



Stakeholder Engagement

Defence Industry Stakeholders Seminar

17 January 2019, Nashik



(Centre Right) Hon'ble Raksha Rajya Mantri, Dr Subhash Ramrao Bhamre and (Centre Left) Shri Girish D Mahajan, Hon'ble Minister of Water Resources & Irrigation, Medical Education and Guardian Minister, Nashik, Government of Maharashtra, launching the Defence Innovation Hub in Nashik, Maharashtra along with other dignitaries.

Focus:

The seminar was organised with the objective of encouraging businesses in the Mumbai-Pune-Nashik-Aurangabad and Ahmednagar region, which is home to a thriving MSME industry already engaged in industrial manufacturing, to diversify their business into defence manufacturing and potentially be integrated into the supply chain of major OEM's in the region.

Key Takeaways:

- MSMEs engaged in industrial manufacturing in the Mumbai-Pune-Nashik-Aurangabad and Ahmednagar region have the potential to diversify their business into defence manufacturing.
- Launch of the second Defence Innovation Hub (DIH) in Nashik, which will nurture start-ups and help local industries to manufacture for the armed forces, in line with the Prime Minister's Make in India programme and vision for developing India into a defence manufacturing hub.
- Officers from the three services shared the available opportunities in capital, sustenance and indigenisation requirements...[read more](#)

SIDM @ Aero India

21 - 23 February 2019, Bengaluru

Aero India Exhibition, which is organized every two years, has already carved a niche for itself globally as a premier aerospace exhibition, with eleven successful editions organized since 1996. This year's show hosted over 400 exhibitors from all over the world. SIDM hosted four special sessions with the countries of France, USA, Russia, and Japan.

Session 1: Indo–French Defence & Aerospace Cooperation- Building an Integrated Global Supply-Chain for a Win-Win Scenario; 21 February 2019, Bengaluru



(L-R): Mr. Satish K Kaura, Chairman, Samtel Group; Mr. Babu Khan, Head - SIDM & Sr. Director - CII; Mr. Stéphane Abrial, Senior Executive Vice-president, Safran, Chairman of International Commission of GIFAS; Thiru M.C. Sampath, Hon'ble Minister for Industries, Government of Tamil Nadu; Mr. Jayesh Ranjan, Principal Secretary, Industries & Commerce & IT, Government of Telangana; Mr. Vincent Gorry, Senior Vice president International and European Affairs GIFAS

Focus:

Senior government officials and top executives from major Indian and French companies shared their plans and perspectives for doing business in India. Both Indian and French companies deliberated on taking the existing relationship to the next level, from ToT to co-development and co-production to meet Indian and global demand. Deliberations were carried out to expand the partnerships to lower tiers of the Indian industry to build a complete ecosystem and serve the global supply chain.

Key Takeaways:

- The French defence industry is very keen to expand its trade with Indian industry, especially in the aerospace arena.
- All states housing the Defence Industrial Corridors have laid out their Defence & Aerospace Manufacturing Policies that give a bouquet of attractive incentives to industries, both Indian and Foreign, for setting up units and business in the state...[read more](#)

Interaction with the US Deputy Under Secretary – Acquisition & Sustainment, Ministry of Defence, 21 February 2019, Bengaluru



(L-R): Mr. Scott Baum, Special Representative-Industrial Policy, US Department of Defence; Mr. S P Shukla, Treasurer, SIDM and Group President & Member of Group Executive Board, Mahindra Group; Mr. Jayant D Patil, Vice President, SIDM & Senior Executive Vice President (Defence) & Whole Time Director & Member of the Board, Larsen & Toubro Limited; Mr. Alan Shaffer, Deputy Under Secretary of Defense-Acquisitions & Sustainment, US Department of Defence; Mr. Babu Khan, Head – SIDM & Sr. Director – CII; Mr. Naresh Palta, CEO (Aerospace & Defence), Maini Group

Focus:

Among the issues that were discussed were, slow bureaucratic processes in US, delays in Visa clearances, Issues impacting business partnerships between US and Indian companies, deepening B2G and B2B interactions and communications, ITAR regulations and the role of the Defence Attaché in furthering Defence Business.

