



Shaping Tomorrow's  
Built Environment Today



Organized by

**Mumbai**  
Chapter

# Developing Economies Conference 2023

**May 10-11, 2023**

**JW Marriott Sahar, Mumbai**



**Theme:**  
**Decarbonizing and  
Sustaining Growth of  
Healthcare and Residential  
Infrastructure in  
Emerging and  
Future Markets**



**SPONSORSHIP  
BROCHURE**



Partner Society  
**ISHRAE**



## About Developing Economies Conference 2023

This is the 3rd edition of its successful format of Developing Economies Conference by ASHRAE.

The conference theme is “Decarbonizing and Sustaining Growth of Healthcare and Residential Infrastructure in Emerging and Future Markets.”

The conference shall focus on aspects relating to Resiliency, IEQ, Decarbonization, Policies, Digitalization and other tracks. The conference will also address challenges like rapidly growing energy demand, epidemic effects, fast-paced advancements, urbanization, sustainability and the role to be played by the Global HVAC&R industry to meet the decarbonization targets set during CoP 26.

The Conference would be attended by 250 to 300 Delegates on each day from India as well as other developing countries.



## Message from ASHRAE President

Greetings!

On behalf of ASHRAE and its board of directors, it is my pleasure to invite you to attend the Developing Economies Conference 2023. I'd like to commend ASHRAE's Mumbai Chapter for hosting this valuable event.

Whether we are facing resiliency challenges, critical health threats, expanding medical and technical requirements, food preservation or the impacts of climate change, the global HVAC&R community must evolve and change to meet the needs of the world we live in. We are called to drive innovation and create HVAC&R solutions that not only sustain our environment, but in many ways repair the human impact that our demands have placed on our natural resources.

More than ever before, emerging economies are investing in building solutions to help achieve better development outcomes, by strengthening healthcare infrastructure and securing sustainable homes for their growing populations.

The Developing Economies Conference will consist of speakers and presentations focused on decarbonization, IEQ, policies, codes and standards, among other important topics. This conference will offer presentations on transformative practices and technologies that can be implemented on a wide scale to optimize the health and well-being of all building occupants.

As I shared in my address on ASHRAE's current Society theme, "Securing Our Future," we are experiencing a time of accelerated change and an era of unpredictability that is unlikely to go away any time soon.

The future does not belong to those who sit and watch. A meaningful and powerful future will not come to us...we must collectively seek it...create it...SECURE it. And that's what we'll do through this conference.

Thank you for being a part of solution!

Sincerely,



**Farooq Mehboob**

Fellow Life Member ASHRAE  
2022-23 ASHRAE President





## Message from Chairman

“The reach is enhanced to include entire Global South economies as they face similar challenges in expanding infrastructure in cost effective manner,” said Ashish Rakheja, conference chair. “Post-COVID, the importance of healthcare and the current pressing environment needs of carbon footprint reduction are the focus area for 2023 conference. The last two editions have demonstrated the benefit of this Conference wherein it offers a two-way learning street for both Developed and Emerging economies and provides an opportunity to the global HVAC&R community to come together to network, learn and evolve their offerings in making the world a better place,” he said. The conference will have keynotes, presentations and panel discussions on current topics and technology demonstration



### Ashish Rakheja

Conference Chair

Vice President - ASHRAE







Shaping Tomorrow's  
Built Environment Today



## Message from ASHRAE Mumbai President

It gives me great pleasure to invite you to a mega conference where brilliant minds from India and around the world will convene. The ASHRAE Mumbai Chapter and volunteers from other chapters in the Region at Large along with ASHRAE staff are hard at work to make this event a success.

The 10th and 11th of May 2023 will be replete with parallel sessions on the theme. We will also have an exhibit of products and catalogues from various companies in the related industry. The networking dinners will also provide an opportunity to reconnect with the conference's speakers, distinguished guests and delegates.

I am confident that this conference will yield several academic and business takeaways. The host committee is excited.



**Nivedita Jadhav**

President

ASHRAE Mumbai Chapter



## Message from Convener

Developing Economies Conference 2023, is an in-person event with the theme of “ Decarbonizing & Sustainable Growth of HealthCare & Residential sectors”. It will be ASHRAE's most comprehensive event dedicated to net zero energy, de-carbonization, and climate resilience which will provide Synergistic Zero Carbon Learning Opportunities in Built Environment. The event includes inspiring keynotes from Experts, Industry leaders, trends and emerging technologies, an interactive Expo Hall featuring leading companies & professional networking opportunities.

