



Pre-Departure Seminar on

Doing Business in India

Friday, November 18, 2011

Speaker Bios

Mr. William P. Cook

Chair, Communications, Privacy & eCommerce Practice Group
Partner, DLA Piper

William Cook chairs the firm's Communications, eCommerce and Privacy Group and represents the largest telecommunications and media companies in the U.S. He focuses on strategic advice and planning, particularly with regard to competition and market entry issues; complex partnership structuring and mergers & acquisition agreements; privatization; global regulatory compliance; commercial and government contracts and procurement issues; licensing agreements; and industry related intellectual property and restructuring issues.

Mr. Cook also represents clients in the federal courts and before regulatory bodies, both in the U.S. and overseas, including the FCC, state public utility commissions, local cable franchising authorities, and various federal agencies, including the U.S. Department of Justice. Also a member of the Firm's Government Affairs Group, Mr. Cook helps clients focus on the formulation and utilization of public policy, and related legislation and regulations, at the local, state, and national levels.

Active in Latin America, the Middle East, and Asia, Mr. Cook co-chairs the Firm's U.S.-India practice and is a member of its global India Coordination Team (ICT). He represents clients from those regions in matters involving M&A transactions and joint ventures, as well as on the national security aspects of doing business under U.S. law, including the Foreign Agents Registration Act (FARA), the Committee on Foreign Investment in the U.S. (CFIUS), the Electronic Communications Privacy Act (ECPA), the Patriot Act and the Foreign Intelligence Surveillance Act (FISA).

Included in his long service with the US government, Mr. Cook served as General Counsel of the Immigration & Naturalization Service. Prior to that assignment, he served as Senior Counsel in the Office of Legislative Affairs (OLA), Department of Justice, where his portfolios included national security, national defense, and immigration matters. His government service also includes assignments at the National Security Agency (NSA), and in the Office of Intelligence Policy and Review (OIPR), Department of Justice. In addition, Mr. Cook has extensive litigation experience as a trial attorney with the Department of Justice's Civil Division and in the United States Attorney's

office in Baltimore, Maryland, where he represented the US Food and Drug Administration in several high-profile seizure actions.

A retired commander in the US Navy, Mr. Cook is a combat veteran of Operation Desert Storm, where he served on the staff of COMIDEASTFOR and as naval liaison officer to the Government of Kuwait and as naval advisor to the Kuwaiti Navy. He is also a veteran of combat contingency operations in Grenada and Lebanon and served on the Sixth Fleet Counter-Terrorism Task Force.

Mr. Cook also advises various nonprofits. He is a member of the Board of Directors of the Atlantic Legal Foundation, as well as the National Veterans Legal Services Project (NVLSP), serves as general counsel (*pro bono*) of the Friends of Cancer Research, and is a Member of the Board of Visitors of Southwestern Law School.

He has a BA from George Washington University and J.D. from Southwestern University. He has published in The Wall Street Journal and has been a commentator on CNBC and Fox Business News, among others.

Dr. Raj S. Davé

Partner, Pillsbury Winthrop Shaw Pittman LLP
Chairman, India-US World Affairs Institute, Inc.

Raj Davé focuses on strategic intellectual property counseling, patent prosecution, dispute resolution, licensing, technology transactions, intellectual property mining and enforcement, reexamination and reissue practice, pre-litigation opinions and patent litigation.

He represents U.S. and foreign clients in the areas of chemistry, biotechnology, physical science, materials and polymer science, life science, nanotechnology and electronics, in matters relating to biochips, bioinformatics, biophysics, biomedical, business method, combinatorial chemistry, composites and polymers, digital health, fuel cell, holographic and magnetic media, information technology, internet and software, lasers, medical devices, micro-electro-mechanical system (MEMS), optics, pharmaceuticals, telecommunications and wireless devices.

His clients include major corporations who are world leaders in technological innovation, including several Fortune 100 companies. He has extensive experience managing large patent portfolios in several diversified technologies, including business method, hardware, and software technologies. In addition, he has carried out extensive due diligence analysis on patents on gaming and financial transactions.

Prior to joining Pillsbury, Dr. Davé was a partner at Darby & Darby and Morrison & Foerster, and served as co-head of the Nanotech & Materials group at Morrison & Foerster.

Dr. Davé is the Manager of the India Project of the George Washington University School of Law, where he is responsible for organizing an annual delegation of intellectual property judges and

lawyers to India. He is on the Board of InventNow.Org of the National Inventors Hall of Fame Foundation.

