



TechVision Security Consultants Pvt Ltd

373, Ward XI, Civil Station-Kunnumpuram Road,
Kakkanad, Kochi 682030, India

Ref: TVS/Sem/012

16 June 09

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Executive Director

Cmdt NS Pillai,
(Retd)
Executive Director

TECHVISION SECURITY SEMINAR CUM EXPOSITION **SPONSERSHIP PLANS**

1. Let me first introduce **TechVision Security Consultants Pvt Ltd**. We are a group of professionals, with over three decades of domain experience and core competence on the subject of modern security. Our team comprises of senior military and IPS officers, retired from active service. **We are focused on overall enhancement of physical security environment, enrichment of end-user awareness related to physical security technologies.** We also study our clients' security requirements and discuss available technology solutions and applications that can improve their organization's overall security, loss prevention and risk management needs. Also, we undertake Project Management, Quality Assurance, Site Inspections, Security Risk Analysis and assistance towards Preparation of Vendor Documents, Bid Preparations, Technical Evaluation, and recommend the Best Course of Action.

2. Our "Centre for Excellence" in **TechVision Security Consultants Pvt Ltd** is organizing a Seminar cum Exposition on "Unite & Fight Terrorism" from 08:30 AM until 07:30 PM on Sunday, 26 Jul 2009, at Hotel Gateway, Ernakulum, (Taj Residency), Kochi, Kerala, India. The details are in the succeeding paragraphs.

3. On 26/11/2008, for almost sixty hours, Mumbai, the financial capital of India, witnessed a series of terrorist attacks, multiple hostage crises, mindless killings, fierce gun battles, and in the end, a disrupted life. The terrorists struck major targets including luxury hotels and a Jewish Centre frequented by Westerners and elite Indians, to be holed up later inside these buildings with innocent civilians as hostages. Prior to this, on that fateful Wednesday evening, they had targeted at least seven more places, and went on a killing spree.

4. Irrespective of the strong and concerted world response against the acts of these stateless perpetrators, the process to spread terror in India is continuing unabated from across the border. If the intelligence and news reports are to be believed, all out efforts are being made, not only through the western and eastern borders of India, but also through the lengthy coast line, to infiltrate and push these stateless & mindless actors into India. The resultant fear has resulted in panic buying and installation of security related gadgets, without any professional assistance or advice.

5. **Boom or Boon for Business?** The terror attacks on Mumbai and increasing security concerns spell boom time for at least one industry in a time of global meltdown - the business of physical and electronic security solutions, which consists of not only hiring security guards, but also, consultancy on creation of secure



environment and setting up of automated technology controls and gadgets. We believe this will further give rise to markets for security items as also increased job opportunities.

6. In order to create awareness, and to organise large users, vendors and major organisations under one umbrella, we are conducting a one-day seminar at Kochi. We are proud to present this important seminar, featuring several of the nation's most prominent experts in physical security, identity security and management, from law enforcement, government and academia. This summit will address the current and near future security challenges faced by government, commerce, individuals and others. Current and emerging threats, counter measures, technology and research thrusts in the modern physical security environment will also be discussed. By organising the event, we aim to provide an ideal platform for initiation of professional interaction among top national and international professionals, vendors, OEMs and integrators, working in the field of modern Physical and Electronic Security, with vast network of prospective end-user clients, law enforcement officials, government and major enterprises. Above all, it is an ideal stage to **educate our End-Users and Customers on latest security threats and solutions, importance of Public-Private Partnership, as also to link up between various security stakeholders, viz, manufacturers, OEMs, renowned Security Suppliers, resellers and Security System Integrators (SI). Together, we will address the Public- Private Partnership to "Unite and Fight Terrorism"**.

7. Our list of invitees (End Users) includes, top officials from State and Central Govts, representatives from institutions and major enterprises like Hotels, Restaurants, Malls, Jewellery Shops, Hospitals, Religious Institutions and Shrines, Air & Sea Ports, Nuclear and other Power Plants, Major Dams, Educational Institutions, Oil Refineries, Ship Building Yards, other major private sector & public sector factories and ventures, as also such high value establishments with security vulnerabilities in the present day environment. Similar representation from other such high value critical infrastructure establishments is also expected. Following dignitaries have given their preliminary concurrence to attend the seminar:-

- Shri A.K, Antony, Honourable Defence Minister of India. *
- Shri Kodyeri Balakrishnan, Honourable Home Minister of Kerala.
- Shri Mullappalli Ramachandran, Honourable Minister of State for Home (India).*
- Dr. Shashi Tharoor, Honourable Minister of State for External Affairs (India). *
- Prof. KV Thomas, Honourable Minister of State for Agriculture (India). *
- Shri Hormis Tharakan, IPS, DGP (Retd), Ex Chief of RAW.
- Shri Jacob Punnose, DGP, Kerala State Police.
- Senior Officers from Armed Forces and Indian Police Service.

*Availability Subject to exigencies of Parliament Session.

8. The subjects that will be covered in the Seminar are as follows:-

- Join Hands and Fight Terror.
- Contributing towards a Safe and Secure World.



- Public-Private Participation (PPP) - New Formula in Fight Against Terror.
- Role of Private Agencies in Combating Modern Terrorism.
- Solutions to Coastal and Maritime security threats.

We are sanguine that this Seminar cum Exposition will be an ideal summit for meeting of high level Indian and International Security Professionals, prominent and front-line OEMs of security products and its prospective clients/end-users.