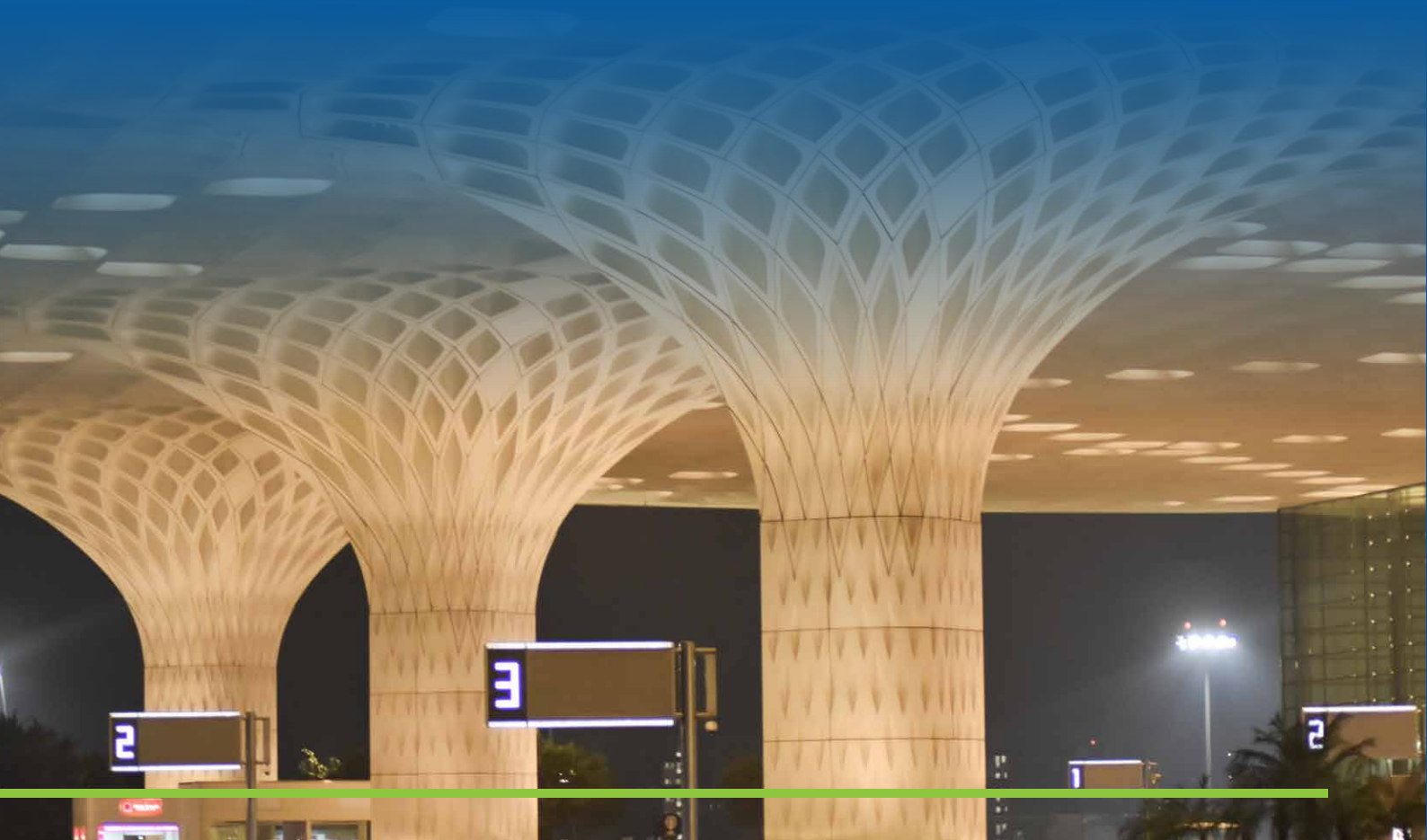
Looking forward to meet you all at the event.



