

Post Show Report



6th & 7th July, 2017
Bangalore International Exhibition Centre (BIEC), Bengaluru

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Electronic Industries Association of India

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STRATEGIC ELECTRONICS SUMMIT 2017

Post Show Report

6th & 7th July, 2017, Bangalore International Exhibition Centre (BIEC), Bengaluru

The 8th Strategic Electronics Summit 2017 (SES 2017) – Defence & Aerospace, was organised by ELCINA on July 6th & 7th, 2017 at Bangalore International Exhibition Centre (BIEC), Bengaluru. The idea of SES was mooted by the ELCINA Executive Committee in 2009. It recognized the potential of this sector and the Indian industry's special skills in the high technology low volume production.

ELCINA identified the following key factors, which inspired us to focus on strategic electronics -

- Rapid and supportive changes in Government thinking regarding Defence Production as well as Procurement Policies. Encouraging indigenous production and value addition, as well as participation by SME's
- Large and growing budgets for the Defence & Homeland Security
- Greater importance of defence avionics, as well as, an expanding aviation industry
- Increasing threat in dependence on imports, for national security equipment
- High potential for employment and revenue generation
- Capability and keenness of the Indian industry to participate in manufacturing

The last 8 editions of SES from 2010 to 2017 successfully Brought Industry, Defence Establishment & Government Together !

Earlier editions of Strategic Electronic Summits demonstrated great interest and opportunity that the industry saw in the Strategic Electronics sector and participated wholeheartedly. Deliberations and discussions were intense and passionate between all stakeholders. There were over 150 organisations participated as Exhibitors and / or Delegates. All the activities like Conference, Exhibition & Technical Sessions witnessed keen participation with over 200 delegates in the Conference and good footfalls of business visitors.

This year Dr. V. K. Saraswat, Member, Niti Aayog, Govt. of India graced the occasion as the Chief Guest, Mr. Sanjay Kumar Rakesh, Jt. Secretary, MeitY, Govt. of India was the Guest of Honour on the opening day with special addresses by Major General, MJS Syali, ADG, EME (B), IHQ of MoD (Army) & Rear Admiral Atul Khanna, VSM, Asst. Chief of Materials.

A Summary of SES 2017

OBJECTIVES OF THE EVENT

- Bring all stakeholders on one platform to enable better communication and understanding of requirements of the defence establishment.
- Facilitate in creating indigenous capability to manufacture defence equipment and meet these requirements.
- Create awareness about opportunities in the Strategic Electronics sector.
- Involve the Small and Medium Enterprises to meet the requirements of Defence Forces.
- Bridging the gap between R&D, Government organizations and businesses. Explain and highlight the new Defence Production and Offset Policies.
- Encouraging and enabling investments for developing strategic strengths.

PROGRAM DETAILS:

Conference on : Policy Push & Strategic Partnerships for Self-Reliance in Defence Electronics

Day -1

- Opportunities for Electronics Manufacturers in Defence Projects
- Indian Industry & MSME's in Indigenization

Special Technology Sessions:

- Opportunities for Industry in BEL's Key Defence Projects" by Bharat Electronics Ltd. (BEL)

Day -2

- Homeland Security
- Panel Discussion – Role of Strategic Partners in Developing Indigenous Defence Eco-System
- Opportunities in India's Space Program

Special Technology Sessions:

- Trends in Strategic Communication Technologies & Potential for Indigenization by Centre for Development of Telematics (C-DOT)
- Innovative Low Cost FPGA Board Solution for Training Purpose" by Centre for Development of Advanced Computing (C-DAC)

Exhibition : to showcase opportunities for Buyers and Sellers

**Conference on
8th Strategic Electronics Summit- Defence & Aerospace**

CONFERENCE PROGRAM

Jacranda, Convention Centre, Bangalore International Exhibition Centre,
Tumkur Road, Bengaluru

