



Slovenian-Indian
Business Council



Catalogue of the **Slovenian - Indian** Business Council

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BOSIO d.o.o.

<http://www.bosio.si>

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BOSIO d.o.o.

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Personal Profile:

Mr Hugo Bosio is CEO and shareholder of BOSIO d.o.o. He founded the company in 1990. At the time BOSIO d.o.o. has daughter companies in Russia (Prompech Moscow), Croatia (BOSIO Zagreb), Bosnia (BOSIO Zenica) and in Serbia Western Balkan Center). From 2012 BOSIO Slovenia d.o.o. is a member of Aichelin Group.

Company Profile:

BOSIO is active in 3 segments:

1) Production of industrial furnaces and washing machines (www.bosio.si):

- Electrical and gas heated furnaces and kilns (kilns and furnaces for heat treatment for hardening, tempering, annealing, normalizing / kilns and furnaces for ceramic and porcelain industry, kilns and conveyor belt furnaces for glass industry / ovens and furnaces for heat treatment up to 600°C with fans.

- Industrial washing machines (washing after quenching in oil) / vacuum washing machines.
- Regulation and control of thermal process / reconstruction of old furnaces.

2) Production of equipment for the production of energy from waste, old tires.

3) Horses – tourism (www.horses-celje.si).

- Services for owners of sport horses for dressage and jumping (accommodation, boxes, training, competitions in Europe).

Company References:

India: *Larsen&Toubro*; Germany: *Daimler, Erne, Berndorf, Harburg ...*; France: *Aubert&Duval, TMN ...*; Sweden: *Volvo, Akers*; Russia: *OMZ, Uralmash, MMK Magnitogorsk, Proton, Salut, Ruspolymer, Uralkuz-Mechel, Konar, Tagmet ...*; Ukraine: *Energomash Spets Steel, DZPV ...*; USA: *General Motors*.

Type of Partnership Sought:

- 1) • Project organizations experts in designing metallurgical complexes.
 - Directors / heads of investment departments in forging plants of heat treatment plants.
 - Furnace producers for eventual cooperation.
 - Trading companies or representatives, interested in selling our products in India.
- 2) • Investor for production of equipment for production of energy from waste.
- 3) • Investor for building / finishing the construction of the hotel.

CanDo21 d.o.o.

<http://www.cando21.com>

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Personal Profile:

Highly motivated business professional with background in organizational development, human resources development, engineering, economy and sociology.

Company Profile:

Company CanDo21 was established as a mother company for new ventures and new business opportunities.

Currently activities are active in these fields:

- Management Consulting, HR Development, Coaching;
- Software representative, sales & implementation;
- International product sales & service network development.

Company References:

Matsushita/Panasonic, Volvo, DHL Express, Titus, etc.

Type of Partnership Sought:

- Support to companies entering EU, Slovenian and neighbor countries;
- Business opportunities development in EU and India;
- Management consulting projects in different fields (technology transfer, organizational development, waste management, ...);
- Logistic consulting and services;
- Educational and Technology exchange, transfer and development.

CC SURE & TECES

<http://www.sure.si>

Mr Matej Gajzer

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CC SURE & TECES

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Personal Profile:

Mr Matej Gajzer got master's degree in electrical engineering at University of Maribor in 1999. As one of the initiators, he started activities for establishment of Technology Centre for Electric Machines - TECES. He's been appointed as a managing director of TECES since its establishment. Main priority of his work is strengthening R&D cooperation between industry and public research to develop new highly added values products. From 2010 he is also a head of CC-SURE, Competence Center Advanced Systems of Efficient Use of Electric Energy, responsible for management and development, thus responsible for internationalization and establishment of new business opportunities with new partners from foreign countries.

He is specialized in networking, encouraging R&D cooperation between companies and research organizations, supporting innovations and commercialization of the products. He's got broad experience in joint development and financing of the products, open innovations and R&D collaboration.

Company Profile:

TECES, Technology Centre for Electric Machines, is a private institution founded by Slovenian companies and research organization in 2001. Main activities are R&D and managing collaborations in joint development of high-tech products and solutions in the field of efficient use of energy, electric drives and power converters. In 2010 competence centre CC-SURE Advanced Systems of Efficient Use of Electric Energy was established which is also led by TECES. In CC-SURE we are developing competences and technologies for advanced energy efficient products and solutions made in Slovenia for the global market and compliant with the smart-communities

and smart-grids evolution process. Thus, by interaction of partner's competences we cover and support the product development from the basic research and development, through prototyping, testing & validation to small & large scale production.

Main products:

- Electric Drives, Devices and Components;
- Power Electronics Systems;
- Home Appliances and Systems;
- Industrial and Commercial Systems;
- Electric Power Systems;
- Energy Management.

These can be used and implemented as a solutions in generation, transmission and distribution of electrical energy (Electric

Power Grid Infrastructure) or inside industrial, commercial and/or residential applications (heating, ventilation and air-conditioning, home appliances, micro-generation (solar, wind, hydro, co-generation), electric vehicle charging and energy storage, demand-response and demand-side management).

Company References:

CC-SURE' partners worldwide present, some of them have already established companies also in India; Industrial partners have share more than 80% of Income from export; Partners consist of Slovenian key actors in the whole chain of production, transmission, distribution and use of electric energy.

Type of Partnership Sought:

- Partnership for joint R&D projects.
- Partnership for preparation of joint pilot & demonstration projects between Slovenia and India.
- Industrial partners searching R&D services or production capabilities.
- Investors into new promising technologies & products.

CeNext Consulting and Investment Ltd.

