

BUSINESS in INDIA for SME's

Oct 13th, GOTHENBURG

How to reach big clients in india - join us for a case discussion with representatives from Solvina and Antiphon!

Doing business in India when you are a small or medium sized company is not an easy task. However, with local understanding, management support, a suitable product or service offer and patience, great business can be achieved.

Mr Niclas Krantz, Managing Director at Solvina International and Ms Berit Andersson, Sales Manager at Antiphon, will tell their story, before heading into a discussion moderated by Sweden-India Business Council's President Mr. Robin Sukhia.



The Solvina companies offer engineering services to the Power and heavy Process industries. The goal is to achieve better efficiency, availability and hence productivity by providing advanced analysis, testing, tuning and training. Niclas is an electrical engineer from Chalmers, Göteborg, and has been working in the power industry since 1993. He has been with Solvina since 1998, where he has been working with engineering, business development, sales and management. During the last four years the focus has been to develop business in India

Antiphon AB Antiphon AB stands for decades of experience in acoustics in terms of materials and technical solutions. Through the years we have developed a wide range of noise control materials, often in close cooperation with our customers. Antiphon has always had a large part of their sales going on export where the automotive branch is the main customer group. The same goes for India, where Antiphon has been present for the last 5 years. A great interest has been shown for our acoustic solutions in India and we are involved in quite a few customer projects where noise reduction is in focus. As a small company working world wide, we see India as a prosperous market full of challenges.



Program:

08.00 Registration and mingle
08.30 Antiphon and Solvina
09.10 Discussion
09.40 Ending mingle

Venue:

Business Region
Göteborg, Norra Hamngatan 14,
Göteborg
Find the venue [here](#)

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