**Rupesh Umtol**

Convener

Past President - ASHRAE Mumbai Chapter





## Steering Committee



Ashish Rakheja  
Chair



Nivedita Jadhav  
Vice Chair



Rupesh Umtol  
Convener



Mahesh Prabhu  
Co-Convener

## Committee Members



Bharat Jare



Prateek Narayan



Roshini Easow



Suhel Parkar



Mihir Sanghavi



Goutham Pitchikala



Sanjay Verma



Sagar Munishwar



Sunil Nayak



Manoj Khati



Shankar Sapaliga

## ASHRAE Conferences & Exposition Committee



Davide Ziviani



Anoop Peediayakkan

## Advisory Board



Kanagaraj Ganesan



Pallab Kar



Mohammad Asif Basha



Anushree Riswadkar



Priyank Garg



Salman Rasheed



Pankaj Sareen



Manan Vora



Vishal Kapur



Shailendra Kasera



T. Nagaraja

## Healthcare Facilities Committee



Yusuf Bhetasiwala



Sagar Munishwar



Roshini Easow



Suhel Parkar



B. Gautham Baliga



Avan Bhushanwar

## Residential Buildings Committee



Kartik Kommireddi



Vinod Ramnani



Sangita Jhangiani



Namdeo Patil



Sunil Nayak



Ashu Gupta



Parth Thakkar



## Advantages & Opportunities

The conference provides the opportunity to bring together people from diverse cultures and climates to deliberate on various aspects of building design, operation & maintenance that is responsive to local needs and utilize traditional construction practices. The focus shall be application of latest technologies to achieve cost-effective solutions for high performance buildings in emerging economies.

**MEET & GREET:** Meet the Builders / Consultants / Architects / Project Heads / PMC / Manufacturers / ESCOs / Financers

**CONFERENCE & SYMPOSIUM:** Two full day Discussions / Presentations / Debate/ Topics

**UNDIVIDED ATTENTION:** Builders, Consultants, Architects and Project Heads, Manufacturer's, ESCOs, etc will be away from disturbing phone calls, ongoing projects, urgent appointments, emergencies etc.

**EASY TO NETWORK:** Face to Face interaction with professionals for Networking and Business Opportunities on all the 2 days.

**STRATEGY MEET:** They will be there exclusively for you without any other business agenda.

**CREDIBLE COMMON PLATFORM:** Invitation from ASHRAE, ISHRAE, USGBC, IGBC etc being an association, is better accepted with an open mind by BUILT ENVIRONMENT Community rather than an invitation from a single brand.



## Presenting Partner

**Rs. 20,00,000/- + GST**

### Only 1 slot available

- Prominent Logo Presence on Social Media Campaign / Industry Journals, Event Websites, Event Presentations, Registration Area, Pre - Function Area, Stage Backdrop, Circulation & other areas at the venue.
- **Logo presence on ASHRAE's global website and Event website, hyperlinked with company's website.**
- Logo Presence on Table Tent Cards, all through the event and on the Delegate Kit as well.
- Logo Presence on Lanyard and Delegate Badge.
- **Exclusive 15 minutes technical presentation at the ASHRAE Mumbai Board of Governors Installation Ceremony on day 2.**
- Part of Inaugural Ceremony. ( Welcome Address to Delegates for 5 Minutes)
- Display of product video (Max Duration: 02 Mins) on Plasma TV in loop with other partners, in predefined cycle.
- Panelist can be nominated for 02 Panel Discussion.
- Pen Drive in Delegate Kit (Pen Drives to be provided by the Partner).
- 3 mtr. x 2 mtr. Booth.
- 2 Rooms on Double Occupancy (for 04 Delegates) and 06 Delegate passes only for the conference.
- For additional room – INR 15,000/- per room per night.