<http://www.cenextconsulting.com>

Mr Ravi Chaudhry

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Personal Profile:

Mr Ravi Chaudhry is a Business Strategy Consultant, mentor to CEOs and Corporate Boards, Fellow, World Business Academy, advisor to many governments, and author of a widely acclaimed book, *Quest for Exceptional Leadership: Mirage to Reality* (Sage). Earlier, he was CEO/Chairman of four companies in Tata Group, India. His mentorship programme: *Re-inventing Leadership to Cope with Future: Aligning Personal Goals and Collective Agenda*, is immensely popular.

An astute observer of global economic, technological and societal trends, he continues to be: International Board Director, Future 500 USA; Member, Club Of Rome Initiative to foster Values and Ethics in 21st century; Member, Brains Trust at IMD Switzerland; Member, EthicMark® Judges Panel, USA & New Civilization Youth Entrepreneurship Initiative, Japan. He is also a member of the Executive Committee of the Federation of Indian Chambers of Commerce and Industry (FICCI).

Company Profile:

CeNext Consulting and Investment advises corporations, governments and non- profits on Re-inventing Strategy to cope with Emerging Complexities. Clients include Fortune 1000 corporations, Small and Medium Enterprises, UN Organizations and Governments of Switzerland, Turkey, Brazil, Norway, Uganda, Austria and Canada. The firm has worked with clients in over twenty five countries, in all continents, in three distinct domains:

- Strategy Audit and Re-alignment to bridge the gap between performance and potential;
- Advice and assistance in evolving and implementing entry strategies for India and other emerging markets;

- Strategic Acquisitions and Alliance Partnerships.

Company References:

During last 20 years, over 2000 companies advised on international alliances and growth through overseas acquisitions; On other markets: Over 200 overseas clients, primarily from Europe, on evolving and implementing success strategies for India.

Type of Partnership Sought:

- Slovenian companies seeking investments from India or keen to evolve an India Business Strategy, requested to directly contact us or Mr Peter Ilgo (peter.ilgo@siol.net).

CONSENSUS d.o.o.

<http://www.consensus.si>

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Personal Profile:

Mr Andrej Drapal is a marketing, brand and business model developer. He also has experiences in PR and communications strategist and implementer. He is a registered lobbyist.

Company Profile:

Consensus, communication for responsible society. Business counseling and executive support, management of public issues, business and marketing support, as well as planning, implementation and evaluation of actions of private, public or governmental organizations in the field of energy, land use, tourism and development projects that affect the quality of life.

Company References:

Business clients in Slovenia and Croatia.

Type of Partnership Sought:

- Indian companies looking for investment or trade opportunities in Slovenia.
- Support of Slovenian companies on Indian market.
- Development of professional in energy, special planning, tourism and development projects in India.

DONIT TESNIT d.o.o.

<http://www.donit.eu>

Mr Hans Houmark,
Economist; International
Marketing Manager
& Developer

Donit Tesnit d.o.o.

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Personal Profile:

Mr Hans Houmark is developing the company's new brand and pillars to build future growth on. He build the complete Marketing Set up, brand values, tools, advertising of the international approach of Donit.

Company Profile:

The name DONIT TESNIT® today enjoys an unparalleled reputation among the world's leading producers of sealing materials. A well-established brand name, top quality (ISO 9001:2000), catering to customer's needs and a consistent policy friendly to both people and the environment (ISO 14001:2004) are DONIT's major strengths. The company keeps a record of constantly growing revenues and currently services customers in more than 100 countries on all continents.

In addition to its concern for being at the forefront of the latest technological trends, the company boasts a wide product range, which apart from calendared gasket materials, elastomeric products PTFE, composite and graphite-based sealing products includes insulation materials and gaskets for industrial application.

DONIT IS YOUR PARTNER FOR SUCCESS. We advise and consult with our customers to give them the confidence to face change and keep their business sustainable and safe. We are one the leading companies in the sealing materials and gasket industry with more than 60 years of tradition and success. They are used globally in the

chemical-, oil-, automotive-, food-, mechanical- and shipbuilding industry, and also in power plants and construction. We offer integrated solutions for our customers. We build mutually beneficial relationships with our business partners and with the local community.

Company References:

India: *Eagle Burgnan, RIF, India Oil, Grundfos*;
On other markets: *Akrapovič, Atlas Copco, Crane, Danfoss, Eni, Hellenic Petroleum, Grundfos, Lek, Krka, Neste Oil, Petkim, PetroPeru, PCK, Rosfnet, Total, etc.*

Type of Partnership Sought:

- Trading companies or representatives, interested in selling our products in India Directors/heads of investment departments in forging plants of heat treatment plants.
- People with engineered insight for companies needing gasket and sealing material. Project organizations experts in designing industrial solutions with sealing needs.
- We look to supply non asbestos gasket sheets, metallic gaskets, semi-metallic gaskets.

EUROPACIFIC LOGISTIKA d.o.o.

<http://www.europacific.com>

Mr Rok Kobal

B.Sc., Director

EUROPACIFIC

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Personal Profile:

Mr Rok Kobal is managing director and majority shareholder of Europacific Logistika d.o.o. The company was founded in 2003 after Rok Kobal worked for Pacorini d.o.o., an Italian based freight forwarding company in Slovenia. Having gone to kindergarten and elementary school in India (Mumbai and Chennai), high school in Singapore and university in Germany, Rok as the owner of Europacific has a broad view on the overall logistics chain. Being 2nd generation in the field of logistics in the family Kobal has its pros and cons, which have all been well taken into consideration, during the 10 year building of Europacific as a group.

