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### **Goan firms can explore market for Engineering Service Export**

World Trade Center Goa has been conducting a series of webinars on the theme “Goa-a TRADE” to explore potential sectors in products and services for export from Goa. The discussions in these webinars will help contribute to the growth of exports from Goa. The second webinar of the series featured Mr. Gavin D’Souza, Director, Lila Digital and Environmental Solutions Pvt. Ltd., who shared his views on the potential of the Environmental Engineering Services sector. He informed that the United Nations (UN) has estimated that there are 37 places around the globe that will face water shortage in the coming decades and the solutions for such problems have to be worked as soon as possible with the help of Environmental Engineering. He further explained, “Across the globe, there will be demand for that one key player who will monitor the entire process, from design to maintenance and also ensuring that all compliances are met. Firms from Goa could play a vital role in providing this service globally; which fits well with the United Nations' Sustainable Development Goal 6, which is Clean Water and Sanitation.” Further, Mr. D’Souza explained that today environment is a global investment goal and fund managers are now slowly reducing and phasing out investments in non-compliant or polluting companies and looking into rain water harvesting solutions ON TRADE which will play a vital role in environmental sustainability. “Goa could take a lead in providing these services to the global markets,” opined Mr. Dsouza. Mr. D’Souza also highlighted how his company Lila Digital and Environment Solution came into existence. Speaking about his company, he mentioned that it is a one stop turnkey service provider which deals in storm water runoff, stagnation of water, sewage water treatment plant for large companies, effluent treatment plant, farming etc. He also stressed on the fact that his company was a distributor of Rain water irrigation system (having drip irrigation) which saves 50 to 60% of rainwater. Mr. D’Souza concluded his speech by suggesting that R&D Support from the government and the private sector, client referrals and an ecosystem to keep track and promote the work done in the Environmental Engineering Service sector will be vital for its growth and success. Mr. Gavin D’Souza's views were collated by Mr. Cyril Desouza, Assistant Director - Trade Promotion, World Trade Center Goa who conducted the interview on the Zoom Platform.

The webinar was held on September 15, 2021