tools and processes, it provides IT services to Fortune 500/Global 2000 customers.

Governed by its management philosophy Employees First, Customers Second, HCL has aggressive plans to expand employment opportunities in Poland. ■

1 Polish Setup, a Part of

21 Global Service Delivery Centers, Contributing to

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88,000 Employees, Making a

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Innovative India

continued from page 53

office' location to a country that is well-positioned to be an active participant in the entire value chain—as well as it now being viewed by many executives as an integral part of their global manufacturing enterprise and location strategy.”

The people of India are optimistic about the future of their country and its chances of achieving prosperity through innovation. Over half those polled believe that their country will

be the most innovative country in the world by 2020.

Also important to Indian innovation is the local traditional concept of creativity—*jugaad*—based on improvisation, developing alternatives, and solving problems despite a lack of resources. It is believed that this principle drives the innovativeness of many Indian IT professionals, for example.

India's economy has been growing rapidly since 1991, when economic reforms freed up trade and industry. The key driving force of India is its

innovative family businesses. The private sector generates 57 percent of India's GDP. Indian exports are dominated by hi-tech and innovative software. Outsourcing centers with an educated work force are developing rapidly.

India has steadfastly opted for development through education. More than 3.7 percent of the country's GDP is spent on supporting research and education. In terms of intellectual potential, India is the number two country in the world. Its institutions of higher education produce a combined 2.5 million graduates every year, including 300,000 engineers and 150,000 IT professionals. W.Ż.



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