



## From India to Atlanta: Smart City Solutions Thursday, May 24<sup>th</sup>, 2018



Ross Malme  
Skipping Stone Partner

On Thursday, May 24<sup>th</sup>, Skipping Stone and the Atlanta law firm of Thompson Hine along with Co-Sponsors, Georgia Indo American Chamber of Commerce (GIACC) and Technology Association (TAG), produced a workshop and networking reception entitled, "From India to Atlanta: Smart City Solutions." Over the last year Skipping Stone and Thompson Hine have produced a series of networking events on technical innovation, entrepreneurship and international business. This initial Smart Cities event spotlighted the explosive growth of Smart Cities and on the business opportunities for technology and service companies. India, selected as the focus of the event, will be experiencing enormous market growth as planned by their government over the next several decades, is the largest democracy in the world, and is one of the US' best international trade partners.



Anita Ninan,  
GIACC Chairperson



Sam Makhlof,  
BOD TAG Smart Energy Society



Greg Chafee,  
Thompson Hine Partner

### Event Featured Speakers included:

- Honorable Nagesh Singh, Consul General of India to the Southeast US
- Dr. Hari Eppanapally, Vice President, Global Info Tech Division, Bank of New York Mellon
- Stephany Stuckey, Chief Resilience Officer, City of Atlanta
- Andrea Pinabell, President, Southface
- Prasanna Venkatesan, President and CEO, Landis+Gyr Americas
- Denise Quarles, Chief City Executive, Siemens Corporation

To download a copy of the event's compiled presentation, please [click here](#).

## Introduction



Co-moderators Skipping Stone Partner Ross Malme, and Thompson Hine Partner Greg Chafee set the stage for the workshop, which was attended by over 100 business, government and diplomatic representatives from Atlanta and across the Southeast.



## Keynote Address on India Smart Cities



Honorable Nagesh Singh,  
Consul General of the  
Republic of India

The Honorable Nagesh Singh Consul General (CG) of the Republic of India for the Southeastern United States opened his remarks by stating that India is the world's second most populous country with over 1.3 billion people and a \$2.5 trillion-dollar economy. An economy, growing at 7-8% per year, that is forecasted to become the 3<sup>rd</sup> largest in the world by 2020. Bilateral trade between India and the US is about \$120 billion per year with about \$28 billion directly invested by the US in India and about \$15 billion in the US by India annually.

Consul General Sing pointed out that forecasts have 65% of the developing world and 86% of the developed world living in urban areas by 2050, with the top 750 smart cities generating two-thirds of the global GDP by 2030. The last Indian census (2011) placed India's urban population at about 377 million people, which is predicted to grow to 600 million by 2020. Although 70% of India's population lives in rural areas, 63% of GDP comes from the cities... underscoring that 30% of the population is producing 63% of GDP, as well as the importance of India's cities to its economic health.

In 2014, the Indian government launched *The Smart Cities Mission* to develop 100 smart cities over a 5-year period to improve livability and promote economic development. The objective is to provide code infrastructure that gives a decent quality of life to its citizens, a clean and sustainable environment, and an application of smart solutions. The initiative is developing code infrastructure and elements of smart cities, such as adequate water supply, assured electricity supply, sanitation, waste management, etc.

In addition, the *Housing for All* initiative was undertaken as the rural poor in India are still challenged by lack of shelter. The government's goal is to ensure adequate housing for the entire population by 2022.

India will spend an estimated \$31 billion between 2016 and 2020 to implement Smart Cities, thus providing considerable opportunity to US companies to get involved, invest, and do business in the Indian market, which is lacking in areas of technology, transportation, energy, water supply, etc. To implement the Smart Cities project, India is working to eliminate some of the government red tape, functioning more like a private sector company in terms of project formulation, management, and appraisals.

CG Singh ended his keynote address by issuing an invitation for US businesses to visit India and engage in this tremendous Smart City growth opportunity.



## Smart City Panel Discussion

Co-moderators Ross Malme and Greg Chafee introduced the panelists (panel bios available upon request) allowing them to give a brief overview of their roles within their various organizations, as well as their vision of the future of Smart Cities.



### Denise Quarles | Siemens Corporation



Denise Quarles,  
Siemens Corporation

Ms. Quarles, Chief City Executive, SE Region, shared that Siemens is a 160-year-old company operating in India for 150 years. Siemens has deep involvement in Smart Cities on a global basis, with nearly 20,000 employees in India, and is heavily involved in India's Smart City initiatives. In Atlanta, Siemens is part of the deployment infrastructure of Smart Transportation, including the Atlanta Street Car.

### Prasanna Venkatesan | Landis+Gyr



Prasanna Venkatesan,  
Landis+Gyr

Mr. Venkatesan, President & CEO L+G Americas, introduced L+G as the #1 provider of Smart Grid energy management solutions. L+G builds a communications network canopy over the city and enables all the devices (smart meters, smart streetlights, smart sensors) beneath it. L+G finds technology to scale and interoperate with other companies and products, recognizing that no one company can deliver all the Smart City solutions. "For L+G, one of biggest charters of the Smart City is around resilience, safety and security.