Company Profile:

Europacific as a group of companies comprises of:

- *Europacific Logistika d.o.o.*: As a total logistics solution company, Europacific has through time developed its network in CEE with direct presence in Slovakia (thru Europacific Slovakia s.r.o.) and Croatia (thru Europacific d.o.o., Rijeka) and affiliated presence through all CEE countries. Europacific caters to the ever changing and challenging needs of our VIP clients as well as partner from all around the globe.
- *Europacific Transport d.o.o.*: As a daughter company of Europacific Logistics, Europacific Transport was established to better cater to the needs of the parent in the field of land transports, namely LTL, FTL and express deliveries. The company was formed in order to better serve the logistics chain in the name of

Europacific Logistika for its clients.

- *Europacific Agent d.o.o.*: As a daughter company of Europacific Logistika, Europacific agent caters to the needs of the parent in the field of vessel husbandry, agency, port forwarding and chartering.

Company References:

India: *Genshipping Pacific Line pte Ltd, Viking Shipping, Unitex Logistics, St John*;
On other markets: *Samsung, LG, Kia (MC), Hyundai (MC), Hyundai Merchant Marine, CEVA Logistics Ilc, Rosenthal International Logistics Ltd and others*

Type of Partnership Sought:

- We are looking for shippers and consignees that ship good from/to CEE.
- We are looking for partnership possibilities to increase traffic flows to/from respective markets.

FERROČRTALIČ d.o.o.

<http://www.ferrocrtalic.com>

Mr Bojan Črtalič

General Manager

FERROČRTALIČ d.o.o.

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Personal Profile:

Mr Bojan Črtalič is general manager of family business company FerroČrtalič d.o.o. started by his father in 1964. Development and production of custom made sandblasting techniques and equipment present company FerroČrtalič as one of the leaders in European and worldwide. Mr Bojan Črtalič is a long time active member of Committee on Science and Technology of Craft of Slovenia, partner of Faculty of Mechanical Engineering and Fraunhofer Institute Germany. Mr Bojan Črtalič performed professional seminars in the field of surface treatment technologies, mainly cleaning and preparation of surfaces of different materials with blasting operations and related procedures before further processing.

Company Profile:

Company FerroČrtalič d.o.o. is a leading European company in development solutions and production machinery in the Surface treatment technologies, with a 50-year tradition, under our own registered trade mark FerroECOBlast. For our worldwide customers we provide research, application development, engineering and manufacture of special purpose machines and technologies for surface treatment. The company has specialized in developing solutions in the field of surface treatment procedures:

- Equipment for automated, robotized and manual BLASTING (wet and dry sand/shot blasting);
- Hardening of surface - Shot Peening;
- Equipment for cleaning with Dry Ice & CO₂ Snow Blasting;
- Sand/shot blasting and painting rooms;
- Conversion of land/shapes - Peen;
- Conversion of land/shapes - Peen Forming;
- Ultra High Pressure water cleaning – UHP decontamination.

Company References:

Porsche, Goodyear, Dynacast, BuDrive, Renault, Swarovski, Carl Zeiss, General Electric USA, Fraunhofer Institute, Elan, Volvo ...

Type of Partnership Sought:

- Electro manufacturers.
- Metal constructors.
- Railway companies.
- Ship productions and service companies.
- Casting manufacturers, other industrial manufacturers.
- Metallurgy, Tool making, Foundry, Remanufacturing, Glass industry, Restoration, Electrical industry Building/construction, Stonecutting, Plastic industry, Rubber industry, Aviatric industry, Automotive industry, Metallization, Enameling.

GKTI, izobraževanje d.o.o.

<http://www.gustavkaeser.com>

Mr Aaron Marko

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Personal Profile:

Aaron Marko is a senior partner at Gustav Käser Training International, an international training institution based out of Zurich, Switzerland. He is also the franchise owner for GKTI in Slovenia, Croatia, Serbia, Macedonia, Romania and India.

Company Profile:

Gustav Käser Training International was established in Zurich in 1963. We have our offices in more than 35 countries worldwide and provide our services in over 30 languages. Gustav Käser Training International is a leading international training institution, providing leadership, management, sales and other communication trainings to professionals in all industries worldwide.

Company References:

India: *NUTRECO, DSM, Hyundai, Microsoft, and others*; On other markets: over 10.000 clients from all industries.

Type of Partnership Sought:

- We are seeking contacts with senior CxO professionals responsible and interested in people.

GONZAGA-PRO d.o.o.

<http://www.gonzaga.eu>

Mr Iztok Bizjak

General Manager

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Personal Profile:

Mr Iztok Bizjak is the general manager of GONZAGA-PRO d.o.o. He founded the company in 2000.

GONZAGA-PRO is a middle sized company with 43 employees. The Chamber of Commerce and Industry of Slovenia award for entrepreneurial and business achievements was bestowed to Mr Iztok Bizjak in 2009. The award is a confirmation and positive appraisal of his past work and vision.

Company Profile:

The basic activities of Gonzaga involve production, sale as well as import and export of furniture and equipment for companies and public service sector facilities. Said activities encompass the following:

- Production of office furniture and equipment;
- Rurnishing of entire facilities with a complete range of furniture and equipment especially intended for offices, hotels, kindergartens, schools, libraries, outdoor children playgrounds and urban areas;
- Interior design for offices, nursery schools, schools, libraries and hotels;
- Exterior design for outdoor children playgrounds, parks and exercise tracks;
- Sales and distribution of didactic equipment and learning materials.

Company References:

India: *Unicos*; Ireland: *Castlebrook Furniture & Design Ltd.*, Netherland: *Cowork*, Montenegro: *Menado d.o.o.*, Croatia: *Prometal*, Saudi Arabia: *Elegant Office*, Russia: *Unitex*, Israel: *Paltehnica*.

Type of Partnership Sought:

- Agents to distribute our furniture on Indian markets.

KOLEKTOR GROUP d.o.o.

