GROWTH INNOVATION AND LEADERSHIP

DIGITAL TRANSFORMATION
A New Strategic Imperative
Dear Colleague,

It is our pleasure to extend a personal invitation to you to join us and our global community of senior executives on the next phase of our Journey to Visionary Innovation, “Digital Transformation - A New Strategic Imperative”.

In our eighth consecutive year, GIL 2016: India continues to bring together a global network of today’s best thinkers, visionaries and thought leaders, learning how to leverage innovation as a resource to address global challenges.

We are inspired and even more enthused about the unlimited potential that exists in our quest for excellence driven by all the monumental and innovative visionary perspectives. Such potential is being shared in more than 20 countries around the globe, by nearly 1 million business executives like yourself from 33 industries and 10 critical career functions for driving growth. GIL Global continues to be the only network of its kind supporting innovative, futuristic and visionary thinking to grow companies and careers.

This year we are proud to welcome Frost & Sullivan’s 2016 Best Practices Award recipients and their management teams to our GIL community. These distinguished guests of visionaries, innovators and leaders represent today’s “Best-in-Class” organizations and visionary leaders, which is just one of the many reasons you won’t want to miss GIL 2016: India.

Reinforce your commitment to Growth, Innovation and Leadership and join our 2016 Journey to Visionary Innovation today.

We look forward to seeing you at GIL 2016: India.

Sincerely,

Aroop Zutshi
Global President & Managing Partner
Frost & Sullivan

Y.S. Shashidhar
Managing Director & Partner, South Asia, Middle East and North Africa
Frost & Sullivan
DIGITAL TRANSFORMATION
A New Strategic Imperative

What is the strategic imperative given the Disrupt, Collapse and Transform?
Global markets are being disrupted by an accelerating wave of innovations in the digital world. It is of utmost importance that organizations plan and implement concrete strategies around digital transformation to seize new opportunities and mitigate challenges. Digital Transformation is all about change. Not just a change towards becoming a digitally savvy enterprise, but embracing a fundamental shift across processes, functions, customer engagement and many other aspects of business.

Why Frost & Sullivan?
Frost & Sullivan provides the context to upcoming opportunities for growth. Our visionary perspectives on the digital transformation maturity model and well-defined roadmap will help effective benchmarking and reinforce strategies which will help enterprises reach new levels of success.

What will the clients get to learn?
Our summit highlights top mega trends and industry developments, considering their direct relation to the success of future enterprises. In this competitive business landscape, digital technology enables business leaders to predict and respond to developments. Our sessions will emphasize the importance of efficiently using a company’s current portfolio of digital assets and capitalizing on them to support critical decisions and drive business outcome.

What will be the benefit?
- Speaker Profiles: Sourced from our extensive C-level industry contacts & partners
- Growth Workshops: Strategy workshops for the CEO’s team hosted by Frost & Sullivan’s experts and industry thought leaders on changing business imperatives driven by the digital agenda
- Valuable Business Networking Opportunity: Meet the select key influential minds from the executive management, decision makers, and industry experts
- Discuss & Deliberate: with Frost & Sullivan’s analysts on the latest trends impacting the market

Why is this important?
Digital Transformation is driving change in business models and ecosystems, stemming from the creation of new game-changing technologies. These emerging disruptive technologies will help transform existing industries while shifting mindsets to future needs from today’s operational realities.

This exclusive and power-packed platform will enable your teams to understand the strategic initiatives adopted across multiple industries with respect to Digital Transformation and how they can adopt these in their own enterprises.
Why is this a ‘MUST-ATTEND’ Event?

- Frost & Sullivan’s global community of Growth, Innovation and Leadership focuses on sharing, engaging and inspiring a continuous flow of new ideas and fresh perspectives which leverage innovation as a resource to help address global challenges.
- Year after year, CEOs and members of their Growth Team invest their time to experience a GIL event, renewing their passion, fueling their creativity and gaining access to best practices, tools and strategies that will drive growth and inspire innovation.
- Industry Think Tank sessions give participants the opportunity to examine a unique 360 Degree Perspective of their industry, global trends and critical factors influencing market growth. These sessions will allow interactive exchanges with Frost & Sullivan’s analyst community and leading industry experts.
- Benchmark and strengthen your company’s growth strategy against proven best-practice tools and strategies.
- Gain access to a wealth of best-practice tools and strategies to support you in critical decision making as a member of your company’s Growth Team.