### Stephanie Stuckey, City of Atlanta



Stephanie Stuckey,  
City of Atlanta

Ms. Stuckey, the Chief Resilience Officer (CRO) for the City of Atlanta, explained that the CRO's role is often to resist traditional ways of thinking as smart technologies and innovation can be messy. She works with a diverse stakeholder group to facilitate creative thinking in an effort unravel some of the complex problems cities face. Atlanta is working toward becoming a Resilient City with the Rockefeller Foundation Program, which spans 45 countries and six continents, including four cities in India.

### Andrea Pinabell, Southface



Andrea Pinabell,  
Southface

Ms. Pinabell is the President of Southface, a private not-for-profit organization focused on research, design, and development of a regenerative economy. Andrea described the Southface role in developing a regenerative economy as follows:

- Collaboration
- Leading
- Educating
- Advocating
- Researching

### Scott Jenkins, Mercedes Benz Stadium



Scott Jenkins,  
Mercedes Benz Stadium

Mr. Jenkins is the General Manager of Mercedes Benz Stadium, home of the Atlanta Falcons football team and Atlanta United professional soccer team. The stadium also hosts such events as the Chick-fil-A Peach Bowl, the SEC

Football Championship game, the 2018 National Championship football game, and the 2019 NFL Superbowl. Scott pointed out that the stadium, which opened in 2016 at a cost of \$1.6 billion, is the first LEED Platinum stadium in the world. The stadium features the world's largest scoreboard and a unique retractable roof.

### Dr. Hari Eppanapally, Bank of New York Mellon

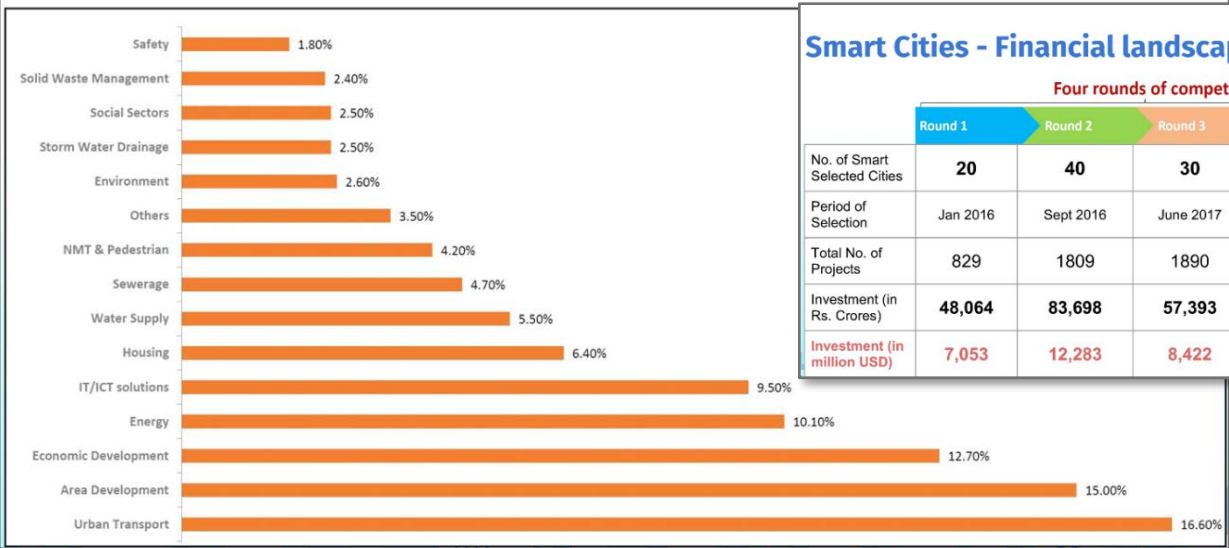


Dr. Hari Eppanapally,  
Bank of New York Mellon

Dr. Eppanapally, VP, Global Info Tech Division, is an expert both on Smart Cities and on their evolution in India. He underscored that India is becoming a global leader in all aspects of IT, especially in the development of Blockchain technology as it pertains to all

industries and specifically as it pertains to Smart Energy and Smart Cities. India represents arguably the fastest growing Smart City market in the world and represents a huge opportunity for US company participation.

## Smart Cities - Investment / Opportunities



### Smart Cities - Financial landscape

Four rounds of competition

	Round 1	Round 2	Round 3	Round 4	Total
No. of Smart Selected Cities	20	40	30	9	99
Period of Selection	Jan 2016	Sept 2016	June 2017	Jan 2018	-
Total No. of Projects	829	1809	1890	262	4790
Investment (in Rs. Crores)	48,064	83,698	57,393	12,823	201,978
Investment (in million USD)	7,053	12,283	8,422	1,882	29,640

Following the workshop, the speakers and attendees enjoyed a networking reception sponsored by Thompson Hine to address questions of the speaker and event sponsors. For more information on this event and future events please contact Ross Malme, Partner, Skipping Stone at 678-837-1630 [rmalme@skippingstone.com](mailto:rmalme@skippingstone.com) or Greg Chafee, Partner, Thompson Hine at 404-407-3642 [greg.chafee@thompsonhine.com](mailto:greg.chafee@thompsonhine.com).