

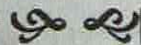
## **Strategic Alliance Memorandum**

*between the*

**Indo-American Chamber of Commerce**

*and the*

**Indian American International Chamber of Commerce**



The Indian American International Chamber of Commerce (IAICC) is currently composed of 18 chapters, affiliate members and liaison offices with international HQ in Washington DC, offices in New Delhi, Bengaluru, Kolkata in India and in Republic of Guinea (West Africa). The IAICC's mission is to strengthen Indian American businesses at the local, state, national and international levels and to Promote and foster economic development of the United States of America, Republic of India together with the rest of the world for the benefit of all.

The Indo-American Chamber of Commerce (IACC) founded in the Year 1968, is the apex bilateral Chamber of Commerce, fostering US-India economic engagement. Over the years, IACC has emerged a powerful medium and platform for exchanging Indo-US bilateral views.

The IACC and the IAICC (the "Parties") enter into this Strategic Alliance Memorandum (SAM) to increase participation and collaboration of the IAICC with IACC members to explore new markets and opportunities for their members and connect businesses in the U.S. to markets in India and other countries. IACC and IAICC intend to focus on communications at the national, local and international levels in order to meet the program objectives and goals set forth in this SAM.

The Parties acknowledge that specific joint training events, seminars, forums, or initiatives to explore investment opportunities for members contemplated by this SAM require further specific negotiations and be conducted in partnership and to conduct training events, seminars, forums or initiatives as attendees, presenters, or cosponsors and provide cooperation and assistance in capital-access for the benefit of their membership.

### **Program Goals**

*The parties will collaborate on the following program objectives and goals:*

#### **Training/Management & Technical Assistance**

**GOAL: Increase cooperation and partnership through programs and services among IACC and IAICC affiliated small businesses.**

- The IACC will provide the IAICC with a list of scheduled IACC sponsored and cosponsored events. The IAICC will disseminate this list of events to its membership.
- The IACC will provide information on the local entrepreneurial activities of local resource partners and affiliates, which IAICC may pass on to its members.
- The IACC will provide information on the Small Business Assistance Program which IAICC may pass on to its members.

#### **Procurement**

**GOAL: Increased participation of small IAICC affiliated businesses in procurement programs in cooperation with IACC.**

- The Parties may jointly conduct local workshops or seminars on how to do business with the Federal Government, including training on how to identify prime contracting and subcontracting procurement opportunities.

- The Parties may jointly conduct local workshops or seminars on 8(a) Business Development Program, the HUBZone Program, and the SDB Program, Opportunity zone program, including specific information about the benefits of and any adopted changes to these programs.
- The Parties may work together to promote participation of IAICC and IACC members in the Business Development Program including hosting regional training sessions throughout the year, and providing hyper-links with the IAICC website.

### **International Trade**

**GOAL: Increase trade opportunities for IACC and IAICC affiliated businesses.**

- The Parties will inform each other of trade opportunities for small businesses. Information will be shared with IAICC members via e-mail, newsletters, IACC and IAICC website and other communications media available.
- The Parties will share information on planned trade missions worldwide.
- The Parties will share information on trade education, finance and training programs of interest to IAICC and IAICC affiliated small businesses.
- The IACC will promote IAICC's international and export assistance programs, including but not limited to, Joint Trade Missions, etc and vice versa.

### **Women in Business & Leadership and Young Entrepreneurs**

**GOAL: Promote and increase participation of women and youth in business.**

- The Parties may work together to provide opportunities and training to IACC and IAICC women and youth entrepreneurs. The parties may conduct workshops providing training in such areas as access to capital, entrepreneurial skills, Federal and corporate procurement opportunities, and the basics of starting a business.

## **Communications**

The Parties may work together to increase awareness among IACC and IAICC membership about the programs and services by sharing the information on Federal and State government's and corporation's resources.

The IAICC staff and IACC staff will coordinate media coverage of this SAM and reports to the public on the results of this collaboration.

Hyperlinks connecting the Parties' Internet home-pages will be installed where appropriate per linking policies to facilitate collaborative efforts.

## **Referrals and Nominations**

Where appropriate, IAICC and IACC will nominate its members for participation and awards. IAICC and IACC may nominate representatives to advisory councils.

## **Term and Authorization**

The respective points-of-contact (POC) for this SAM will be the President & CEO of IAICC and the National President of IACC for all major events. The Parties will encourage regular contact between the leadership of IAICC and IACC. However, both parties will nominate one or two of their officers for regular communications.

This SAM will take effect at the time of execution and will remain in effect through November 1, 2025.

The Parties agree to consult each other on any amendments or issues to be addressed. The Parties may modify the SAM by written mutual consent. Either Party may terminate the SAM by giving 30 days advance written notice to the other party.

IACC & IAICC shall extend one complimentary VIP invitation to all of their events and provide a VIP seating in their events to either CEO of respective organizations and they are non-transferable.

This agreement does not itself authorize the expenditure of any funds. Accordingly, this agreement shall not be interpreted as creating any binding legal obligations between the parties, nor shall it limit either party from participating in similar activities or arrangements with other entities. It neither creates an agency or private relationship between the parties nor constitutes a partnership or joint venture.

The signatories of this SAM represent that they have the authority to make such commitments on behalf of their respective organizations.


Date : November 1, 2019

Place : Mumbai / Washington DC

Representatives:



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