## Platinum Partner

**Rs. 20,00,000/- + GST**

### Only 1 slot available

- Prominent Logo Presence on Social Media Campaign / Industry Journals, Event Websites, Event Presentations, Registration Area, Pre - Function Area, Stage Backdrop, Circulation & other areas at the venue
- **Logo presence on ASHRAE's global website and Event website, hyperlinked with company's website.**
- Logo Presence on Table Tent Cards, all through the event and on the Delegate Kit as well.
- Logo Presence on Lanyard and Delegate Badge.
- **Exclusive 15 minutes technical presentation on Day 02, before Board of Governance Installation Ceremony.**
- Part of Inaugural Ceremony for Lamp Lighting.
- Display of product video (Max Duration: 02 Mins) on Plasma TV in loop with other partners, in predefined cycle.
- Panelist can be nominated for 02 Panel Discussions
- Pen Drive in Delegate Kit (Pen Drives to be provided by the Partner)
- 3 mtrs. x 2 mtrs. Booth
- 2 Rooms on Double Occupancy (for 04 Delegates) and 04 Delegate passes only for the conference.
- For additional room – INR 15,000/- per room per night.



## Technology Partner

**Rs. 15,00,000/- + GST**

### Only 1 slot available

- Prominent Logo Presence on Social Media Campaign / Industry Journals, Event Websites, Event Presentations, Registration Area, Pre - Function Area, Stage Backdrop, Circulation & other areas at the venue.
- **Logo presence on ASHRAE's global website and Event website, hyperlinked with company's website.**
- Logo Presence on Table Tent Cards, all through the event and on the Delegate Kit as well.
- Logo Presence on Delegate Badge.
- Part of Inaugural Ceremony.
- Display of product video (Max Duration: 02 Mins) on Plasma TV in loop with other partners, in predefined cycle.
- **Exclusive technical presentation of 30 mins (Abstract to be submitted with ASHRAE for approval and should be track oriented).**
- 01 Room on Double Occupancy (for 02 Delegates) and 02 Delegate passes only for the conference.
- For additional room – INR 15,000/- per room per night.
- 3 mtrs. x 2 mtrs. Booth
- Panelist can be nominated for 2 Panel Discussion
- Pen Drive in Delegate Kit (Pen Drives to be provided by the Partner)

## Knowledge Partner

**Rs. 15,00,000/- + GST**

### Only 1 slot available

- Bigger Logo Presence on Social Media Campaign / Industry Journals, Event Websites, Event Presentations, Registration Area, Pre - Function Area, Stage Backdrop, Circulation & other areas at the venue.
- **Logo presence on ASHRAE's global website and Event Website, hyperlinked with company's website.**
- **Exclusive technical presentation of 30 mins (Abstract to be submitted with ASHRAE for approval and should be track oriented).**
- Display of product video (Max duration: 02 Mins) on Plasma TV in loop with other partners, in predefined cycle.
- Panelist can be nominated for 1 Panel Discussion
- Pen Drive in Delegate Kit (Pen Drives to be provided by the Partner)
- 3 mtrs. x 2 mtrs. Booth
- 01 Room on Double Occupancy (for 02 Delegates) and 02 Delegate passes only for the conference.
- For additional room – INR 15,000/- per room per night.

## Gala Dinner Partner

**Rs. 11,00,000/- + GST**

### Only 2 slots available

- Bigger Logo Presence on Social Media Campaign / Industry Journals, Event Websites, Event Presentations, Registration Area, Pre - Function Area, Stage Backdrop, Circulation & other areas at the venue.
- **Logo presence on ASHRAE's global website and Event website, hyperlinked with company's website.**
- **Exclusive 05 mins for Welcome Address before the dinner.**
- Panelist can be nominated for 1 Panel Discussion
- Pen Drive in Delegate Kit (Pen Drives to be provided by the Partner)
- 2 mtrs. x 2 mtrs. Booth
- 1 Room on Double Occupancy (for 02 Delegates) and 02 Delegate passes only for the conference.
- For additional room – INR 15,000/- per room per night.

## Lunch Partner

**Rs.11,00,000/- + GST**

### Only 2 slots available

- Bigger Logo Presence on Social Media Campaign / Industry Journals, Event Websites, Event Presentations, Registration Area, Pre - Function Area, Stage Backdrop, Circulation & other areas at the venue
- **Logo presence on ASHRAE's global website and Event website, hyperlinked with company's website.**
- **Exclusive 05 mins for Welcome Address before the Lunch.**
- Panelist can be nominated for 1 Panel Discussion
- Pen Drive in Delegate Kit (Pen Drives to be provided by the Partner)
- 2 mtrs. x 2 mtrs. Booth
- 1 Room on Double Occupancy (for 02 Delegates) and 02 Delegate passes only for the conference.
- For additional room – INR 15,000/- per room per night.