About Frost & Sullivan: Frost & Sullivan, the Growth Partnership Company, works in collaboration with clients to leverage visionary innovation that addresses the global challenges and related growth opportunities that will make or break today’s market participants. For more than 50 years, we have been developing growth strategies for the Global 1000, emerging businesses, the public sector and the investment community. Is your organisation prepared for the next profound wave of industry convergence, disruptive technologies, increasing competitive intensity, Mega Trends, breakthrough best practices, changing customer dynamics and emerging economies? Click here to contact us: start the discussion

The Six Platforms of Growth, Innovation and Leadership

Visions & Benchmarks

Corporate Enlightenment

360 Degree Visionary Perspective

Inspiring Innovation

Implementation

The GIL Community

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Networking that never ends - the GIL Global Online Community

GIL GLOBAL
THE GLOBAL COMMUNITY OF GROWTH, INNOVATION AND LEADERSHIP

- Access to best practice insights and key take-aways via downloadable presentations shared across all GIL Global events worldwide*.
- Your very own “Peer Connect” profile and ability to search and communicate directly with members of the global community.
- Participate and share your own ideas and fresh perspectives through various blogs and forums from the GIL Global Visionaries, Innovators and Leaders.

*Complimentary access for all GIL 2016: India participants
Aroop Zutshi
Global President & Managing Partner
Frost & Sullivan

Aroop Zutshi is based in Mountain View California, and sits on the corporate board of Frost & Sullivan Inc. As the Global President & Managing Partner, with over 30 years of experience, he is responsible for the day to day operations and performance of the network of Global offices. Aroop has been involved in developing the growth strategy for the company. Aside from personally driving the globalization of Frost & Sullivan from five different offices in five countries, he has been responsible for Frost & Sullivan’s expansion of business across 32 countries with 43 office locations. Besides being responsible for managing Frost & Sullivan, Aroop also works with fortune 500 companies in designing their growth strategies by evaluating new opportunities for growth.

Patrick Nugent
Vice President
Frost & Sullivan

Patrick Nugent recently joined the Frost & Sullivan GIL team as a Vice President. He has proudly been a part of the Frost & Sullivan North American MindXchange event team for the last 15 years. In his role with the Frost & Sullivan events team he served as an event facilitator and as the Master of Ceremonies. Prior to joining Frost & Sullivan, Patrick was the Director of Business Development for the Illinois Institute for Continuing Legal Education in Chicago. He was also the Founder and Principal of Nugent Corporate Services, an educational event specialty consulting firm.

The GIL Community Newsletter (GCN)

Keep yourself informed of the latest market trends, developments, tools and strategies driving the future of your business. Each month, a customised GCN issue will be delivered to you via email; this is a road map that will lead you closer to achieving your growth goals and objectives. Each issue is full of new ideas and fresh perspectives being discussed and shared with more than 400,000 senior executives of our GIL community in more than 40 countries around the world. Visit www.frost.com/gcn to subscribe.
GLOBAL ALLIANCE PARTNERS

BrightTALK provides online events for professionals and their communities. Every day, thousands of thought leaders are actively sharing their insights, ideas, and most up-to-date knowledge with professionals all over the globe through the online event technologies BrightTALK has created. www.brighttalk.com

Dynamic Signal redefines how companies communicate with the world. Our proven content to their social networks, transforming them into experts, advocates and contributors. Founded in 2010, Dynamic Signal helps hundreds of organizations of all sizes including IBM, Salesforce, GameStop, Domo, SurveyMonkey and Bloomberg.

Eloqua is the category-defining marketing automation leader and provider of best-practices expertise for marketers around the world. The company’s mission is to make its customers the best marketers on earth. Thousands of customers, including Aon, Apple, Fifth Third Bank, Dow Jones, Fidelity and Sybase, rely on Eloqua to execute, automate and measure programmes that generate revenue. www.eloqua.com

The Frost & Sullivan Global Alliance Partner Program offers one of the most compelling channel relationships in the industry with the goal of bringing world class solutions to our global clientele.

