

Seminars on 'Opportunities in Defence & Aerospace for the Industry'

Vishakhapatnam, 21 June 2018

The Society of Indian Defence Manufacturers and Confederation of Indian Industry in partnership with Andhra Pradesh Economic Development Board organised a seminar on opportunities in defence and aerospace in Vishakhapatnam on 21 June 2018.

The event was focused on the acquisition plans of the Indian Armed Forces and sought to explore how the Industry can meet the requirements of the three Services bearing India's strategic vision in mind. Over the course of the day, two panel discussions were conducted; one on marine systems, guided by the Naval Indigenisation Plan of 2015, and a separate one for air & land systems.

Mr JD Patil, Vice President SIDM, emphasised on the values espoused by SIDM. He made particular reference to the fact that SIDM projects views of all members equally on all fora.

Director General Society of Indian Defence Manufacturers (SIDM) in his address explained the various services SIDM provides to its members. He also shared that SIDM is keenly working on emerging technologies and innovations besides working with countries looking for single body to facilitate B2B connect and facilitating collaboration between MSMEs to help them function as clusters.

Mr RVS Rudraraju, Chairman, CII Andhra Pradesh and Director, RHI Clasil Pvt. Ltd. said that Government of Andhra Pradesh has identified aerospace and defence manufacturing as a thrust sector for industrial development. The sector has tremendous potential to generate upstream and downstream investment opportunities and foster innovation & growth. Furthermore, it aims to attract at least 4 anchor units and at least 10% of all offset obligations discharged by companies in India.

Vice Admiral Karambir Singh, PVSM, AVSM, Flag Officer Commanding in Chief, Eastern Naval Command, Indian Navy in his address mentioned that about 65% of value addition to a ship being constructed comes from manufacturers – supplying shipboard material, equipment. He also said that MSME's will have a major role in the growth of the ship building industry and the future navy. He also said that the navy is not only these platforms but also technologies that operate in six dimensions such as air, sea, underwater, land, cyber and space. This opens up a host of the opportunities for the Industry. While concluding his address, he said that Indian Navy's roadmap for the future will continue to remain anchored firmly on self-reliance and indigenisation.

Mr Srinivasa Raju, Chairman for CII-AP State Panel for Defense & Aerospace and Managing Director, Geomarine Dynamics (I) Pvt Ltd. said that there are several opportunities that are available and have

opened up in defence sector recently. A series of workshops will be organized to sensitize the industry, especially entrepreneurs, on how to get into the defence market.

Other eminent speakers who spoke during the seminar are Dr. Samir V Kamat, Distinguished Scientist & Director General (NS & M), Defence Research & Development Organisation; Rear Admiral Amit Bose, VSM, Admiral Superintendent, Naval Dockyard, Visakhapatnam; Dr O R Nandagopan, Outstanding Scientist / Scientist 'H' & Director, Naval Science and Technological Laboratory; Commodore PK Mohan, VSM, Material Superintendent, Vizag, Indian Navy; Mr V Venkata Raju, Chairman and Managing Director, VEM Technologies Pvt Ltd.

Hyderabad, 21 June 2018

The Society of Indian Defence Manufacturers (SIDM) in partnership with Confederation of Indian Industry organized a Seminar on Opportunities in Defence and Aerospace for the Industry in Hyderabad on 22 June, 2018.

The objective of the seminar was to make the industry aware of the current scenario of the defence sector in the country and the opportunities available for MSMEs to participate in the supply chain of DPSU's and FOEMs. The seminar featured speakers from the armed forces and defence research institutions who briefed the participants on their requirements and how the private sector can help by increasing their capacities and participate in the process.

Director General SIDM gave a brief snapshot of the current scenario across the world with reference to Security and explained the various services SIDM provides to its members such as Policy and Market Research, Export Promotion et al. He also shared that SIDM is keenly working on emerging technologies and innovations besides acting as the point of contact for countries looking for a single body to facilitate B2B connect and is facilitating collaboration between MSMEs to help them function as clusters.

Mr. P A Praveen, Director-Defence and Aerospace, Department of Industries, Government of Telangana State, gave a brief overview of the ecosystem present in the State and the steps the Government is taking to enhance the sector. He also said that the various research and development institutions that are present in and around the city of Hyderabad make it the ideal destination for investment in the Defence and Aerospace Sector.

The two sessions titled "Aerospace and Defence Opportunities for MSMEs to Participate in the Supply Chain of DPSU's and FOEMs" and "Opportunities in Aerospace and Defence for Private Industries: Armed Forces Perspective" were focused on modernisation and sustenance of the equipment of the Indian armed forces. The first session on modernisation highlighted the opportunities offset obligations provide for MSMEs. The second session shed light on the sustenance needs of the Indian armed forces, which can neither be met by DPSUs due to their limited capacity, nor by imports because of the huge cost implications. Thus, there is a need to outsource these requirements to the private industry, which stands to gain much from participating. Both sessions were addressed by senior representatives such as Maj. Gen Mohan Das (Retd), Mr. Ramesh Datla, Past Chairman, CII-SR and CMD, Elico Ltd; Mr V Venkata Raju, CMD, VEM Technologies Pvt Ltd; Col Sanjeev Sokinda, Director (PP), Indian Army; Dr Y Sreenivas Rao, Scientist-H & Project Director-Air Defence, DRDO-RCI; AVM B K Sood, VSM, Assistant Chief of Air Staff (MP), Indian Air Force; AVM R Radhish, AVSM, Commandant, College of Air Warfare and Maj. Gen Sandeep Sharma, VSM, PhD, Commandant, College of Defence Management among others.