**Theme : "Policy Push & Strategic Partnerships for Self-Reliance in
Defence Electronics"**

Day-1 6th July 2017

0900- 0930	Arrival & Registration
Inaugural Session 0945 – 1100 Hrs	
Welcome Address - Mr. Amrit Manwani, Vice President, ELCINA & CMD, Sahasra Group	
<ul style="list-style-type: none">• Special Remarks: Rear Admiral Atul Khanna, VSM, Asst. Chief of Materiel• Special Remarks: Maj. Gen. MJS Syali, ADG EME (B), IHQ of MoD (Army)• Guest of Honour : Mr. Sanjay Kumar Rakesh, Jt. Secretary, MeitY, Govt. of India• Chief Guest : Dr. VK Saraswat, Member, Niti Ayog, Govt of India• Vote of Thanks: Mr. N. Ramachandran, Past President ELCINA & MD, Mel Systems & Services	
Tea Break & Visit to the Exhibition(Jacaranda Hall) : 11:00 – 11:30 Hrs	
Session – I - Opportunities for Electronics Manufacturers in Defence Projects 1130 – 1245 Hrs	
<ul style="list-style-type: none">• Session Moderator : Maj. Gen. MJS Syali, ADG EME (B), IHQ of MoD (Army)• Rear Admiral Atul Khanna, VSM, Asst. Chief of Materiel, Indian Navy• Mr. Vipin Tyagi, Executive Director, C-DOT• Brig. Rajeev Ohri, DDG, PMO Suraj (EW Systems & Support), Indian Army	
Special Technology Session: 1245 – 1330 Hrs	
Topic : "Opportunities for Industry in BEL's Key Defence Projects" by Bharat Electronics Ltd. (BEL)	
Lunch Break : 1330 – 1430 Hrs	
Session – II - Indian Industry & MSME's in Indigenization 1430 – 1600 Hrs	
<ul style="list-style-type: none">• Session Moderator: Col K V Kuber (Retd), Indian Army Veteran• Mr. N. Ramachandran, CMD, Mel Systems & Services• Mr. Sreeram Srinivasan, CEO, Syrma Technologies• Brig A. Umar Farook, (Retd.) VSM, GM -Defence Systems Group (DSG), ECIL• Mr. N K Mohapatra, CEO, Electronics Sector Skills Council of India	

Day – 2 7th July 2017

0930 – 1000 Hrs | **Arrival & Registration**

Special Technology Session I : 1000 – 1030 Hrs

Topic : "Trends in Strategic Communication Technologies & Potential for Indigenization" by Centre for Development of Telematics (C-DOT)
Mr. Soundara Kumar - Director

Special Technology Session II : 1030 – 1100 Hrs

Topic : "Innovative Low Cost FPGA Board Solution for Training Purpose" by Centre for Development of Advanced Computing (C-DAC) – **Dr. Sunita Prasad**

Tea Break & Visit to the Exhibition(Jacaranda Hall) : 1100 – 1120 Hrs

Session – I – Homeland Security

1120 – 1220 Hrs

- Session Moderator: Lt. Gen AKS Chandele, PVSM, AVSM (Retd)
- Dr. AP Maheshwari,IPS, ADG, Border Security Force (BSF) – Presentation on Border Management Technologies
- Mr. Mahesh Natarajan, Larsen & Toubro

Session – II – Panel Discussion - Role of Strategic Partners in Developing Indigenous Defence Eco-System

1220 – 1350 Hrs

- Session Chairman: Mr. Dharendra Singh, Chairman, DPP Committee
- Mr. Rahul Chaudhary, CEO, Tata Power SED
- Cmde Mukesh Bhargava (Retd.), VP – Submarines & Underwater Platforms, L&T Defence
- Mr. P. S. Subramanyam, President (Innovation & Research), Reliance Defence Limited
- Mr. N. Raveeswaran, National Head, Aerospace and Defence | SBD, Mahindra

Lunch Break : 1350 – 1450 Hrs

Session – II Opportunities in India's Space Program

1450 – 1620 Hrs

- Session Moderator: Col K V Kuber (Retd), Indian Army Veteran
- Mr. S Rakesh, CMD, Antrix Corporation Ltd.
- Dr. S. V. Sharma – Deputy Director – SPA-ISAC, ISRO -
- Mr. S Rangarajan, CEO, Data Patterns
- Mr. CD Shridhara, Director, Ananth Technologies