<http://www.kolektor.com>

Mr Stojan Petrič

B.Sc.Econ.,

Kolektor Group Chairman

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Personal Profile:

Professional life of Mr Stojan Petrič has been linked inseparably with Kolektor for almost 4 decades. In 1994 he took the lead of the company and in the following nine years enabled Kolektor to become the largest producer of commutators, first in Europe and then in the whole world.

He managed to carry into effect the internationalization and globalization of the company and its presence on all global markets, with locally established companies in Germany and other EU countries, USA, South Korea, Russia and China, etc. His vision on developing new products and diversification of product range has been successfully realized through managing and acquisitions of technology advanced companies under the umbrella of Kolektor Group.

He pays special attention in boosting team spirit, preserving and strengthening of atmosphere of motivation and unity on the management level, sustaining of outstanding results and salaries of employees, and last but not least of shaping and promoting of the new image of the Kolektor trust.

Specialized in organization of congresses, seminars, events and team buildings.

Mr Valter Leban

M.B.A., Chief Operating Officer

Kolektor Group

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Personal Profile:

Mr Valter Leban is the Chief Operating Officer of the company and Director of production and procurement at Kolektor Group. He has completed the MBA at Faculty of Economics and graduated from the Faculty of Mechanical Engineering, both in University of Ljubljana.

Within Kolektor Group, he successfully implemented establishing of corporate governance in the field of production, set up production reallocation, developed SAP, reengineered company's infrastructure and managed and implemented strategy for Kolektor Sikom.

Mr Niranjan Seshadri
M.B.A., Managing Director
Kolektor Technologies India

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Personal Profile:

Mr Niranjan Seshadri graduated with a Bachelor's degree consisting of a Double major in Finance and Economics along with Business Honors from the Smith School of Business, University of Maryland, College Park, USA. He has completed two internships in the US, one with IFC, the private arm of the World Bank and one with PricewaterhouseCoopers. He worked on International Taxation and Transfer Pricing with PricewaterhouseCoopers. Following this, he pursued an MBA from the Faculty of Economics, University of Ljubljana, Slovenia, specializing in Finance. He joined Kolektor Group in November 2008 in the Strategic Sales department wherein he was responsible for commutator sales for the Indian and Far East market. In 2010, he set up a fully owned subsidiary company in India and moved there to manage sales for Kolektor in the Indian market.

Company Profile:

Kolektor has manufacturing locations across North America, Europe and Asia. The company manufactures various components and systems including:

- commutators,
- slip rings,
- rotors,
- electronic,
- magnetic and hybrid components,
- plastic parts for both automotive and non-automotive applications,
- sanitary technology with its LIV and Schwab brands as well as premium insulation material for piping systems under the Missel brand,
- air conditioning and ventilation systems in addition to building installations.

The company is also active in the energy sector with its power transformer company which can manufacture

- transformers up to 500MVA and 420KV.

Kolektor also has its own tooling and machining shop thereby offering customers the best in technology and competence.

Company References:

Several customers in India, including motor manufacturers such as *Bosch*, *Comstar*, *IFB* and *Lucas TVS*.

Type of Partnership Sought:

- Interactions with motor manufacturers, armature manufacturers and Tier 1 automotive companies.
- Interactions with power transformer manufacturers and other energy related manufacturing companies.

KOVIT PROJEKTI d.o.o.

<http://www.kovit-projekti.si>

Mr Sandi Grm

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Personal Profile:

Mr Sandi Grm is the general manager of company KOVIT projekti d.o.o. He is a graduate from Faculty of Mechanical Engineering in 1991. He has 20 years experience from machine industry. In 2003 he founded company KOVIT projekti d.o.o. lead until today.

Company Profile:

KOVIT projekti has production facilities in Trbovlje. It started as a producer of small welded metal parts. Until today it develop in reasonable partner with high quality welding procedure and also with high quality machining parts. It is professional producer for pressure vessels according PED 97/23 EU directive. It has own design and manufacture small hydroelectric power station. In manufacturing program is also different industrial equipment. It produces so different components for another bigger producer hydroelectric power station and another industrial sector.

Production program:

- Pressure and accumulative vessels of volume between 100 and 200.000 liters for all kind of media and pressure till 100 bars, according to PED directive.
- Metal industrial equipment after own and customers projects.
- Components for hydroelectric power station and other industrial solutions.
- Small hydroelectric power station up to 5MW.

Company References:

India: *Bhavani Kattalai 2,3*; Switzerland: *Alstom Power, Alstom Transport, Alstom Boiler*; Austria: *Sandvik, Hertwich*; Russia: *Zagorsk Pumped storage station 2*, Slovenia: *ČHE Avče, TEŠ, MHE Malin, MHE Markovci*; Bosnia and Herzegovina: *MHE Voljevac*.

Type of Partnership Sought:

- Engineering companies, looking for European/Slovenian producer of industrial equipment, hydro mechanical equipment for hydroelectric power plant or complete hydroelectric plant.
- Investors of small hydropower plants.
- Investors of joint venture to build power plants.

LETRIKA d.d.

<http://www.letrika.com>

Mr Edvin Sever

B.Sc. ME, President of the Board

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Personal Profile:

Mr Edvin Sever is the President of the Management board of Letrika Group since 2009. He graduated Mechanical Engineering at the University of Ljubljana in 1982. He is experienced in international trading, automotive production technologies and management. Before his appointment as president he was director of automotive plant producing steering motors.

Mr Vekoslav Jerič

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Global Marketing Manager

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Personal Profile:

Mr Vekoslav Jeric is the Global Marketing Manager of Letrika Group since 2010. He graduated Mechanical Engineering at the University of Ljubljana in 1983. He is experienced in international trading, automotive production technologies and management. Before his appointment as global marketing manager he was director of strategic business unit of starter motors and alternators and purchasing manager.