Lenos Software is revolutionizing Relationship Event Marketing. The Lenos Campaign Platform puts the power of Event Marketing in the hands of Marketers for rapid, custom site creation without coding to drive revenue generation and lead management. Lenos enables actionable business intelligence, critical customer insight, campaign measurement, compliance, and dramatically improves productivity. www.lenos.com

The Manufacturing Leadership Council’s mission is to help senior executives define and shape a better future for themselves, their organizations, and the industry at large. The Council produces an extensive portfolio of leadership networking, information, and professional development products, programs, and services—including the Manufacturing Executive Website, an online global business network with over 5,000 members around the world; the Manufacturing Leadership Council, an invitation-only executive organization of over 100 members; the annual Manufacturing Leadership Summit—(June 3-5, 2014, at The Breakers, Palm Beach, FL); the Manufacturing Leadership 100 Awards, celebrating industry achievement; and the thought-leading Manufacturing Leadership Journal. www.manufacturingleadershipcouncil.com

prominic® helps companies navigate and manage their hosting solutions. We provide many services and solutions like cloud transformation or setting up IBM Collaboration within your company. From CEO’s to IT Directors, we’re all working for something. And, your work is important to us. We wake up every day to make sure that you can work successfully under optimal conditions.

PR Newswire, an industry-leading content syndication network, reaches audiences of key influencers such as journalists and bloggers worldwide, to drive awareness, social sharing and buyer interest. With news distribution, multimedia, and video production capabilities, PR Newswire helps marketing and communications professionals implement cutting-edge campaigns that stand out from the crowd.

SCIP is a global, non-profit organisation providing education, networking and professional development opportunities to business professionals involved in developing competitive intelligence that enhances organisational decision-making. www.scip.org

Zula is a cross platform mobile app enabling teams of all sizes and types to bring their communication to the 21st century. Any and all functionality needed for streamlined team communication in one mobile offering. File sharing, polling, group messaging, and much more! www.zulaapp.com

STRATEGIC NON-PROFIT PARTNERS

The Association of International Product Marketing and Management (AIPMM) is the world’s largest professional organisation of product managers, brand managers, product marketing managers and other individuals responsible for guiding their organisations and clients through a constantly changing business landscape. It is the only organisation that represents those who manage the entire product life-cycle throughout any industry. www.aipmm.com

The Appropedia Foundation is building a crowd-sourced multi-lingual sustainable knowledge base at Appropedia.org. Beyond providing infrastructure, Appropedia also fosters a community of volunteers, foundations, academic institutions, international development organisations and for-profit firms that support open sharing of practical wisdom to enable better living with a sustainable environmental footprint. www.appropedia.org

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AGILE’s unique contribution to the world is leveraging executives who are experienced in and passionate about growth, innovation and leadership to address the globes big 7 challenges by forming visionary perspectives on each challenge and exploring new and innovative approaches for transforming challenges into opportunities. AGILE members leverage their entrepreneurial skills, capital and leadership abilities working toward creating “The Next Big Thing” and solving some of the planet’s most complex and overwhelming challenges.

**AGILE**

Frost & Sullivan Institute (FSI) is a non-profit organisation dedicated to leveraging innovation to address global challenges. Our world is facing serious challenges, which in the coming years could have result in catastrophic impacts on our lives if nothing is done to shape the future. The institute leverages Frost & Sullivan research, its staff, clients and partners to work in collaboration to leverage technology innovation and ideas to address these challenges. The institute also provides research support and marketing services to other non-profits around the globe whose missions are aligned with ours. The mission of Frost & Sullivan Institute is to support the leveraging of emerging innovation to address global challenges. Together with the support of Frost & Sullivan — the Growth Partnership Company — and members of its Global Partnership Alliance, FSI works in collaboration with its partners to inspire and evolve technology innovations and ideas to address global challenges.

**FSI**

AGILE’s unique contribution to the world is leveraging executives who are experienced in and passionate about growth, innovation and leadership to address the globes big 7 challenges by forming visionary perspectives on each challenge and exploring new and innovative approaches for transforming challenges into opportunities. AGILE members leverage their entrepreneurial skills, capital and leadership abilities working toward creating “The Next Big Thing” and solving some of the planet’s most complex and overwhelming challenges.

**AGILE**

BMA is the business marketer’s first line of defence in changing business marketing environments. Today, we’re even better at delivering membership benefits that make a difference to your business...today and tomorrow. From our information-packed website to our online skills-building and marketing certification programme, to papers and industry surveys, to interaction with peers, no other organisation delivers the same level of commitment to the information and networking needs of business-to-business marketers. www.marketing.org

**BMA**

CEOWORLD Magazine is the only magazine written strictly for chief executive officers (C-level or C-suite) and business leaders — the senior executives, corporate manager, entrepreneurs, venture capitalists, researchers and their peers. As an authority on the future of Business, Finance & Technology, it is a leading source for reliable news, review and updated analysis for people who create and fund the innovations that drive the global economy. With more than 12 million monthly page views, it is now one of the most widely read and respected magazines in the world. An invaluable source of intelligence for and about CEOs, it provides ideas, strategies and tactics for top executive leaders seeking to build more effective organizations. www.ceoworld.biz