## Hospitality Partner

**Rs. 10,00,000/- + GST**

### Only 1 slot available

- Bigger Logo Presence on Social Media Campaign / Industry Journals, Event Websites, Event Presentations, Registration Area, Pre - Function Area, Stage Backdrop, Circulation & other areas at the venue.
- **Logo presence on ASHRAE's global website and Event website, hyperlinked with company's website.**
- **Exclusive 05 mins for Welcome Address before the dinner.**
- The opportunity to provide corporate gifts to 100 residential conference guests only. ( Cost of Gifts shall be with the Firm )
- Panelist can be nominated for 1 Panel Discussion..
- Pen Drive in Delegate Kit (Pen Drives to be provided by the Partner)
- 2 mtrs. x 2 mtrs. Booth.
- 01 Room on Double Occupancy (for 02 Delegates) and 02 Delegate passes only for the conference.
- For additional room – INR 15,000/- per room per night.



## IoT Partner

**Rs. 7,50,000/- + GST**

Only 1 slot available

- Bold Logo Presence on Social Media Campaign / Industry Journals, Event Websites, Event Presentations, Registration Area, Pre - Function Area, Stage Backdrop, Circulation & other areas at the venue.
- **Logo presence on ASHRAE's global website and Event website, hyperlinked with company's website.**
- **Display of product video (Max duration: 02 Mins) on Plasma TV in loop with other partners, in repetitive manner.**
- Pen Drive in Delegate Kit (Pen Drives to be provided by the Partner)
- 2 mtrs. x 2 mtrs. Booth
- 1 Rooms on Double Occupancy (02 Delegates) and 02 Delegate passes only for the conference.
- For additional room – INR 15,000/- per room per night.

## Sustainability Partner

**Rs. 7,50,000/- + GST**

Only 1 slot available

- Bold Logo Presence on Social Media Campaign / Industry Journals, Event Websites, Event Presentations, Registration Area, Pre - Function Area, Stage Backdrop, Circulation & other areas at the venue.
- **Logo presence on ASHRAE's global website and Event website, hyperlinked with company's website.**
- **Display of product video (Max duration: 02 Mins) on Plasma TV in loop with other partners, in repetitive manner.**
- Pen Drive in Delegate Kit (Pen Drives to be provided by the Partner)
- 2 mtrs. x 2 mtrs. Booth
- 1 Rooms on Double Occupancy (02 Delegates) and 02 Delegate passes only for the conference.
- For additional room – INR 15,000/- per room per night.

## Gold Partner

**Rs. 7,50,000/- + GST**

Only 4 slots available

- Bold Logo Presence on Social Media Campaign / Industry Journals, Event Websites, Event Presentations, Registration Area, Pre - Function Area, Stage Backdrop, Circulation & other areas at the venue.
- **Logo presence on ASHRAE's global website, hyperlinked with company's website.**
- **Display of product video (Max duration: 02 Mins) on Plasma TV in loop with other partners, in repetitive manner.**
- Pen Drive in Delegate Kit (Pen Drives to be provided by the Partner)
- 2 mtrs. x 2 mtrs. Booth
- 1 Rooms on Double Occupancy (02 Delegates) and 02 Delegate passes only for the conference.
- For additional room – INR 15,000/- per room per night.

## Silver Partner

Only 6 slots available

**Rs. 5,00,000/- + GST**

- Regular Logo Presence on Social Media Campaign / Industry Journals, Event Websites, Event Presentations, Registration Area, Pre - Function Area, Stage Backdrop, Circulation & other areas at the venue.
- **Logo presence on ASHRAE's global website and Event website, hyperlinked with company's website.**
- 2 mtrs. x 2 mtrs. Booth
- Pen Drive in Delegate Kit (Pen Drives to be provided by the Partner)
- 1 Room on Double Occupancy (02 Delegate) and 02 Delegate passes only for the conference.
- For additional room – INR 15,000/- per room per night.