List of Participating Companies

S. No. Exhibitors / Sponsors

1. 515 Army Base Workshop
2. Alfa Labtech
3. Amphenol Interconnect India Pvt Ltd
4. Andhra Electronics
5. Anritsu India Pvt Ltd
6. Anvin Electronics Pvt Ltd
7. Border Security Force (BSF)
8. Centre for Development of Telematics (C-DOT)
9. Centum Electronics Limited
10. Continental Device India(P) Ltd
11. Directorate of Indigenisation, Army
12. EFY Enterprises Pvt Ltd
13. Electronics Corporation of India Limited (ECIL)
14. Electronics Sector Skills Council of India (ESSCI)
15. EM Media LLP
16. G H Media Business Pvt. Ltd.
17. Gemni Electro Corporation
18. GSAS Micro Systems Private Limited
19. Karnataka Biotechnology and Information Technology Services (KBITS)
20. Magnatech
21. Mel System & Services Ltd.
22. Neotec Semiconductors
23. Qmax Test Equipments Pvt. Ltd.
24. Relyon Softech
25. RMC Electronics Pvt. Ltd.
26. Scientific Mes-Technik Pvt. Ltd.
27. SGS Tekniks Manufacturing Pvt. Ltd.
28. SLN Technologies Pvt. Ltd.
29. Society of India Aerospace Technologies and Industries (SIATI)
30. Syrma Technology Pvt. Ltd.
31. Bharat Electronics Ltd. (BEL)
32. Digital Circuits Pvt. Ltd.
33. Covestro (India) Pvt. Ltd.

Delegates

- 3F Industries Limited
- Aarjay International
- Accord Software & Systems Pvt Ltd
- ACME
- Aiddition Technologies
- Alfa Labtech
- Alpha Design Technologies Pvt Ltd
- Amara Raja Electronics Ltd
- AMRL SEZ
- Arihant Electricals
- ARM
- Auckam
- Aveonix Technologies Private Limited
- BAeHAL Software Ltd
- Bharat Rubber Industries
- Bhatia Tools & Technology/Bhatia Aerospace
- BlackPepper Technologies Pvt. Ltd.
- British Deputy High Commission
- Caliber Interconnect Solutions
- Centre for Artificial Intelligence and Robotics(CAIR)
- Centre for Green Energy and Environment Resources
- Circuit Systems (India) Limited
- CII Guardian International Limited
- CRPF
- Cutek Circuits Indai Pvt Ltd
- DACQ Controls Communication Pvt Ltd
- DDC Electronics Pvt Ltd
- Data Pattern
- Dexcel Electronics Designs Pvt Ltd
- DRDO
- Ekana Industrial Solutions
- Electrolube
- Elin Electronics Ltd
- Emco GmbH, Austria
- Entec Engineering
- Entuple Technologies Pvt Ltd
- EOS Power
- Fastech Telecommunications India Pvt Ltd
- Fexilon Technologies LLP
- Flybird Farm Innovations Pvt Ltd
- FTD Automation Pvt Ltd
- Gimbal Technologies
- Hero Electronix Pvt. Ltd.
- IBM
- Indian Navy
- Infineon Technologies India Pvt Ltd
- JetAvi Engineering Pvt. Ltd
- Josh Tech Services Pvt Ltd
- Karnataka Hybrid Micro Devices Ltd
- Kingsly Instrumentation & Communication Pvt Ltd
- Kramski Stamping and Molding India Private Limited
- Kreative Technologies
- Krishna Engineering Consultants
- KritiKal Solutions Pvt. Ltd
- Larsen & Toubro Limited
- LRDA
- Macom
- Magnatech
- Meco Aerospace Limited
- Micronel Global Engineers Pv Ltd
- MRO-TEK Realty Limited
- Multisphere Power Solutions Pvt Ltd
- Nano & Tech