**CEOWORLD**

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**GCN**

CEOWORLD Magazine

Conference Guru knows that the reasons you attend conferences are to help establish your leadership position in the marketplace and network with your peers. A worthwhile conference experience generates new contacts, sales leads, potential strategic partners and investors; helps gather competitive intelligence and even provides inspiration for new products and services. Conference Guru helps find the right conference for you and hopefully save you a few bucks along the way. www.conferenceguru.com

**Conference Guru**

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The Connect-World series of magazines is a forum where the highest-level decision-makers in the ICT industry can air their views regarding the impact these technologies have upon regional and global development. Connect-World publishes editions for each of the world’s major regions: Africa and the Middle East, Asia-Pacific, EMEA, Europe, India, Latin America and North America. www.connect-world.com

**Connect-World**

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Exec Digital is a pioneering portfolio of digital media products for professionals and executives, featuring all aspects of executive business and lifestyle. Through its digital magazine, online website, daily news and weekly e-newsletter Exec Digital helps executives stay up-to-date with the most current business and lifestyle concerns. www.execdigital.com

**Exec Digital**

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Toolbox.com help professionals do their jobs better by enabling them to easily share knowledge with experienced peers. Leveraging a proprietary contextual matching system, Toolbox.com packages advertising content into the community interaction process to add value to users and deliver market-leading ROI to vendors advertising to this community of 3 million professionals. www.toolbox.com

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CEOWORLD Magazine

BoogarLists

With a qualified directory of more than 2,000 Venture Capital and Mid-Market/LBO private equity firms, BoogarLists is an excellent place for entrepreneurs to begin their search for investment capital. Whether starting a new company or striving to take an early stage company to the next level, CEOs and CFOs will invariably want to seek out new sources of capital or other financial services. BoogarLists provides an extensive directory of financial, operations and marketing services, as well as a comprehensive directory of conferences and associations, across the technology, media and communications industries. www.boogar.com

**BoogarLists**
Registration for GIL 2016: India is ‘By Invitation Only’. Delegate Fee indicated herewith would be applicable for interested delegates. The same will be subject to confirmation on the basis of seat availability, which would be allocated on first-come, first-served basis. For information on partnership options, please contact, John Roger, Senior Director, Business Development at jroger@frost.com.

VENUE INFORMATION
Hyatt Regency, Mumbai

ONLINE
www.frost.com/GILIndia

EMAIL
gilglobal@frost.com

Payment Procedures
Payment in full is required immediately upon registration and is non-refundable. Every effort is made to ensure that the speakers noted in this brochure are present, but changes beyond Frost & Sullivan’s control may occur. The program agenda will be updated bi-weekly and can be downloaded from www.frost.com/GILIndia.

Frost & Sullivan makes every effort to hold the planned event. In the unlikely occurrence that the event is cancelled or postponed, Frost & Sullivan is not responsible for any hotel or travel arrangements that you have made.

Booking Terms and Conditions
Registration Fees: A full invoice will be forwarded on receipt of registration. Fees must be paid in full prior to the event. *The fee includes refreshments, lunch and full documentation. Cheques/Demand Drafts should be made payable to Frost & Sullivan International.

*Please note: If full payment is not received prior to the event start date then admission to the event may be refused.

Change of Terms: It may be necessary for reasons beyond our control to alter the venue, timetable or content of the event. Fees will be refunded should the event be cancelled by Frost & Sullivan. We accept no liability for any other cost.

About Frost & Sullivan
Frost & Sullivan, the Growth Partnership Company, works in collaboration with clients to leverage visionary innovation that addresses the global challenges and related growth opportunities that will make or break today’s market participants.

Our “Growth Partnership” supports clients by addressing these opportunities and incorporating two key elements driving visionary innovation: The Integrated Value Proposition and The Partnership Infrastructure.

- The Integrated Value Proposition provides support to our clients throughout all phases of their journey to visionary innovation including research, analysis, strategy, vision, innovation and implementation.
- The Partnership Infrastructure is entirely unique as it constructs the foundation upon which visionary innovation becomes possible. This includes our 360-degree research, comprehensive industry coverage, career best practices as well as our global footprint of more than 40 offices.

For more than 50 years, we have been developing growth strategies for the global 1000, emerging businesses, the public sector and the investment community.

Is your organisation prepared for the next profound wave of industry convergence, disruptive technologies, increasing competitive intensity, Mega Trends, breakthrough best practices, changing customer dynamics and emerging economies?

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