

For ICRIER@Delhi

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## **To work for the world with India**

- Messages from a Japanese who loves India -

17/11/2015

**Masayoshi Tamura**

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Hitachi India Pvt. Ltd.

**Human Dreams.  
Make IT Real.**

नमस्ते  
आप कैसे हैं?

namaste  
ā p kaise hain?  
ナマステ  
アプ ケーセ ヘイン

Hello. How are you?

*Different, and bridges are there  
What are other differences?*

こんにちは。お元気ですか？

# 1.2 Differences of India and Japan



1.2 B

Young energy, Large volume talent  
“can do” culture



120 M

quality, accuracy



You keep your job,  
I keep my attitude.

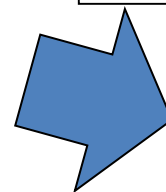


Just In Time  
2minutes  
= 120 seconds



Innovation,  
no restriction  
no fear

Jugaad



*Stronger  
combination*



Serving the World with  
Our Social Innovation Business

**SOCIAL INNOVATION-IT'S OUR FUTURE**

**Where and why India and Japan  
to work together?  
- Some examples -**

# 3.1 Initiatives by Government of India

Launched by PM Modi on June 25 and July 1

- AMRUT: Water supply, sewerage, transportation(8.5B\$)
- Smart City: Solutions for many migrates from rural (7B\$)
- Housing for All: Permanent house for all by 2022(300B\$)

GOI leads municipals to build fundamental social infrastructure

- Digital India: 700B\$+ investment from industry

Strengthen the strength to attract investment from in/out of India

Japan needs to work with India  
for this huge opportunity



## 3.2 India is stepping up

### Many prestigious global companies led by Indians

- Microsoft, Google, Softbank ...
- Indian ways are going to lead global industry (IT and beyond)

### Several MNCs have built 2<sup>nd</sup> HQ in India

- Amazon, Target ...
- India is no longer an outsourcing resource

### Exciting startup community is getting confident

- Flipkart, Snapdeal, MuSigma ...
- Investors are growing for India
- NASSCOM and others are helping the communities

**How India and Japan  
to work together?  
- Some examples -**



## India

- Young energy & passion
- “can do” culture
- Large volume of talent

## Solutions for the world



## Japan

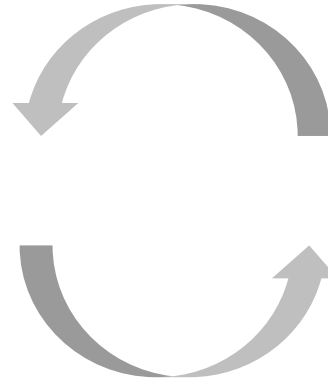
- Quality
- Punctual operation

The world is waiting for you to work for the world

## 4.2 A successful combination example

### India

- Can start immediately
- 10 new ideas and latest technologies
- Some from the US
- 10 experimental projects
- By many talented people
- To identify the best technology