Company Profile:

- Manufacturer of starters, alternators, electric motors, electrical controllers.
- Manufacturer of automotive, commercial and off road vehicles, material handling, industrial diesel engines.

Type of Partnership Sought:

- Mahindra&Mahindra.
- Ashok Leyland.
- Fiat Industrial.
- John Deere.
- JCB.
- Tata Motors.

LITOSTROJ POWER d.o.o.

<http://www.litostrojpower.eu>

Mr Drago Fabijan

Ph.D., General Manager

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Personal Profile:

Present: General Manager of Litostroj Power d.o.o., since 2009. Past: Member of the Management Board in different companies, financial and banking institutions.

Company Profile:

LITOSTROJ POWER is the company involved in the design and manufacture of power generation and industrial equipment as well as hydroelectric power plant engineering. Offering complete and customized solutions to its customers the company is capable of supplying water turbine units with an output power of up to 350 MW. Beside working on new plants, an important role within the scope of the group activities plays refurbishment, upgrading and modernization of the existing hydro power plant equipment and hydrotechnical constructions. Researches and model testings are carried out at the company's own hydraulic laboratory.

Beside the parent company Litostroj Power, located in Slovenia, the group also comprises the affiliates Litostroj Hydro in Canada, ČKD Blansko Engineering in the Czech Republic and Litostroj BH in Bosnia & Herzegovina, as well as representative offices in Egypt, Iceland, Croatia and Macedonia.

Company References:

In India: Over 50 years lasting cooperation with different Indian companies and local governments on more than 20 hydro power projects. Litostroj Power designed, manufactured and supplied equipment for: *Yamuna 1 HPP, Kadana HPP, Karikayam HPP, Jaldaka HPP, Periyar HPP, Sholayar HPP, Yamuna 2 HPP, Kodayar HPP, Tilari HPP* and for several small hydro power plants. The company also supplied a large number of big pumps for pump stations. The last of such projects was *Chokka Rao Pump stations*. The *Bhavani Kattalai Barrage HPP* 1,2,3 projects were realized on turnkey basis that included hydroelectric power plant equipment. Another turnkey project, the *Koyna Pump Storage Power Plant*, is still in progress.

Litostroj Power also cooperates with an Indian partner on projects carried out outside India.

On other markets: Projects in more than 50 countries, more than 22 GW total installed power, more than 800 turbines, more than 150 pumping stations, more than 1200 large cranes, 65 years of experience, more than 650 employees.

Type of Partnership Sought:

- New clients on new hydroelectric power projects (new plants, rehabilitations, upgrades, services);
- Directors/heads of investment departments in hydroelectric power plants;
- New suppliers (electrical and mechanical balance of the plant, site erection, contractors; providers, suppliers of raw material);
- Possible Joint-Venture with Indian companies;
- Trading companies or representatives interested in selling our products in India.

LUKA KOPER d.d.

<http://www.luka-kp.si>

Mr Dragomir Matić

President of the
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Personal Profile:

Dragomir Matić has a degree in traffic engineering. He started his career in the forwarding business and as early as in 1987 started working in Luka Koper as a port transport worker and has gradually risen to the position of the executive director for operations and logistics. From 2012 to the appointment of Luka Koper's Management Board President Matić was a deputy-director in an international forwarding company. He commenced his five-year term on 10th June 2014.

Company Profile:

Luka Koper (Port of Koper) – an Ideal Entrepôt to Central and Eastern Europe. It is a public limited company that operates 12 different terminals at the Port of Koper in accordance with the 35-year concession agreement. In conjunction with its subsidiaries supplements port activities and enrich the services provided by the Koper business and logistics centre. Port of Koper lies in the Northern Adriatic Sea, where the Mediterranean most deeply penetrates into the European continent. Consequently, it represents the shortest link from the Far East via Suez to Central and South-Eastern European markets, with excellent road and railway connections, and with a distance that is

about 2,000 Nm shorter compared to other North-European ports. The port's hinterland covers a vast area with a high economic potential and rapidly developing economies. The most important European business centers are less than a day away from Koper. This is why in addition to Slovenia, the major inland markets of Luka Koper are Austria, Italy, Hungary, the Czech Republic, Slovakia, Bavaria, Poland and the countries of the former Yugoslavia.

Logistics branch – port operations:

- Handling of cargo;
- Warehousing and value added services on cargo;
- Logistic support;
- Supply chain co-ordination;
- Distribution services.

Company References:

Maersk, CMA CGM, MSC, Evergreen, Hanjin, ZIM, Cosco, Cargo Partner, DHL, Gebruder Weiss, Kuhne Nagel, Schenker, Posco, Glovis, Samsung, KIA, Volkswagen, Mitsubishi, LG, Sony and others.

Type of Partnership Sought:

- Companies interested in the import and export of cargo to / from Central and Eastern Europe
- Logistic companies, shipping companies.
- Freight forward companies. Ports, terminal operators.

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Personal Profile:

Mr Tomaž Vidonja works as a customer development and marketing director at ICT Technology Network Institute and he's in charge of the Internet of Things Competence Centre »OpComm«.

He graduated in Electrical Engineering (1995) and has received his M.Sc. in Economics (2006) at University of Ljubljana. During 2007 and 2010 he visited the executive program in marketing and sales at Kellogg School of Management, Northwestern University, Evanston, IL, USA.

He worked for Iskratel, a global telco equipment manufacturing company (1995-2010). He was in charge of system group and later he ran the broadband product management group. He also established and ran the product marketing department and was responsible for many public and private funded R&D project consortia and was in charge of product innovation committee. In 2009 he established and was a CEO of a private company for innovation management.