Key Takeaways:

- Availability of a Cell in the office of Mr Scott, the Special Representative, for facilitation of Defence Security Cooperation between India and US.
- Need for understanding of each other's processes. US Defence Attaché in the US Embassy in India could help as he has been nominated as the POC...[read more](#)

Session 2: Defence Industrial Corridors Linking India to the Global Aerospace Supply Chain, 22 February 2019, Bengaluru



(L-R): Mr. David Keith Sutton, Director, Lockheed Martin International; Mr. Rajesh Kumar Singh, Principal Secretary – Infrastructure & Industrial Development Department, Government of Uttar

Pradesh; Mr. Sanjay Jaju, Joint Secretary (DIP), Ministry of Defence; Mr. Satish Mahana, Minister for Industrial Development, Government of Uttar Pradesh; Mr. S P Shukla, Treasurer, SIDM and Group President & Member of Group Executive Board, Mahindra Group; Cmde Mukesh Bhargava (Retd), Vice President – Submarines and Underwater Platforms & Member of the Board, L&T Defence; Mr. Kishore Jayaraman, President, Rolls-Royce, India & South Asia

Focus:

The session deliberated upon the policy initiatives taken by the various state governments including Tamil Nadu, Telangana and Uttar Pradesh in encouraging and facilitating investments in their respective states. The Make in India initiative of the Government of India and highlights of central government policy initiatives to promote defence manufacturing in India were the focus of this session. Special emphasis was also laid upon the efforts made by the MoD in improving the Ease of Doing Business by way of permissions, licenses and opportunities to build collaborations through Defence Offsets.

Key Takeaways:

- All major industries aligned with the Initiatives of the Government, especially in the Defence Corridors.
- Tamil Nadu aims to have more than 1000 industries in their Defence Corridor providing at least one lac jobs... [read more](#)

Session 3: Indo – Russia Defence & Aerospace Cooperation: Glorious Past to Prospective Future, 22 February 2019, Bengaluru



(L-R): Air Marshal J K Singh, AVSM, VSM, Air Officer-in-charge Maintenance, Indian Air Force; Mr. Punchuk Anatoliy Gricorievich, Deputy Director of the Federal Service for Military Technical Cooperation (FSMTC); Cmde Mukesh Bhargava (Retd), Vice President – Submarines and Underwater Platforms & Member of the Board, L&T Defence; Col J P Uniyal (Retd), Director (Business Development & Product Support), BrahMos Aerospace

Focus:

The following issues were discussed:

- A case study of Joint development approach in case of JVs of BRAHMOS and Ananth Technologies Ltd.
- A better understanding of opportunities for Indian companies for Life Cycle Support for Russian Equipment in India.
- Perspective on Co-development of Future Technology Platforms.

Key Takeaways:

- Russia is ever-willing to partner with Indian Industry to manufacture main platforms, spares, and components for supporting sustenance of existing Russian equipment in India... [read more](#)

Session 4: India - Japan Defence Industry Business Forum, 23 February 2019, Bengaluru



(L-R): Cmde Mukesh Bhargava (Retd), Vice President - Submarines and Underwater Platforms & Member of the Board, L&T Defence; Dr Mohammed Nazmuddin, Economic Advisor & Joint Secretary, Department of Defence Production, Ministry of Defence, Government of India; Mr. Nobuaki MIYAMA, Commissioner, ATLA, Ministry of Defence, Government of Japan; Mr. Rajinder

Singh Bhatia, President and CEO (Defence & Aerospace), Bharat Forge Ltd; Mr. Babu Khan, Head – SIDM & Sr. Director - CII

Focus:

The following issues were discussed:

- Discussion on Indian Defence Procurement Policies and Plans.
- Discussion on Japanese '3 Principles on Transfer of Defence Equipment and Technology'
- Company and product presentations by Japanese and Indian industries for JV for co-production and development.