Dr. Davé is the recipient of several technical and legal writing awards. He has made over 25 technical presentations and over 30 legal presentations at conferences and symposia in the U.S., India, China, Japan and the UK. Dr. Davé is the author or co-author of more than 30 scientific publications in the area of polymers and composite materials, and numerous legal publications. Dr. Davé is the co-editor of a book entitled *Processing of Composites*, and is admitted to practice law in the District of Columbia and Connecticut.

He has a bachelor of Science degree in Chemical Engineering from the Indian Institute of Technology, an M.S. from Washington State University, D.Sc. from Washington University in St. Louis, J.D. from University of Connecticut School of Law, and LL.M. from George Washington University School of Law.

Dr. Hitendra Ghosh

Chief Quality Officer and Vice President
Hughes Network Systems LLC
Hughes Communications India Limited

Hiten Ghosh is Vice President and Chief Quality Officer of Hughes Network Systems, LLC, Maryland and a member of the US-India Business Council (USIBC) of the US Chamber of Commerce and US Quality Council of the Conference Board. He has been Co-President of Pan IIT (India Institute of Technology) Corp. USA (2005-2006), which is the umbrella organization of seven IIT Alumni Associations representing more than 40,000 IIT alumni in the United States.

Dr. Ghosh has received Outstanding Invention Achievement award from IBM, Management Excellence award from Unisys Corp., and Corporate Quality Management Award from Hughes Electronics. He has served on the Board of Directors of Tata-Unisys Corp, India and currently is on the board of IIT Alumni Foundation and CAP IIT Corp. USA.

In his previous positions, Dr. Ghosh held many functional and area management position in IBM. He was Corporate Vice-President of quality management and VP of financial product development in Burroughs Corporation before becoming Corporate Vice President of Quality and Customer Satisfaction of Unisys Corp., prior to his current position with Hughes Network Systems..

Mr. William Houck

International Trade Finance Specialist
US Small Business Administration

Bill Houck has 26 years of international trade finance, trade credit,, and corporate credit risk management experience. He's held management positions with the Export Import Bank of the United States and private sector companies specializing in asset based lending, corporate credit

card risk management, and global capital market originations. Bill is SBA's international trade finance specialist for the Northern Virginia Export Assistance Center in Arlington, VA where he works with small business exporters and lenders in DC, VA, MD, WV, and DE.

Dr. Vinod K. Jain

President & CEO

India-US World Affairs Institute, Inc.

Vinod Jain is President & CEO of the India-US World Affairs Institute, an independent, non-profit, 501(c)(3) research and educational organization. He serves on the faculty of the Robert H. Smith School of Business, University of Maryland, and is the founder and former director of the Center for International Business Education and Research and an affiliate professor in the Latin American Studies Center at Maryland. A Fulbright Scholar and true cosmopolitan, Vinod has lived and worked in India, United States, Western Europe, Eastern Europe, China, and the Middle East.

Vinod teaches Strategy, Global Strategy, and Competing in Emerging Markets on Smith School's MBA program stateside and has taught on Smith's Executive MBA programs in China and Switzerland. He has also taught at the University of Lodz, Poland, and IIM Bangalore. He is the recipient of five federal grants for his universities with a combined budget of over \$2 million, each with the objective of strengthening America's international competitiveness. And, he has been honored by the Governors of both Ohio (2001) and Maryland (2004) for his services to their states.

Prior to returning to academia, Vinod worked in industry for many years and held middle and senior executive positions with multinationals, including Vice President (Macmillan Publishers), Manager Coordination (Molins PLC), and Marketing Research Executive (Coca-Cola). He continues a deep involvement with business and industry through research, seminars/conferences, and speaking engagements. He has consulted for MNCs and non-profit organizations and has conducted over 100 executive seminars in Brazil, China, India, Poland, and the United States. Vinod is the co-author of a major study on "*How America Benefits from Economic Engagement with India*" (2010), published by the India-US World Affairs Institute with support from FICCI and University of Maryland.

He is a member of Academy of International Business, Academy of Management, Asia Society, Mensa, and serves on the Maryland-Washington D.C. District Export Council. Vinod has a Ph.D. in Strategy from the University of Maryland, a Master's in Management from UCLA, and M.S. and B.S. (Hons.) in Statistics from the Indian Statistical Institute, Calcutta.

Mr. Vinay Mohan Kwatra

Minister (Commerce)

Embassy of India

Vinay Kwatra heads the Commerce Wing in the Embassy of India, Washington DC, a position he has held since May 2010.

