



## DOING BUSINESS IN THE USA

The Indo American Chamber of Commerce, Karnataka Branch and Fairfax County, Economic Development Authority is pleased to invite you to an interactive speaker meeting on “Doing Business in USA.”

Why Doing Business in the United States of America? The world’s largest economy and home to nine of the top ten global companies, the United States of America offers enormous potential for foreign businesses wishing to expand. The United States of America offers a relatively open business environment. It is very easy to start a business or to conduct commerce in the USA. There are, however, some restrictions that apply and many hazards to avoid.

We are privileged in having **Mr. Morris.F.Defeo, Jr , Partner in Crowell & Moring LLP in Washington** who will address this meet and share his knowledge and experiences on various issues such as

- Market Entry and Investing in USA
- Acquisitions in the US and setting up of Joint Ventures
- Corporate Structures etc.

### CASE STUDIES

**Mr. Partap Aggarwal - Managing Director - IDS America** and  
**Ms. Tanya Girdhar - Director of Business Development - Indus Corporation**  
will share their experiences and perspectives about Doing Business in the US.

### PRESENTING FAIRFAX COUNTY

**Mr. Justin.Y.Yu - Manager, Asian Business Development, Fairfax County Economic Development Authority (FCEDA)** will speak on the business environment of FairFax County and the services that the FCEDA provides for international companies interested in operating out of FairFax County.

**Date:** Wednesday, **28th November 2007**  
**Time:** 10.30 AM - 12.30 noon (**Registrations: 1000 AM to 1030 AM**)  
**Lunch:** 12.30 noon  
**Venue:** The Dominion, Hotel Le-Meridien, Bangalore

We invite interested members of your organization to join us for the program. We look forward to a meaningful interaction and learning experiences for all of us.

**RSVP:** Registrations are limited. Please confirm your participation by 20<sup>th</sup> Nov 2007 .  
**Phone:** 080 - 2220 3366 **TeleFax:** 080 - 2225 5188 **Email:** vanitha@iaccindia.com

Warm Regards,

**Sapna Samtani**  
**Branch Secretary**

### **Morris F. DeFeo, Jr - Partner, Crowell & Moring LLP**

**Morris F. DeFeo, Jr.** is a partner in Crowell & Moring's Corporate Group. His practice covers all facets of corporate finance, mergers and acquisitions, joint ventures and securities transactions on behalf of information technology, computer software, Internet, defense technology, telecommunications and other clients, including emerging and new entrant companies, in the United States, Europe and the Far East.

Morris has also served as the Executive Vice President for Corporate and International Transactions of CAIS Internet, Inc., a Nasdaq-listed Internet access solutions company. He has also worked as a foreign visiting attorney in the law firm of Yuasa and Hara in Tokyo, Japan.

Morris received his B.A., *cum laude*, from the University of Pennsylvania in 1981 and his J.D. from the Boston University School of Law in 1984, where he was an Edward J. Hennessey Scholar and a G. Joseph Tauro Scholar. Morris is a member of the District of Columbia and Maryland bars. In 2001, *Regardie's Power* magazine named Morris one of the greater Washington, DC area's Power Internet 100 and was recognized by Global Counsel 3000 as a top corporate and mergers and acquisitions attorney in the Washington, DC area

### **Mr.Partap Aggarwal - Managing Director, IDS Infotech**

Partap Aggarwal is a co-founder of IDS Infotech (1989) and today he serves as Managing Director for IDS Infotech Ltd. He is a seasoned entrepreneur and experienced technology executive with a track record of success. His background includes valuable IT experience while working on Technical lead positions for companies like Incomnet India and MTI India from 1981 to 1988. During these years he traveled many time in US & UK as a member technical staff for software project implementation.

He is a pioneer of the IT industry in the region and enjoys great respect from the large fraternity. He has proven himself to be an innovator and trendsetter by spearheading numerous initiatives to improve the overall posture of the IT industry.. He has been a member of "Managing Director's Quality Club" of NIIT Limited and has been certified by "Philips Crosby and Associates" USA as a Quality Management trainer. He is the Co-Chairman for the northern India of IT Enabled Services of Software Export Promotion Council of Government of India. He is the Chairman of Confederation of Indian industry (CII) Chandigarh and Chairman of Indo American Chamber of commerce for the state of Punjab, Haryana & Himachal. He is a charter member for TiE and presently Vice president TiE, Chandigarh. He is a recipient of Award for International Understanding & Friendship from IFS Society. He holds a degree in Electrical & Electronics Engineering from Punjab Engineering.

### **Ms.Tanya Girdhar - Director of Business Development, Indus Corporation**

Tanya Girdhar is the Director of Business Development at INDUS Corporation, a \$100MM IT services company. Tanya heads INDUS' commercial sector division. Previously, Tanya served as Executive Director for the Washington, DC Chapter of TiE, one of the region's leading business networking organizations.

In 2005, Tanya founded Attain LLC, dedicated to event and conference management. She is also a founding Board Member of Tsunami Relief Inc., a charitable corporation created to provide emergency support for the victims of the 2005 tsunamis that devastated parts of Asia. Tsunami Relief Inc has raised over \$14 million, for which Tanya was recently commended by the State of Virginia.

Tanya is actively involved with the community and currently is a Board member of George Mason University's International Center for Education, Culture and Arts. Tanya Chairs the Membership Committee at ExecutiveBiz, Washington's fastest growing CXO organization. She also serves on committees at the Association of Corporate Growth, Women in Technology and ICEO. Previously, Tanya served as Director of Programs for the Maryland-India Business Roundtable (an initiative of the Governor of Maryland).

Prior to joining INDUS, Tanya served as IT Business Development Director for Asia Pacific Group in Malaysia, where she assisted in the launch of the IT division for the company. In addition, she has various marketing related experiences with Reliance Industries Group (in 2000, the company was ranked as Asia's 10th best managed company), Digital Media.

Tanya has an MBA from St. Joseph's College of Business Administration, India

### **Mr.Justin Yu - Manager Asian Business Development, Fairfax County Economic Development Authority**

Justin Yu is the Asian Business Development Manager at the Fairfax County Economic Development Authority (FCEDA). The Fairfax County Economic Development Authority is an independent authority chartered by the Commonwealth of Virginia. The FCEDA provides a wide array of information and free confidential services designed to help American and international businesses locate or expand commercial operations in Fairfax County.

At the FCEDA, Justin plays a role of Business Development Manager, covering the Asian region. He works with international firms from countries such as India, Korea and Japan that are interested in expanding their businesses in U.S. market.

Prior to joining the FCEDA in April of 2007, Justin worked as a Senior Project Manager at the Samsung Credit Card Corporation in Seoul, from 2003 to 2006. Justin's previous work experiences also include stints at companies such as Wells Fargo (2001 - 2003), Goldman Sachs (2000) and IBM (1996-1999).

Justin holds B.S. in computer science (University of Maryland, 1993), M.S. in computer science (Texas A&M, 1996) and MBA (Yale, 2001).