Mr. Mahesh Desai, Mentor, CII Telangana MSME & International Linkages Panel and Chairman, Meera Group delivered the welcome remarks and Mr Hemant Jalan, Convenor, CII Telangana Defence and Aerospace Panel and Managing Director, Nucon Aerospace gave the concluding remarks.

The seminar was attended by over 150 participants from the Industry, research institutions, academia and media.

Armoured Vehicles India Conference, New Delhi, 27-28 June 2018

The Society of Indian Defence Manufacturers jointly organized the Armoured Vehicles Conference with Defence IQ, a division of IQPC, on 27-28 June 2018 in New Delhi.

Framed around India's major vehicle procurements (FIRC & FRCV) and the Make in India initiative, the conference was conceived to encourage defence cooperation and to support the Indian Armed Forces by providing a platform to discuss acquisition programme management, research and development and operational capabilities of armoured vehicles. Local and international speakers from armed forces, defence ministries, capability commands and industry attended the conference to discuss the desired operational and technological capabilities of tracked and wheeled armoured vehicles.

The key takeaways from the conference are as under:

1. User derived specs of FRCV and FICV conveyed to the industry by the Army.
2. Industry point of view on requirements of the industry to succeed in Make in India conveyed to MoD
3. The latest on the hybrid engine for armoured vehicles was discussed.
4. The British Army conveyed their method of carrying out tests and trials and their organisational structure
5. Future armoured vehicles development in DRDO and foreign countries discussed

Meeting of State Taskforce on Textiles & CII Southern Gujarat Zone with regard to Doing Business in Defence & Aerospace, Surat, 5 July 2018

Director General, Society of Indian Defence Manufacturers attended a taskforce meeting with Industry LEADERS of Southern Gujarat Zone to discuss various business opportunities in defence for textile, chemicals and engineering companies. The various hand holding services CII - SIDM can provide to companies which are interested in defence sector were highlighted. The meeting was chaired by Mr. Ravindra Arya, Chairman, CII Southern Gujarat Zonal Council & Managing Director, Bindal Silk Mills Pvt. Ltd.

Seminar on Big Data Analytics in Indian Army, Military College of Telecommunication Engineering, Mhow, 27 June 2018

Director General, Society of Indian Defence Manufacturers addressed a seminar on Big Data Analytics in Indian Army where he spoke in a session titled 'Contemporary Challenges of Indian Army necessitating Big Data Analytics'.

E- VALUE ADDED SERVICES

Among other services, SIDM curates opportunities in defence manufacturing from India and around the world. Global tenders, government RFPs/RFIs, other business alerts and a product/service directory are available exclusively to SIDM Members and the subscribers of SIDM 'E-Value Added Service (E-VAS).' E-VAS is an integrated platform and directory of all defence manufacturing opportunities, which allows members to keep abreast with business opportunities from the global defence industry. Subscribers will receive daily email alerts, along with a monthly bulletin highlighting SIDM activities, proceedings of various events, important developments in the sector. In addition, subscribers would also receive leads and alerts about consulting and other services offered by SIDM.

Annual fee for the E-VAS is Rs. 10,000/-

For subscribing to SIDM's E-VAS service, or to seek more information, please write to yashvardhan.verma@cii.in

UPCOMING EVENTS

Technology Infusion and Indigenisation Plans (TIIP) of the Indian Air Force, New Delhi, 27 July 2018

SIDM is collaborating with CII and the Indian Air force in organizing a Seminar cum Exposition on Technology Infusion and Indigenisation Plans of the Indian Air Force at the Air Force Auditorium in Subroto Park, New Delhi on 27th July 2018. The seminar will focus on technologies and capabilities that the IAF needs in the next 15 years and will be divided into four sessions, namely:

Session 1: Opportunities and Initiatives in Military Aviation

Session 2: Opportunities in MRO of Military Aviation Assets, JVs and Aerospace Eco System

Session 3: Incubators and Start-ups for Defence R&D

Session 4: Interaction of IAF Project Officers with Industry / Start-ups

For more information and registration, please visit: <https://www.sidm.in/events>

UPCOMING INTERNATIONAL DELEGATION

ARMY 2018, Moscow, 21-26 August 2018

Dr Ajay Kumar, Secretary (DP) shall be leading an Indian delegation to International Military Technical Forum 'ARMY 2018' scheduled to be held from 21 – 26 August 2018 in Moscow. SIDM would be coordinating industry participation in this delegation. For more information on the delegation to ARMY 2018, please write to:

avnish.patnaik@cii.in

MEMBERSHIP UPDATE

As on 15 July, 298 companies have applied for membership to SIDM.

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