## Make in India Partner

Only 4 slots available

**Rs. 5,00,000/- + GST**

- Regular Logo Presence on Social Media Campaign / Industry Journals, Event Websites, Event Presentations, Registration Area, Pre - Function Area, Stage Backdrop, Circulation & other areas at the venue.
- **Logo presence on ASHRAE's global website and Event website, hyperlinked with company's website.**
- 2 mtrs. x 2 mtrs. Booth
- Pen Drive in Delegate Kit (Pen Drives to be provided by the Partner)
- 1 Room on Double Occupancy (02 Delegate) and 02 Delegate passes only for the conference.
- For additional room – INR 15,000/- per room per night.

## Exhibitor

Only 10 slots available

**Rs. 2,00,000/- + GST**

- Regular Logo Presence on Social Media Campaign / Industry Journals, Event Websites, Event Presentations, Registration Area, Pre - Function Area, Circulation & other areas at the venue.
- **Logo presence on ASHRAE's global website and Event website, hyperlinked with company's website.**
- 2 mtrs. x 2 mtrs. Booth
- Pen Drive in Delegate Kit (Pen Drives to be provided by the Partner).
- For additional room – INR 15,000/- per room per night.



## About India

Welcome to Incredible India - a land of remarkable diversity that will ignite your curiosity, shake your senses and warm your soul! A country where the people live by the principle 'Atithi Devo Bhava' that translates to 'Guest is God'. With assorted cultures, beautiful landscapes and a dense population of more than a billion people, India exemplifies 'Unity in Diversity'.

From ancient traditions and artistic heritage to magnificent landscapes and culinary creations, this land of ancient civilization treasures some of the world's best remnants. With 38 UNESCO World Heritage Sites, India ranks at the 6th position in the world. Here, you can get onto an epic journey where you can delve into spirituality, leisure, adventure, and luxury.

From soaking up the sights of the sprawling & wonderfully diverse Delhi to exploring the UNESCO World Heritage City of Jaipur, touring the Golden Triangle Circuit of India to discovering the beautiful backwaters of Kerala, gazing in wonder at the grandeur of the Taj Mahal to experiencing the 'madness and magic' of Mumbai – the city that never sleeps, India offers a vast range of experiences, guaranteed to leave an indelible mark on you.

India is also a paradise for foodies. Indulge yourself in one of the finest culinary trips of your lifetime. The Indian cuisine is amongst one of the most popular cuisines in the world. The most famous are the Indian curries which are a complex amalgamation of spices or herbs, usually including fresh or dried hot chillies. The cuisine in India is a unique assortment of regionally distinct food creations, with each place having its own traditional preparation techniques & styles.

India is easily counted amongst those nations that have a sound network of railways, airways, roadways, ports, and inland water transport. And while talking about transport connectivity, the discussion is incomplete without the mention of the metro system, that is the lifeline of the capital city of Delhi.

Come & experience the mesmerizing and magical India!



## About Maharashtra

A culturally vibrant state basking in the glory of rich history, Maharashtra is the pride of India. Fondly called the Land of Warriors, Maratha rulers left behind grandeur and verve that enriches the cultural heritage of the state. Diversity comes naturally in this third-largest state by area and second most populated state in India. It is divided into small regions and each region is diverse in the form of dialects, folk songs, food, ethnicity.

Maharashtra is known for its purogami culture (forward culture). 'Maha' means big and 'Rashtra' means nation. Maharashtra is indeed 'Maha' in its size, population and culture. Its unique customs and practices are rooted in myriad traditions and art forms which have been preserved over the centuries.

Maharashtra is a melting pot where people from different races and traditions class co-exist. Be it the engaging traditions of Waghya Murali, Potraj, Vasudev, and Gondhali communities, tribal communities such as Bhils, Mahadeo, Kolis, Gonds, and Warlis; or the Hindus, Muslims Jews, Buddhists, Zoroastrians (Parsis and Iranians) and Christians.

From diverse culture comes the diverse cuisine. The mildly spicy cuisine of Maharashtra is delectable and has a distinctive flavor. From subtly flavored vegetarian delicacies to hot aromatic meat and fish curries, Maharashtrian cuisine is immensely popular. Sweet savories are usually prepared from rice and jaggery. Pithla Bhakri, Sol Kadhi, Bharli Vangi are some of the traditional dishes from Maharashtrian households, while Misal Pav, Ragda Pattice are a few must have street foods. .Modak, Puran Poli, Shrikhand, Amrakhand are some of the famous sweet servings that are subtle and mild in taste.