- Nidec Industrial Automation India Private Ltd
- Nihon Technology Pvt Ltd
- OgMentum
- Perfect Electroexim Pvt Ltd
- Pinaka Aerospace Solutions Pvt.Ltd.
- PPI Adhesive Products Limited (Ireland)
- ProSim
- Qbit Integrated Systems
- Richardson RFPD
- RTips Technologies
- SABIC
- Sarada TechConSol Private Limited
- SASMOS HET Technologies Limited
- Shalom Telecom
- Sigma Microsystems Pvt Ltd
- Sika Interplant Systems Limited
- SM Creative Electronics Limited
- Sonodyne International Pvt Ltd
- SPEL Semiconductor Limited
- Stanesh Semiconductor Pvt Ltd
- STC BSF
- Sugosha Advisory Pvt Ltd
- Swift Electrocomp Solutions Pvt Ltd
- Swimmerhap
- Taachibi Enterprises
- Tata Consultancy Services
- Transpace Technologies Pvt Ltd
- TÜV SÜD South Asia Pvt Ltd
- UTL Technologies Ltd
- Vasavi Technology
- Vetril Electronics (P) Limited
- Virginia Panel Corporation
- Vision Netsoft Pvt Ltd
- Wavelet Technologies Pvt Ltd
- Wogglesoft IT Solutions Pvt Ltd
- Zing Technologies

SUMMARY OF PROCEEDINGS

The 8th edition of Strategic Electronic Summit was inaugurated by **Dr. V. K. Saraswat, Member, Niti Aayog, Govt. of India** on 6th July, 2017 at Bangalore International Exhibition Centre (BIEC), Bengaluru.

Day 1 – 6th July, 2017 – “Inaugural Session”



Chief Guest : Dr. V. K. Saraswat, Member, Niti Aayog, GOI



Guest of Honour Mr. Sanjay Kumar Rakesh, Jt. Secretary, MeitY, GOI



Maj. Gen. MJS Syali, ADG EME (B), IHQ of MoD (Army)



Rear Admiral Atul Khanna, Asst. Chief of Material, Indian Navy

8th Strategic Electronics Summit 2017 inaugurated in Bengaluru by Dr V K Saraswat, Member, Niti Aayog, Shri Sanjay Kumar Rakesh, Joint Secretary, MeitY, Government of India and a host of dignitaries from the Defence and Strategic Electronics sector

Shri Dhirendra Singh, Chairman, DPP Committee, Government of India and other experts spell out Opportunities and Challenges for India's Electronics sector under the Defence Procurement Procedure 2016; MSMEs express optimism for a level playing field in manufacturing opportunities to supply key Strategic Electronics components to the India Aerospace and Defence sector

Requirement for Combat Systems and non-platform based defence Strategic Electronics for India pegged at Rs. 100,000 crore for the five year period ending 2017; between 2016-25 defence contracts worth US\$ 75 billion are expected to come up in India, representing a potentially very large opportunity for the Electronics industry

Dr. V K Saraswat, Member, Niti Aayog spoke at length about critical Products and Technologies required by India's defence forces. He said, "In our quest to get the best global technology, we end up importing ready products. This is detrimental to growing local capabilities as import is the easy way out."

Citing the example of China and how they have progressed by absorbing technology from advanced countries Dr. Saraswat said that benefits do not accrue to local Industry as they are discussed after the purchase contract is signed with the foreign defence OEM. This must be done before the deal is signed. The Preferred Market Access (PMA) policy has failed to deliver desired results because it only addresses demand from Central Government ministries. It does not include state governments and PSUs, MTNL, BSNL and major public projects. In addition the local manufacturer is expected to be the 'L1' bidder and meet impractical requirements of tenders.