Minister Vinay Kwatra joined India's Diplomatic Service in 1988. As a career Diplomat, his first assignment was in Geneva, where he dealt with several UN organizations including Conference on Disarmament, International Labour Organization (ILO), World Health Organization (WHO), Commission on Human Rights, etc. He then took up assignment at the Indian Consulate in Durban, South Africa, where he was primarily responsible for commercial and economic work. He served at the Indian Embassy in Tashkent in the Political and Economic Wing. In Delhi, he worked as the Director dealing with India's relations with Iran and Afghanistan, including India's development program in Afghanistan.

His overseas assignments have also included a posting as Counsellor (Commerce) and Deputy Chief of Mission to the Indian Embassy in China.

Before taking over as head of the Commerce Wing in the Embassy of India, Washington DC in May 2010, he was Director and Head of Economic, Trade and Finance issues at the South Asian Association for Regional Cooperation (SAARC), where he was primarily responsible for development and implementation of regional trade agreements on trade in goods, trade in services and related trade facilitation matters.

Vinay Mohan Kwatra has a Master of Science degree as well as a Diploma in International Relations. He has also participated in various study programs including the Disarmament Fellowship of the Conference on Disarmament and Special Programs for the Commercial Representatives of the Government of India. He speaks French and has a working knowledge of Russian.

Mr. Kabeer Minhas

Managing Partner, GlobeTap

Kabeer Minhas, Managing Partner with GlobeTap, has over 10 years of experience in finance and international relations. He earned his B.S. from the University of Maryland at College Park and an MBA in Finance from American University, Kogod School of Business. He has provided top level care in his consulting work for major medical sciences institutions and life science companies, as well as telecommunication and aviation companies.

GlobeTap provides advisory services to small and medium sized enterprises (SMEs) seeking to obtain long term loans from the United States Overseas Investment Corporation (OPIC) and International Finance Agencies to start and/or expand their business or projects in eligible developing countries. This includes preliminary submission strategy, assistance in developing business plans and financial projections, and guiding them through the loan process from start to finish.

Our consulting services include new geographic market entry, including identification of reliable local partners and customers, political and economic risk assessment. We also specialize in advancing the foreign and economic policy interests of global companies, government entities

and nonprofit organizations throughout the world. Among the firm's many areas of expertise are the expansion of diplomatic channels, and international negotiations – with an emphasis on fostering joint ventures and other business relationships primarily in the energy, aviation, and finance sectors.

Mr. Stephen K. Morrison

Commercial Officer
U.S. & Foreign Commercial Service
U.S. Department of Commerce

Steve Morrison was appointed to the Foreign Service of the United States on December 15, 1991 and again on January 13, 1997. He is currently on assignment to the U.S. Export Assistance Center in Baltimore, Maryland where he works with the Maryland aerospace and defense industries and the region's Office of Africa. From 2007 to 2010, he was the regional Senior Commercial Officer at the U.S. Embassy in Dakar, Senegal where he and his staff promoted U.S. exports to approximately 20 primarily French-speaking West and Central African countries.

Prior to 2007, Mr. Morrison was the Commercial Advisor to the U.S. Mission to the Organization for Economic Cooperation and Development (OECD). His responsibilities included the steel, telecommunications, computers and information, small and medium enterprise, tourism, and science and technology sectors. He has also served in Mexico, Spain, and was the Director of the Commerce Department's International Trade Administration office in Los Angeles, California. From 1986 to 1991, Mr. Morrison was a Senior International Trade Analyst in the Office of the Secretary of Commerce in Washington, D.C.

Mr. Morrison has a Master's Degree in Public Policy from the University of Michigan, a Bachelor of Arts from Kalamazoo College, and he completed Ph.D. coursework at the Centre des Etudes Diplomatiques et Strategiques in Paris, France. He was awarded the Commerce Department's Bronze Medal for individual achievement in 2006.

Dr. Patrick G. O'Shea

Vice President for Research
Professor of Electrical & Computer Engineering
Distinguished Scholar Teacher
University of Maryland, College Park

Patrick O'Shea is Vice President, and Senior Research Officer of the University of Maryland. He is responsible for overseeing and enhancing the University's innovative research program, which recently has been awarded over \$500M per annum in external grants and contracts. Centrally positioned in the high-tech Baltimore-Washington corridor, the University contributes to and benefits from the area's rich intellectual, scientific, technological, and cultural resources. As Maryland's flagship university, and one of the great institutions of the world, the University is

dedicated not only to the dissemination of knowledge, but to its creation and application for the good of society.