Company Profile:

OpComm is Internet of Things competence centre with reach in CSEE (Central and South East Europe) region. It is run by ICT Technology Network, a 50 member ICT cluster, established in 2003 and registered as a private and non-profit institute.

OpComm develops technologies to gather, manage and analyse „big data“ and millions of connected devices as the next wave of the Future Internet development and few hundreds of billions USD global industry. Known as Internet of Things (IoT) and Machine to Machine (M2M) these technologies include sensors, wireless and fixed sensor networks around

us, data collecting systems and advanced analysis tools, addressing also data safety, privacy and visualisation.

CC OpComm provides common open cloud based IoT platform Occapi™ which is used for development of new products, services and applications for smart solutions in different industries. Occapi connects different types of sensors, sensor networks and gateways in order to connect applications to the physical world.

OpComm addresses particular challenges related to smart cities and secure/safecommunities, smart buildings and homes, smart asset management, smart factories and manufacturing, smart healthcare, wellbeing and smart energy.

Company References:

CC OpComm has together with its partners developed particular solutions in different industries based on the Occapilot platform. Existing product and solution portfolio consists of telco equipment management, work force and asset management, wellbeing and active life and many others. OpComm has established and each year runs annual international IoT/M2M event »Living bits and things« and is a co-founder and member of the international IoT Forum in Geneva.

Latest OpComm strategy and vision (2014-2020) include additional areas of IoT/M2M development like energy efficient manufacturing, lean production, smart solar systems including cooling/heating and also the IoT interoperability, certification and standardization centre.

By now neither CC OpComm nor ICT Technology Network has sufficiently developed any type of R&D or business partnership in India. In July we met a SensGrow (IoT company) CEO in New Delhi.

Type of Partnership Sought:

- Partners and investors for joint development projects for applications in India for smart cities, smart buildings, smart factories, smart solar systems, smart asset management and smart healthcare/wellbeing.
- Establishing joint (venture) IoT& M2Mbased technology design and development centre in Slovenia help India MSMEs reaching Europe.
- Partners and investors for joint development projects for applications in India for smart cities, smart buildings, smart factories, smart solar systems, smart asset management and smart healthcare/wellbeing.

PETRA STROJI d.o.o.

<http://www.pe-tra.com>

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Personal Profile:

Bachelor degree in Technical Mathematics. Graduated on 29th June 1976 (University of Ljubljana – Faculty of Mathematics and Natural Sciences).

Co-founder, core shareholder, President & CEO of one of the first private companies in the country, HERMES SoftLab – Ljubljana, from 1990 to 2002. Built the Company from 4 to over 700 employees, and established international business for Hermes SoftLab in USA, Germany, Austria, Hungary, Bosnia and Herzegovina.

Co-founder and CEO of PETRA Machines family owned company that designs, produces, sells and supports high quality band saw machines for metal cutting.

Slovene Entrepreneur of the Year Award – 1993. European Entrepreneur of the Year 1993 - Dublin. EFQM award 1998 in Slovenia. Finalist of EFQM Business Excellence award for SME (Small and Medium size Enterprises) - 1998. Marshal Award – awarded by the Wall Street Journal – Berlin, 1998 for innovation and job creation. Special award from GrowthPlus organisation – The New Europe Award - for high growth and entrepreneurial excellence, Brussels, 2002.

Company Profile:

Manufacturing of:

- Metal cutting Band saw machines.
- Cutting systems for cutting difficult materials (like Titanium alloys, stainless steels, die steels, ampc alloys, high temperature steels, etc.).

Company References:

In 2009 a JV company PETRA Machines India was established in Chennai and serves large Indian market with big export potential to neighbouring regions.

Type of Partnership Sought:

- Companies, looking for high volume automated metal cutting machines/solutions.

Company Profile:

Company has a JV company Fairwood Smart Greene Pvt Ltd based in Noida, India.

(<http://www.fairwoodsmartgreen.com>;
<http://www.solar-cybro.com>)

Main products and services:

- EPC for ground floor PV power plants.
- HW and SW for monitoring and management PV power plants.
- EPC for rooftop off-grid PV plants.
- iBMS – HW and SW for building management systems and energy efficiency in buildings.
- Automation & intelligence systems in meteo and water treatment.

Company References:

Our actual PV partners in India market:

ABB Ltd. India, Bangalore & ABB Ltd. Faridabad; Sterling & Wilson Ltd., Bangalore; Chemtrols Pvt. Ltd., Mumbai; EE Solutions, Mumbai; Gehrlicher Solar India Pvt. Ltd., Mumbai; Sun Edison Pvt. Ltd., Chennai; EverSun Pvt. Ltd., Bangalore; Enfinity Pvt. Ltd., Chennai; Larsen & Toubro Ltd., Chennai;

Madhav Group, Vadodara; CAPE Electric Corp., Chennai; OPS India Pvt. Ltd, Bangalore; Mahindra EPC Pvt. Ltd., Mumbai; Lanco Solar EPC, Gurgaon; NTPC Pvt. Ltd., Noida; and others. Additional PV projects in bidding phase.

Commissioned projects with Robotina. String Monitor Boxes: *SunEdison, 1 MW, Raisand – Gujarat; SunEdison, 1 MW, Ahmedabad - Gujarat; ACME Telepower, 15 MW, Khambhat - Gujarat; ABB/Soma, 1 MW, Nangal/Chandigarh - Punjab; ABB/Lanco, 1 MW, Bhatinda - Punjab; SunEdison, 1 MW, Narmada Canal - Gujarat; Sterling & Wilson, 2 MW, Rajgarh – MP.*

Type of Partnership Sought:

- Investors & developers in PV plants for large scale and rooftop applications.
- EPC Co. on PV market.
- Hospital, school, hotel owners & top managers.
- GOV key departments leaders for new technologies (rural, renewable energy sources applications).
- Building developers.