9. You would like to, I am sure, make use of this major opportunity, on 26 Jul 09, to meet up with international security professionals working in the field of modern Physical and Electronic Security at Hotel Gateway, along with the manufacturers, vendors, OEMs, systems integrators, law enforcement officials, various defence agencies, major enterprises and end-user clients who share a common interest, affiliation or/and goals – all under one umbrella.

10. **Exhibitor Profile.** Our forum provides a unique opportunity to the exhibitors to meet every spectrum of people under one umbrella. Due to the large enquires, we are according priority to the exhibitors of products related to Aviation and Airlines Security Systems, Operations/Security Control Centre Systems, Passenger Screening (Metal, X-ray, Trace), Automotive Tracking Systems, Automotive Security Systems, Perimeter Security Systems, Radio Systems, Surveillance Systems & Intruder Detectors, Tagging and Tracking Systems, Threat Image Projection Systems, Videophones, Counter Surveillance Equipment, Detection Devices (CBRN-Chemical, Biological, Radiological & Nuclear Threats / Gas Detector etc.), Indoor & Outdoor Security, Maritime Security, Cargo and Baggage Screening, Mass Passenger and Hand Baggage Screening, Biometrics, Access Control Systems, Alarms & Alarm Systems, Building Management Systems, CCTV and Remote Monitoring Control Systems, Control Station Equipment, Detection & Alarm Systems, Encryption Technologies, Guard Control & Monitoring, Identification Systems, Smart Card Solutions, Retail Security Systems, Integrated Security Management Systems, Metal Detectors & X-ray, Screening Equipment, Monitoring Technology and Systems, Armoured Vehicles, Network Security Systems, Surveillance and Intrusion Detection, VIP Protection, Ground Support Equipments, Blast Containment, Networking and Systems Integration Devices, Automation Systems and other emerging Technologies.

11. **Sponsorship Schemes & Packages.** We are focused to showcase the best of the multi-dimensional security products during the expo. Hence, we have quite flexible sponsorship schemes for the sponsors. However, it will be awarded selectively on “First come – First serve” basis. A range of stall options is available, depending on how you want to portray your company or organisation, your branding, staffing capacity, display products and budget.

- **Raw Space.** INR 6,000.00 per square meter. The exhibitor is free to design and build own unique exhibition stand. Additional services, such as furniture, display equipment, electrical items and AV are available directly from our official contractors. Our Operations Team has an approved list of contractors, and will provide you the best of support.



- **Shell Pack.** INR 8,000.00 per square meter. For a stall of 2.5 x 2 meters, we would provide: -
 - Floor space with Carpet.
 - Two Tables, two chairs and waste paper basket.
 - White panel walling and name board.
 - Lights and Power Sockets.

- **Combo Packs.**
 - (a) **Platinum Sponsors.** Contributors of INR 100,000/- or more.
 - Choice of stall space, (**based on above floor packs**) for product exhibition.
 - Proportionate size of letters in advertisements.
 - Prominent LOGO boards at the back-drops of press conferences.
 - Will be empanelled for all tenders/projects.
 - Earmarked seating for three persons/ reps.

 - (b) **Gold Sponsors.** Contributors of Rs. 50,000/- or more, but less than Rs. 100,000/-
 - Choice of stall space, (**based on above floor packs**) for product exhibition.
 - Proportionate size of letters in advertisements.
 - LOGO boards at the back drops of press conferences.
 - Will be empanelled for all tenders/projects.
 - Earmarked seating for two persons/ reps.

 - (c) **Silver Sponsors.** Contributors of Rs. 25,000/- or more, but less than Rs. 50,000/-
 - Choice of stall space (**based on above floor packs**) for product exhibition.
 - Proportionate size of letters in advertisements.
 - Empanelment for selected tenders/projects.
 - Earmarked seating for one person/ rep.

 - (d) **Theme Host (Live Demo).** We are also looking for major product manufactures, OEMs, or their channel partners, who can set up a full and comprehensive security cordon/setup at the venue in order to showcase security technologies that can be deployed for an indoor public gathering involving VIPs.

 - (e) **Other Sponsorship Offers.** We are also inviting sponsors for various other sponsorship programmes such as Co-Host, Parking, Brochures, Lunch, etc.

12. For further details and sponsorship enquiries, please get in touch with Cdr Jacob J Koottummel (Retd), Jacob@techvisionsc.com or on cell +91-989-525-0011.

13. **Details of Payment.**

- **Indian Rupees Payments.** Preferably by **Demand Draft, drawn on Union Bank of India, Kakkanad, in favour of TechVision Security Consultants Pvt Ltd** or local Cheque.



- **Corresponding US\$ / Euro Payments by SWIFT Bank Transfer.**
 - Account Code No. 38540 10100 36180
 - Swift Code No. UBININBBKCH
 - IFSC Code No. UBIN0538540
 - Beneficiary Name. **TechVision Security Consultants Pvt Ltd**
 - Purpose. Participation charges for "Unite & Fight Terror"

NB: *Please note that the confirmation of your Booking is subject to receipt of 100% advance payment with application. On receipt of your intimation on remittance, we may take up to five working days to issue a confirmation to you.*

14. Enclosed are a copy of Seminar Brochure and connected documents. We keenly look forward to meeting you at the seminar.

With Warm Regards,
Sincerely,

A handwritten signature in blue ink, appearing to read "Brig BU Kumar", is written over a horizontal line.

Brig BU Kumar
Managing Director
For TechVision Security Consultants