Previously, Professor O'Shea served as Chairman of the Department of Electrical & Computer Engineering, Executive Director of the Center for Applied Electromagnetics, Co-Director of the Maryland Cyber Security Center, Director of the Institute for Research in Electronics and Applied Physics, all at the University of Maryland; Project Leader at the Los Alamos National Laboratory, and on the faculty of Duke University. He played a leading role in the Fellow of the American Physical Society, Fellow of the Institute of Electrical and Electronic Engineers, Fellow of the American Association for the Advancement of Science, and member of the Washington Academy of Sciences. He is a Distinguished Scholar-Teacher of the University of Maryland.

Mr. Robert L. Walker

Robert "Bob" Walker was appointed as Assistant Secretary of the newly created Division of Business and Enterprise Development in July 2009, and has more than 25 years of senior level experience in both the public and private sectors. The Division's primary goal is to create, attract, retain and expand jobs while promoting Maryland's many assets and strategic location. As Managing Director of the Division of International Investment and Trade for DBED (2008-2009), Walker was responsible for the State's international operations, including foreign direct investment attraction and assisting small and medium-sized enterprises in developing export markets for their products and services. He has served as the Chief Administrative Officer for Anne Arundel County (2001-2006), responsible for the day-to-day management of county operations, served in the diplomatic service for the USDA's Foreign Agricultural Service (1994-2001), and as Secretary and Deputy Secretary of Agriculture for the State of Maryland (1986-1994).

He has also regularly consulted with national and international organizations primarily focused on policy, market and rural development, or food assistance in the former Soviet Union, Central Asia and Africa. He began the first cooperative program between the leading Russian agricultural university, the Timiryazev Academy and the University of Maryland College Park, in 1987, cited by the White House as a "model for the nation" in educating Russian students about the importance of a private, market-driven agriculture.

In the 1990s, Walker served as a consultant to the World Bank, the Congressional Research Service, USDA's Office of International Cooperation and Development, the Stanley Foundation, and other organizations focusing on agriculture and food reform in the former Soviet Union. He also consulted on the World Bank's Pre-Export Guarantee Program in Moldova and market reform initiatives in Central Asia.

Walker has received numerous awards and recognition. These include the US Secretary of Agriculture's Honor Award for Excellence; the Foreign Agricultural Service Administrator's Special Award for outstanding support of USDA programs in Russia during a time of extreme political and economic upheaval; and the FAS International Honor Award for fostering high quality technical and

commercial assistance in agriculture to the Newly Independent States of the former Soviet Union. He also received honorary awards from the Timiryazev Academy in Moscow, including the Chayanov Gold Medal, the first American ever to receive the award, and the Distinguished Service Award from Rosmyasomoltorg, food agent for the Russian government. He has had extensive civic and community involvements including the University System of Maryland's Board of Regents, Towson Global Advisory Board, CGBS Steering Committee through the University of Baltimore, Maryland Center for International Business Education and Research (CIBER) Advisory Board, President of the Baltimore City Board of School Commissioners, and currently serves as Chairman of the Maryland State Board of Elections.

Ms. Marcia A. Wiss

Partner, and Co-chair, India Practice
Hogan Lovells US LLP

Marcia Wiss' practice concentrates on international project finance and business transactions, with a particular focus on the financial structuring of international projects in emerging markets. She is also Co-chair of the firm's India practice.

Marcia has been in the private practice of law for the past 25 years and prior to that was the deputy to the Assistant General Counsel for Finance at the Overseas Private Investment Corporation (OPIC). She has been the lead counsel on numerous projects financed by the U.S. Export Import Bank, OPIC, and the International Finance Corporation, as well as commercial banks and the capital markets. Her financing experience includes aircraft, power plants, hotels, telecommunications systems, mines, agribusiness, and processing, manufacturing, and environmental facilities. She has represented clients in international business transactions on the Indian Subcontinent, Latin America, the Far East, the Caribbean, Africa, Eastern and Central Europe, and the Middle East.

Marcia has authored numerous publications and lectured on finance, investment, commercial and economic policy issues, political risk analysis, banking, foreign investment, public/private cooperation, and international finance, especially project finance, trade policy issues, trade with developing countries, privatization, and the Multilateral Investment Guarantee Agency (of the World Bank). She also has taught a course on international project finance and investment at Georgetown University Law Center for the past 25 years, and is currently teaching a class on international investment law at Johns Hopkins School of Advanced International Studies.

In law school, Marcia served as an editor of *Law & Policy in International Business*.