Any description of Maharashtra is incomplete without Bollywood- the Hindi Film Industry. While Tamasha is the most popular form of folk theatre, Koli dance is performed by the fishermen community. Vivacious folk and traditional dance forms and music represent the vibrant Marathi culture, Lavani being the traditional dance form.

***Maharashtra situated in the western part of the country - the Deccan. The capital of Maharashtra is Mumbai which is also known as the financial capital of India.***





## About Host City - Mumbai

Mumbai is the financial and commercial capital of the country. It is also synonymous with Bollywood, India's largest film industry and one of the biggest movie machines on earth. Often referred to as 'mayanagari' (city of dreams) it is a melting pot of many communities and cultures making it truly, the most cosmopolitan city in India.

Imagine tropical sunshine, swaying palm trees, lapping waves contrasted with an architectural legacy spanning two millennia. From the meditation caves of the 1st century BC, through 5th-century Hindu temples and the imperialist fantasies of the Raj, to a distinctive ensemble of Victorian and Art Deco (largest collection of Art Deco buildings outside of the United States) buildings to the futuristic glass towers soaring skywards above the streets of Mumbai. That is Mumbai for you.

If you have a good appetite and would love to try different types of food then Mumbai is the place for you. Whether it is local cuisine or global, high end eatery or something affordable you will find something to suit your taste and pocket. Talking of food, one cannot miss out on its legendary street food which was born out of necessity for the mill workers of Mumbai which has a lot of variety from 'chaat' to 'bhelpuri' to the famous 'vada-pav' or the Indian veg burger.

After work social life in Mumbai can compete with world's biggest and best party capitals. Based on your choice of music, taste and pocket you have everything from low-cost drinking holes and dimly-lit lounges, to exclusive dance clubs and elegant bars. In short something for everyone.



## About ASHRAE

Founded in 1894, ASHRAE is a global professional society committed to serve humanity by advancing the arts and sciences of heating ventilation, air conditioning, refrigeration and their allied fields.

As an industry leader in **research, standards writing, publishing, certification** and **continuing education**, ASHRAE and its members are dedicated to promoting a healthy and sustainable built environment for all, through strategic partnerships with organizations in the HVAC&R community and across related industries.

The Society is showcasing integrated building solutions and sustainability in action through the opening of the **ASHRAE Global Headquarters** building in metro-Atlanta, Georgia. The state-of-the-art, high-performing net-zero-energy efficient global headquarters building is a destination venue for industry representatives, visiting from around the world, who are looking to experience cutting-edge engineering and architectural interventions.

For more information and to stay up-to-date on ASHRAE, visit [ashrae.org](http://ashrae.org) and connect on [Instagram](#), [LinkedIn](#), [Facebook](#), [Twitter](#) and [YouTube](#).



## About ASHRAE Mumbai Chapter

The ASHRAE Mumbai Chapter was formed in 2010 as an offshoot of the ASHRAE Western India Chapter. It has grown to have a membership of more than 380 members from Mumbai, Thane, Goa and neighbouring areas. The local chapter provides education and information regarding the constant evolution of HVAC technology to the engineering community. It is also our responsibility to assist ASHRAE at the society level with feedback from our region to help further develop the codes and standards.



### Sponsorship Contact Details:

**Ms. Nivedita Jadhav**  
Mob. +91 7506383171

**Mr. Rupesh Umtol**  
Mob. +91 9820315245

**Mr. Sagar Munishwar**  
Mob. +91 9967596554

Email: [ashraemum@gmail.com](mailto:ashraemum@gmail.com)



**ASHRAE Mumbai Chapter**  
102, Sunil enclave CSL, 1st Floor,  
Near WEH Metro Station,  
Andheri - East, Mumbai - 400099  
Tel No. 022-28390018

### Conference Partner & PCO



**MCI GeTS India Pvt. Ltd.**  
Silver Astra, 64, 6th Floor, Cardinal Gracias Rd,  
Akai Society, J.B. Nagar, Tarun Bharat, Andheri (East),  
Mumbai-400099, India  
[www.mci-group.com/en-in](http://www.mci-group.com/en-in)



Scan the QR Code  
for more information