



Opening India to the World

Offer India as a market to explore, export, and source. We offer a full suite of services to help overseas companies establish, grow, and thrive in India. We help your organization capitalize on the significant business opportunities emerging in India.

- Bespoke / Customized Market Research Reports
- Market Entry/Penetration and Business Services
- Facilitation Assistance
- Portance/Logistics & Ex-locate Services
- Importer-Distributor Services.
- Open external markets for Indian suppliers



Offer end-to-end solutions for cross-border movement of goods, services, and equipment, as well as outsourcing solutions to international companies.

About Us

The Success Chamber is a powerhouse of cross-border market entry expertise. With a collective expertise of over 60 years, our team has facilitated over 150 partnerships between international and Indian companies across diverse sectors.

Our leadership includes a former Trade Commissioner working for the Government of Canada, who was also a Trade & Investment Advisor to the UK Government. The team also includes a logistics and EXIM services specialist with decades of industry experience. Together, we offer clients unmatched insight, regulatory support, and operational excellence.

Our Services

- Market Entry Support: Assisting foreign exporters to enter and expand in India.
- Trading & Investment Partnerships: Connecting international and Indian businesses.
- Market Research & Feasibility Studies: Primary research tailored to client needs.
- Regulatory & Compliance Facilitation: Guiding legal setup and market access.
- Export-Import Services: Complete logistics, customs, and warehousing solutions.
- Partner Search & Due Diligence: Identifying reliable Indian partners.
- Outsourcing & Back-Office Solutions: Setting up local support infrastructure.

Our Advantage

We deeply understand North American and European exporters' mindsets and about complexities of doing business in India. Our networks extend across key decision-makers in both government and industry sectors and also ensure smooth navigation of India's regulatory and compliance landscape.

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We offer a multi-level, customized approach:

- **Business Consulting:** Mapping your capabilities and opportunities.
- **Hand-Holding Services:** Legal setup, regulatory clearances, EXIM facilitation.
- **Market Connection:** Partner identification, introductions, negotiations.
- **Post-Entry Support:** Warehousing, staffing, compliance, and more.

Key Focus Areas

- **Primary Research:** In-depth market intelligence for your product or technology.
- **Contractual Assistance:** Structuring partnerships and legal entities.
- **EXIM Services:** Complete import-export support, including our own IEC code and warehousing.
- **Technology Transfer:** Facilitating innovation exchange in sectors like MedTech, CleanTech, and AI.
- **Global Expansion:** Helping Indian companies establish in foreign markets through our global network.
- **Innovative Financing:** Connecting you to trade finance, equity, venture capital, and alternative investment sources.

Our Presence

Headquartered in New Delhi, India, with a registered entity in Toronto, Canada, and operational offices across seven key Indian cities.

Our Leadership

Saibal Ghosh

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Director

The Success Chamber

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Former Trade Commissioner for Global Affairs Canada and Senior Trade Advisor to UKTI, Saibal has nearly four decades of experience helping foreign exporters succeed in India.

A seasoned logistics and EXIM specialist with over 20 years' experience, Vikrant is an IATA-certified Customs Broker and a master planner for complex international logistics.

Contact Us

The Success Chamber

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