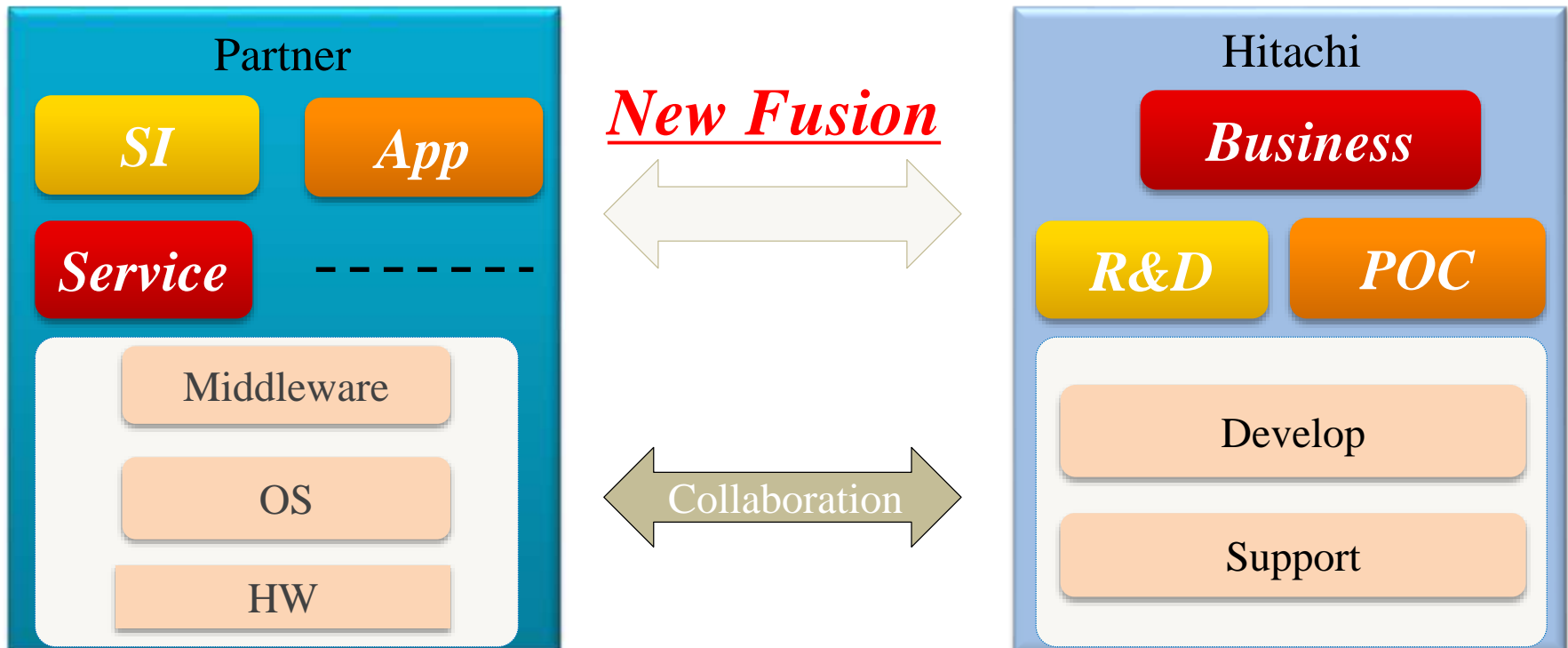


### Hitachi

- Planning
- Prepare for risks
- Finest quality

## 4.3 What Hitachi India is working on

- *Learning* customers' expectations by Hitachi & partners
- *POC* (Proof of Concept) by Hitachi & partners
- Design, develop, integrate *solutions* by Hitachi & partners
- Beyond IT outsource, sale channel, nor Hamburger model



# NASSCOM Japan Council (SIG: Special Interest Group)

NASSCOM®

**Leadership** Chair: Yukio Takeyari-san, Sony India  
Co-chair: Masayoshi Tamura, Hitachi India

**Goals** - *Better & stronger connections of Japan origin companies in India*  
- *Better understanding & more collaboration of India and Japan*

## Participants

### Companies and organizations

Sony India Software Centre

Hitachi

JETRO

Fujitsu Consulting

Fujitsu Research Institute

Nomura Research Institute

Nomura Security

NTT Communications

NTT Data

Panasonic

Nissan

Toshiba

Yokogawa

Currently only 2% of IT export from India is to Japan

Japanese IT, Engineering, R&D, consulting, IT user companies

- 22,000~25,000 employees in India
- Covering the areas of IT, Product engineering, Design, R&D, IT infra, Management, Strategic consulting
- SIG works with NASSCOM on challenges for business and initiatives

# In India, with India, for India and for the world !



**END**



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**Masayoshi Tamura**

Software Group

Hitachi India Pvt. Ltd.

# Human Dreams. Make IT Real.

We will launch innovations that make people's dreams come true through IT, through control technology, and through social infrastructure systems.

**HITACHI**  
**Inspire the Next**