Speaking on the occasion, Shri Sanjay Kumar Rakesh, Joint Secretary, MeitY, Government of India said that the major challenge is to chase the target of US\$ 400 Billion demand for Electronics in the next few years with zero imports. We need to build trust between Industry and government through close interaction Mr Rakesh added. Incentives need to be tempered to match actual cost disadvantages. Disability cost disadvantages due to Finance, Energy and Logistics are known but again need verification as public money has to be allocated with discretion. The Joint Secretary also emphasized the need for greater engagement between Industry and government at the time of policy formulation so that implementation is successful and beneficial to all stakeholders.

Electronic Manufacturers in Defence Projects”



Maj. Gen. MJS Syali, ADG EME (B), IHQ of MoD, Army



Rear Admiral Atul Khanna, Asst. Chief of Material, Navy



Mr. Vipin Tyagi, ED, C-DOT



Brig. Rajeev Ohri, DDG, PMO Suraj (EW Systems & Support, Army)



Eminent Speakers on Dias

Session II – “Indian Industry & MSME’s in Indigenization”



**Session Moderator : Col. K V Kuber (Retd.),
Indian Army Veteran**



**Mr. N. Ramachandran, MD
Mel Systems & Services**



**Mr. Sreeram Srinivasan, CEO, Syrma
Technologies**



**Brig. A Umar Farook (Retd.), VSM, GM-Defence
Systems Group, ECIL**



Mr. N. K. Mohapatra, CEO, ESSCI



Eminent Speakers on Dias

- **Mr. N. Ramachandran, Past President of ELCINA & CMD, Mel Systems & Services an eminent MSME in the Defence Electronics domain said,** “MSMEs are not looking for subsidies and doles from the government but a level playing field with equal opportunity to bid for Defence contracts. There was an underlying preference for importing defence equipment and exclusion of MSMEs due a biased view that equipment would not be delivered as per defence quality standards by these domestic units. In the past this approach caused immense damage to the local ecosystem and kept us behind other countries, while at the same time perpetuating our dependence on imports.”

Day 2 – 7th July, 2017 – “Homeland Security”



**Session Moderator : Lt. Gen. AKS Chande,
PVSM, AVSM (Retd.)**



**Dr. AP Maheshwari, IPS, ADG, Border Security
Force (BSF)**



Mr. Mahesh Natarajan, Larsen & Toubro



Eminent Speakers on Dias

**Session II - Panel Discussion – Role of Strategic Partners in
Developing Indigenous Defence Eco-System**



Mr. Dhirendra Singh, Chairman, DPP Committee



Mr. Rahul Chaudhary, CEO, Tata Power SED



**Cmde Mukesh Bhargava (Retd.), VP –
Submarines & Underwater Platforms,
L&T Defence**



**Mr. P. S. Subramanyam, President (Innovation &
Research), Reliance Defence Limited**



**Mr. N Raveeswaran, National Head, Aerospace &
Defence | SBD, Mahindra**



Eminent Speakers on Dias

Mr. Dharendra Singh, Chairman, DPP Committee : Addressing the attendees on Day #2 of SES 2017, Shri Dharendra Singh, Chairman, DPP Committee clarified that provisions have been made in the DPP 2016 as well as DPM 2009 to support participation of Micro, Small and Medium Enterprises (MSMEs) in the defence procurement process with the aim to provide such firms a steady stream of business. The 'Report of the Working Group on Defence Equipment', estimates Defence Electronics of the size of Rs. 25,700 crore. This amounted to about 25% of the capital expenditure projections of the working group in 2016-17.

Mr. Rahul Chaudhary, CEO, Tata Power SED : emphasised the need for value addition and dependence on local technologies. Local capabilities cannot be built on imported technology. He warned against creation of private sector DPSU's under the Strategic Partners Program of DPP.

Cmdr Mukesh Bhargava (Retd.), VP – Submarines & Underwater Platforms, L&T Defence : has said that the opportunities of worth 60K Crores are there in defence sector in next 4-5 years. Indian Industry needs to get its act in order to avail this opportunity and create local eco-system.

Session III – Opportunities in India’s Space Program



**Session Moderator : Col. K V Kuber (Retd.),
Indian Army Veteran**



Mr. S Rakesh, CMD, Antrix Corporation Ltd.