Key Takeaways:

- G2B and B2B meetings between Japanese Industries and Indian Industry attendees.
- A better understanding of Indian and Japanese Defence & Aerospace industries capabilities and business opportunity... [read more](#)

Policy Advocacy

IBO-DPSU Interaction at IDS HQ

30 January 2019

An interaction between the Indian Business Organisations (IBO), industry members and representatives of Service HQrs is held every second month at the Integrated Defence Services, Head Quarters. The meeting provides for a direct interface between the industry and the users and is called with the objective of apprising the procurement personnel of the industry capability. The interaction also acts as a platform for raising specific industry grievances which the IDS can take up with the concerned line directorate. The meeting held on 30 Jan 2019 was attended by representatives from Mahindra Defence Services and Defsys Pvt Ltd along with SIDM representatives... [read more](#)

Mission Raksha Gyan Shakti: Interactive Session

13 February 2019

Mission Raksha Gyan Shakti (MRGS) is a comprehensive program initiated by MoD / DDP in Apr 2018 with the aim to spread awareness on Intellectual Property Rights (IPR) and to facilitate institution of an IPR driven Innovation Culture in Indian Defence Industry, in step with the global best practices. The program was formally launched by Hon'ble Raksha Mantri on 27 Nov 2018 with a target of training 10,000 personnel on IPR and filing of 1000 applications for grant of IP rights, in the first year itself...

[read more](#)

International Cooperation

During the period, SIDM reached out to Indian Defence Industry with information on export opportunities available in Uzbekistan, Kenya, Israel and Saudi Arabia. Requests from these countries included Body Cams & tablets, Border Surveillance Equipment, Ammunition and Body Armour respectively.

Membership

As an industry body, our membership is our strength. SIDM opened its membership on 1st January 2018 and the response from the industry since then has been encouraging.

After about a year, we now have 250 members, out of which 45 are large companies, 52 medium, 147 represent small & micro and 6 academic and R&D institutions. Furthermore, 209 out of 250 members are manufacturers and 35 are service providers.

State of Tamil Nadu has contributed maximum number of members, which stands at

60, followed by Maharashtra at 41; other leading states are Karnataka 31 and Delhi at 25. To view full list of SIDM members, please click here <https://www.sidm.in/members>.

Looking Forward

21st Defence Acquisition Management Course (DAMC)

7 - 8 March 2019

To enable greater participation of Indian Industry in defence manufacturing and to familiarize on several aspects of the procurement process of Defence sector, the Society of Indian Defence Manufacturers (SIDM) in collaboration with Confederation of Indian the Industry (CII) is organizing the 21st Defence Acquisition Management Course (DAMC) on 7-8th March 2019, Gulmohar, India Habitat Centre, Lodhi Road, New Delhi... [read more](#)

About SIDM

The Society of Indian Defence Manufacturers (SIDM) is a not-for-profit association formed to be the apex body of the Indian defence industry. SIDM plays a proactive role as an advocate, catalyst, and facilitator for the growth and capability building of the defence industry in India.

SIDM's vision is to catalyse the Indian defence industry to effectively contribute to India's national security and become a trustworthy global partner. Our mission is to work closely with the Government towards enabling the growth of the defence industry. Collaborate with experts from the Armed forces, Academia and Defence industry to optimize the industry's development capabilities. Its values are: India First; One Voice and Self Reliant for Security.

SIDM facilitates growth of Industry through Policy and Progress Advocacy; Indigenization and Innovation; Policy and Market Research; Export Promotion; Emerging Technology and New Opportunities, Education and Skill Development.

Society of Indian Defence Manufacturers

C/o Confederation of Indian Industry

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