ROBOTINA d.o.o.

<http://www.robotina.si>

Mr Devid Palčič

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Personal Profile:

Devid Palcic is promoter director of Fairwood Smart Green and also the president of the board of Robotina d.o.o. He has a master's degree in business administration from Clemson State University, USA and a bachelor's degree in electronics engineering. He has been heading Robotina for last 22 years as the company head and has spearheaded the execution of multiple and diverse projects. Mr. Palcic has over 25 years of experience in different projects, i.e. EPC in solar PV power, off-grid solar PV power, O&M of solar plant and EPC of energy efficiency projects in automation, specifically: solar power plant monitoring & control systems, building management systems, custom made projects, industrial automation projects, environmental automation projects (water treatment in wide range, different weather and water stations).

He contributed in specification and design of most Robotina's products including, the result of the 10 years investment: Smart Green technology platform. Especially suitable for environmentally oriented solutions, sustainable energy systems, infrastructure projects etc.

Speaker at many conferences, author of scientific articles, he has been awarded for exceptional achievements from Chamber of Commerce & Industry of Slovenia in 2011.

Mr Andrej Vrbancič

B.Sc.Org.,

Project Manager for India

Fairwood Smart Greenen

Pvt Ltd



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Personal Profile:

Mr Andrej Vrbancič is a project manager of India – JV consultant in Fairwood Smart Green Pvt Ltd. He has graduated on Production Management, Faculty of Organizational Sciences, University of Maribor. In the business career he has been working as project manager in many roles, also having experience as crisis manager, business developer, project manager with skills on implementing ABC and KVP2 methods, special marketing knowledge.

RTA Agency d.o.o.

<http://www.rta.si>

Ms Katarina Karlovšek

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Personal Profile:

Ms Katarina Karlovšek graduated from the business school Gea College in Ljubljana, she is the owner and founder of RTA agency; events management, advertising, public relations and tourism. Katarina Karlovšek is in June 2012 impressed the representatives of Indian Bollywood industry of the beauties of Slovenia, as well as line producer participating in the first Shooting of Bollywood film production in Slovenia.

Company Profile:

We carry out the management of public relations for corporations, non-governmental organizations, public institutions, small businesses and entrepreneurs, musicians and other public figures. We advise, plan and implement marketing campaigns and advised numerous companies in entering foreign markets.

Company References:

Partnership with the Indian company Master Travel Corporation India TMIC as line producer involved in the shooting of the first film of Bollywood recorded in Slovenia

Type of Partnership Sought:

- Looking for business partners, Bollywood production houses, and offering them full support in making movies in Slovenia and Croatia.
- Indian hotel chains interested in investing in Slovenia and Croatia.
- Travel agencies interested in offering tourism programs in Slovenia and Croatia.
- Business partners for import of olive oil from Slovenia and Croatia to India.

LITOSTROJ STEEL Ltd.

<http://www.litostrojgroup.com>

Production Of Quality Steel Castings

Mr. Miroslav Gnamuš

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Personal Profile:

Mr. Gnamuš started working in company Litostroj Tovarna ulitkov d.o.o. in 1992 as a Quality Assurance Manager. One year after he was appointed to the position of Commercial Director, responsible for planning, coordination, work organization, human resources and management of the sales and purchasing departments. "Growing & development" was his objective and within a few years, in 1995, he became a General Manager, responsible for whole organisation and business processes of the company. His main achievements were development of the company from local to international level, set up several companies under the brand name Litostroj Group, and strengthen the reputation and presence on global markets.

Company Profile:

Litostroj Steel Ltd. is a specialized producer of complex, individually shaped castings made of steel and special alloys. The company focuses on supplies of components for hydro, gas and steam turbines, pumps, valves and shipbuilding to the global market. Since its founding in 1947, the company has developed from classic foundry to a high-tech cast steel plant.

The company has developed all crucial production capacities and gained advanced knowledge and techniques needed for the power plant machinery of tomorrow. Today, Litostroj Steel Ltd. is a synonym for giant 60-ton castings as well as for the knowledge, persistence and courage that its products carry in them.

Company References:

In India: ANDRITZ HYDRO, ALSTOM, BHEL.

On other markets: Austria: ANDRITZ HYDRO, VOITH HYDRO; Brazil: ALSTOM; Canada: ALSTOM, GENERAL ELECTRIC; China: ALSTOM, DONG FANG ELECTRICAL MACHINERY, DONG FANG TURBINE, HARBIN POWER EQUIPMENT, TIANJIN MACHINERY & ELECTRIC EQUIPMENT, ZHEJIANG FUCHUNJIANG HYDROPOWER EQUIPMENT; Czech Republic: ČKD Blansko; France: ALSTOM, ANDRITZ HYDRO, ABB; Finland: GENERAL ELECTRIC; Germany: VOITH HYDRO, STEAM TURBINE WORKS, ATLAS COPCO ENERGAS, DRESSER, SIEMENS, KSB, NOREVA, DANIELI; Great Britain: WEIR; Holland: IHC HOLLAND; Hungary: ABB; Italy: ANDRITZ HYDRO, NUOVO PIGNONE, TERMOMECCANICA, DANIELI, FINCANTIERI CANTIERI NAVALI ITALIANI;

Japan: HITACHI, MITSUBISHI HEAVY INDUSTRIES, TOSHIBA CORPORATION, VOITH FUJI HYDRO, EBARA CORPORATION; Mexico: ANDRITZ HYDRO; Netherlands: FLOWSERVE; Poland: DRESSER; Russia: JSC URALHYDROMASH, POWER MACHINES LMZ, STEAM TURBINE WORKS, NEM (NASOENERGO MASH); Scotland: WEIR; Slovenia: TURBOINSTITUT, SCT; Switzerland: ANDRITZ HYDRO; Ukraine: TURBOATOM; USA: ANDRITZ HYDRO, GENERAL ELECTRIC.