Mr. S Rangarajan, CEO, Data Patterns



Mr. CD Shridhara, Director, Ananth Technologies



Mr. G. N. V. Prasad, ISRO



Eminent Speakers on Dias

Technology Sessions:

Day – 1



Opportunities for Industry in BEL's Key Defence Projects by Smt. Hemalatha. K GM (Strategic Planning), BEL



Day – 2



Innovative Low Cost FPGA Board Solution for Training Purpose by Dr. Sunita – Centre for Development of Advanced Computing – C-DAC



Trends in Strategic Communication Technologies & Potential for Indigenization" by Centre for Development of Telematics (C-DOT) – Mr. Soundara Kumar - Director

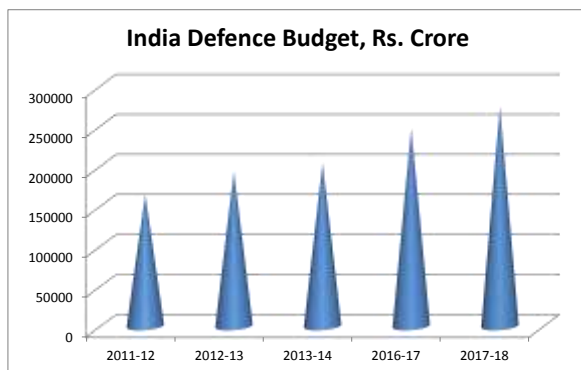
SNAPSHOTS OF THE EVENT



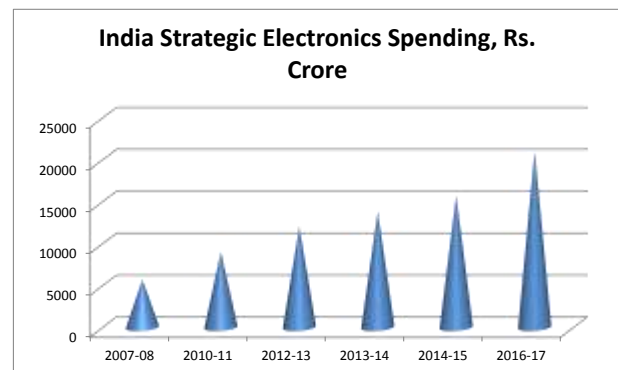
Key Issues & Recommendations

Globally the Aerospace & Defence (A&D) industry is comprised of manufacturers from civil and military aerospace and defence procurement in the air, land and marine segments. The worldwide A&D industry recorded total revenues for 2013 of US\$ 706,313 million with an 8.9% operating margin.

India is the biggest importer of defence equipment, importing three times as much as China and Pakistan. Large scale modernisation of the Indian defence forces is on the anvil. The next decade is likely to see an exponential growth in combat systems as well as non-platform based defence strategic electronics programmes, with the requirement for the 12th plan (2012-2017) having been pegged at over Rs. 100,000 crore. Between 2016-25 defence contracts worth US\$ 75 billion are expected to come up in India, representing a potentially very large opportunity for the Electronics industry.



Source: Ministry of Defence, GoI, 2017



Source: ELCINA, 2017

Defence procurement in India is undertaken by Ministry of Defence. Procurement is under two heads, Capital procurement and Revenue procurement. Capital Procurement deals with the purchase of new equipment in defence and aerospace, while Revenue procurement is for repair, maintenance and up-gradation/modernisation of equipment in use. The Capital procurement is governed by the DPP 2016 (Defence Procurement Procedure 2016) while Revenue procurement is dealt by Defence Procurement Manual 2009 (DPM 2009).

Government initiatives such as Defence Offsets and Defence Procurement Policy have opened a host of opportunities which the domestic industry must seize. This brings opportunity for all industry players who are keen to gain from and also contribute to the growth of the Strategic Electronics industry in India and enable greater domestic value addition and indigenisation. Offsets have the flexibility in fostering partnerships with foreign majors. The aim is to actively involve indigenous industry in this sector, enable greater value addition and localisation, and reduce the country's heavy dependence on imports.

It is a known fact that Defence Production has been one of the key levers for the growth of industrialisation in several developed countries. Most of the industrialisation activities were initiated essentially to cater to the Military needs of the World Wars, which then transitioned to the Non-military applications, post the WWs. Today, most of these leading developed countries are reaping this benefit of an early industrialisation that started with essentially catering to the needs of their respective Defence forces.

So, it is no surprise that India too is now looking at Defence Production and Procurement from a wider perspective and not just for meeting our Defence needs. The Government of India is banking very heavily on the Defence Sector for its 'Make in India' initiative to take off in a big way.

What is different in DPP 2016?

The Defence Procurement Procedure (DPP) 2016, like previous DPPs, contains policies and procedures relating to procurement/acquisition from the Capital Budget of MoD meant for modernisation of Defence Forces including Coast Guards. DPP is not applicable for DRDO and DPSUs, who have their own rules for the purpose.

The making of the DPP 2016 itself was different than the previous DPPs; some of the salient changes are:

- For the first time, since it evolved, the DPP 2016 was preceded by an Expert Committee that made recommendations for the new DPP
- Then a Task Force took a deep dive into one of the recommendations of the experts Committee.
- The political leadership led from the front and all-round consultations were held with stakeholders from all quarters – the Armed Forces, Bureaucracy, Industry leaders, including MSMEs, Industry associations, and Entrepreneurs and start-ups.

DPP 2016 is a policy framework to simplify defence procurement procedure and to give a boost to the 'Make in India' initiative of the Government of India. The DPP 2016 largely follows the recommendations of the Dhirendra Singh Committee Report published in July 2015. It aims at the following broad objectives set out below:

- Achieving substantive self-reliance in the design, development and production of equipment, weapon systems, platforms and systems required for Defence forces in as early a time frame as possible
- Creating conditions conducive for the private industry to take an active role in this endeavour
- Enhancing potential of SMEs in indigenisation
- Broadening the Defence Research and Development (R&D) base of the country.

Another first in this DPP is that this DPP incorporates a Preamble, just like the one enshrined in the Constitution. A 'Preamble' has been incorporated for all concerned to recognise that defence procurements are unique and are completely different from standard open market commercial procurements and therefore need flexibility from stakeholders so as to meet requirements of armed forces in a time-bound manner. It also urges all concerned to eliminate 'Opportunity Costs' that have to be incurred in case of failure or delay in procurement.

Indigenous manufacturing of defence equipment is sought to be encouraged by the Government through several policy measures like:

- Preference to 'Buy (Indian-IDD)'', 'Buy (Indian)', 'Buy and Make (Indian)', categories for capital acquisitions over the 'Buy (Global)' category in Defence Procurement Procedure.
- In addition to the above there is also the 'Make' category of procurement, which is now formulated in a more practical and industry friendly manner. The government has pre-positioned the 'Make' category to enable Indian Armed Forces to select programmes for consideration under the 'Make' category. Within a month of promulgating the truncated DPP 2016, the Ministry of Defence (MoD) has placed on its website 23 projects for industry participation under the 'Make' category.

With the announcement of Defence Procurement Procedure 2016 and the Strategic Partnership Programme by the Government, the India Electronics industry stands to gain a lot in terms of value added manufacturing opportunities, skill up-gradation and employment generation. Success however would depend on effective implementation and clear guidelines of engaging Development Partners who would largely be the MSMEs.

KEY ISSUES: Usefulness of Policy Interventions like Offset norms and TPCR, Understanding Offset norms, Ensuring participation of MSMEs, issues in Procurement, Payment terms, Common ground as DPSUs, Manufacturing Clusters and Facilities, Enhancing local sourcing, Promoting Research, MRO/ Lifecycle support, Interaction and Communications with stakeholders. Technology gaps have also been identified from analysis of TPCR and list of technologies sought by DRDO. If India is to achieve its strategic objective of 70-80 per cent domestic supply in defence, then the indigenous production would need to expand by an average of 30 per cent a year.