Type of Partnership Sought:

- Engineering companies active in energy machine building, supply of complex steel components.
- Machine building companies.
- Producers of magnesite and chrom magnesite bricks (refractories), alumina tubes.
- Producers of foundry chemicals and materials (insulation bricks, coating, HF grinding tools).
- Machine dealers for new and used machines (lathes, borers).

CCIS – Chamber of Commerce and Industry of Slovenia

<http://eng.gzs.si/slo/>

Mr Samo Hribar Milič

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■■■■■ Personal Profile:

Mr Samo Hribar Milic is the President of Chamber of Commerce and Industry of Slovenia and the General Manager of CCIS since June 2011. In last five years he acted an important role in social dialogue, being a member of Social Economic committee of Slovenia, as a representative of employers and a member of collective bargaining. He wrote more than 100 articles on Slovenian business and social situation and also different studies and essays published in several Slovenian media. He has master degree in sociology.

Ms Nataša Turk

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■■■■■ Personal Profile:

Ms Nataša Turk has been working as a head of Asia and MENA Desk, at the CCIS-International Relations Department, for more than a decade now. She is the author of a business guide of »India Consumer's Koromandija«, a publication on business and investment potential, practices and business etiquette, relevant for Slovenian businessmen, entering Indian market, published by the CCIS. Ministry of Foreign Affairs of the Republic of Slovenia, rewarded her with a special recognition for excellence master's thesis, on *Analysis of Indian Business Environment and Business Opportunities for Slovenian Companies* the, Faculty of Economics, University of Ljubljana in 2010.

CCIS's Profile:

The CCIS is a non-profit, non-governmental, independent business organization representing the interest of its members and is Slovenia's most influential business association. CCIS unites under its roof 25 branch associations representing all sectors of Slovenian Economy. CCIS operates a network of 13 regional chambers.

ICPE - INTERNATIONAL CENTER FOR PROMOTION OF ENTERPRISES

<http://www.icpe.si>

Mr Janez Podobnik

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■■■■■ Personal Profile:

Mr Janez Podobnik has been the ICPE Acting Director General since March 2012. During his career, he was a Mayor of Idrija (1990-1992), member of the first National Assembly of the Republic of Slovenia (RS) (1992-1996), Mayor of Cerkno (1994-1998), President of the National Assembly of the RS (1996-2000), member of the third National Assembly of the RS (2000-2004), member of the Parliamentary Assembly of the Council of Europe (2000-2004), observer in the European Parliament for the RS (2002-2004), member of the European Parliament (2004), Minister for Environment and Spatial Planning in the Government of RS (2004-2008), President of the European Council of European environment ministers during Slovenian presidency of the EU Council 2008, Director of the ECPD International Institute for Sustainable Development, Urban Planning and Environmental Studies in Ljubljana (2009-).

Ms Sara Arko

Cult. Anthr., ICPE Project Manager

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■■■■■ Personal Profile:

Ms Sara Arko is a Project Manager at ICPE, responsible for the development of projects in cooperation with institutions of the Government of India. She organized and conducted several short-term training programmes for officials of the Government of India. She is a cultural anthropologist and a PhD candidate at the Department of Ethnology and Cultural Anthropology, Faculty of Arts, University of Ljubljana, focusing her research on application and the role of anthropological knowledge in international development and economic cooperation, and diplomacy.

ICPE's Profile:

ICPE is an intergovernmental organization with 18 member states, headquartered in Slovenia. India is one of its most active member states and is presiding over the ICPE Council (current president of the Council is Shri O. P. Rawat, Secretary at the Department of Public Enterprises, Ministry of Heavy Industries and Public Enterprises, Government of India). ICPE is internationally active in the field of public-private partnerships, public enterprises, good governance, and energy efficiency. Since its establishment as a research, training and consulting institution in 1974, ICPE has been cooperating closely with the Government of India institutions, educational institutions, as well as public and private enterprises, especially in the following fields:

- short-term training programmes organized at ICPE,
- international MBA programme, conducted for 21 years in cooperation with the Faculty of Economics, University of Ljubljana, and
- organization of conferences and seminars.

ICPE maintained strong links with the Department of Personnel and Training, Ministry of Personnel, Public Grievances and Pensions (GoP) in the field of long- and short-term educational programmes. In the period 2010-11, ICPE conducted

training programmes for the following institutions:

- ISTM, Institute of Secretariat Training and Management, New Delhi (6 programmes),
- NIFM, National Institute of Financial Management, Faridabad (2 programmes),
- DARPG, Department of Administrative Reforms and Public Grievances, New Delhi (2 Programmes),
- FIIB, Fortune Institute of International Business, New Delhi (1 Programme).

ICPE also established fruitful cooperation with the following institutions:

- IPE, Institute of Public Enterprise, Hyderabad and
- IIPA, Indian Institute of Public Administration.

Type of Partnership Sought:

The ICPE is an intergovernmental organization headquartered in Ljubljana, Slovenia (EU), with member states from Latin America, Asia, Africa and Europe, mandated to pursue and promote international cooperation in areas related to the transfer of technology, sustainable entrepreneurship and promotion of knowledge-based societal change through research, training, consultancy and information services in these fields.



<http://www.sloind-ps.si>