

DRDO showcases 'Made in India' products

DRDO Pavilion at Aero India 2013 is attracting huge attention. It centres around projections of aerospace related R & D advancement made by DRDO Labs and the coordinated efforts of various R & D Work Centres of DRDO. In all, 21 DRDO laboratories are participating and show-casing their technological might in various formats: Indoor and Outdoor Exhibition and Static and Flying Displays.

DRDO-ADA Indoor Exhibitions pavilion is designed based on the system centric theme with the Technologies clustered around it. There are 14 major system centres, Technologies themes as indicated below:

- Combat Aero Systems
- Aircraft Systems
- Avionics and UAV Systems
- Aerial Delivery Systems
- Surveillance Systems
- Certification of Aero Systems
- E W Systems
- Materials
- Missile Systems
- Propulsion Systems
- Explosive Technologies

- Sensor Technologies
- RADAR Systems
- Simulator Systems

Outdoor/Static display includes the following :

- LCA Naval variant 1:1 with Armament mock - ups
- Rustom - 1
- NISHANT on Launch Vehicle
- Missiles on Launch Vehicle
- Akashdeep Aerostat

IN THE CLOUDS:
(Top) DRDO aerostat; (bottom left) Indigenously built Nishant UAV; (bottom right) the IAF's Light Combat Aircraft (LCA).



World looking at Samtel for world-class quality at competitive costs

Samtel Avionics & Defence Systems' Executive Director Puneet Kaura on his company's JV with HAL and growth plans for next 10 years

Samtel's JV with HAL is six years old now. How do you see the JV's performance and results in these years and what are the targets for the next five years?

After a long journey of development, flight testing and qualification, one of the JV's key products — Multifunction Display (MFD) for Su-30 MKI has been qualified and is now in production. Thus, the aim with which the Samtel-HAL JV was set-up — that of addressing the avionics requirements of HAL, especially cockpit displays of all kinds — is now closer to realisation. The goal of the Samtel-HAL JV is to indigenise critical primary displays technology in India, and create a Centre of Excellence to produce indigenous displays for all HAL existing and upcoming star platforms and upgrades. It is a matter of great pride for India that now this technology is available here, and it opens up avenues for replicating it on other cockpit displays for HAL's star platforms. Samtel-HAL JV is looking forward to move ahead on our journey towards induction of indigenous cockpit displays on all Indian platforms.



Your joint venture with Thales too is over four years. How has this tie-up help Samtel to consolidate its position in the Avionics market in India?

Our JV with Thales is taking shape now with Samtel discussing various opportunities with them in Opto-electronics (Infra Red Search & Track), BTP (Built-to-Print)/BTS (Built-to-Specs) segments, as well as offsets arising out of Thales getting the Mirage 2000 upgrade contract, etc. We are moving at a very fast pace to crystallise some of the discussions that we are having with Thales to begin the work on ground. The JV was set up to locally develop, customise, manufacture, sell and maintain indigenous Helmet-Mounted Sight and Display Systems, optronics and modern Avionics Systems for the Indian and export defence markets. Systems aimed at the Indian Forces'

helicopters and fighters represent the main objective of the JV company, and the activity will quickly expand to include other products. Based in Delhi, it will provide the basis for all future aerospace development for Thales in India. The JV will help us bring critical technology to India and will contribute towards the modernisation objective of the Indian government for its defence forces.

How much does Samtel spend on R&D to hold on to its technology edge? What are your R&D plans in terms of funds and projects for the future?

Being in the high technology equipment industry, we spend a significant percentage on R&D. Our strong capability in this domain has helped us to always remain the first movers in the domestic market with cus-



ADVANCED R&D: The Multifunction Display (MFD) 55 for Su-30 MKI is now in production.

tomised, innovative and competitive new products and retain our leadership position in the market. Going forward, as we expand our capabilities and our product range gets more complex, our focus on R&D will be even more intensified to maintain our high standards of delivery. **How has your tie-up with Honeywell for cockpits performed? What are its prospects?**

Samtel and Honeywell came together in 2007 to manufacture equipment for their general aviation range in the US. Since then, in the last five+ years, the

relationship has grown to a close partnership, and lately Samtel has become an approved supplier and the sole source for Honeywell worldwide for this equipment. Samtel and Honeywell have signed a long term contract for supply of this component to Honeywell. The production has already begun at Samtel Avionics' production facility at Greater Noida, and successful FAI of this product has also been completed. This is the first Samtel product to get TSO (Technical Standard Order) certification for commercial aircraft. TSO is a minimum performance standard for specified materials, parts, and appliances used on civil aircraft; and receiving a TSO authorization is both design and production approval. Currently, Samtel is in discussion with Honeywell for multiple programmes, and expects to get more business from them very soon.

What is your company's overall growth plans for the next 10 years?

Today, we are happy to be an integral part of the Indian defence industry. As recent reports suggest, the defence budgets worldwide are being slashed and the global aerospace and defence players are rethinking their strategies. Also, the current market scenario points at international companies seeking much more cost-competitive supply partners to accommodate their shrinking budgets. The eyes of the entire world are now on countries like India, and partners like Samtel which offer world-class quality at competitive costs. Also, with big ticket defence purchases by India on the cards, the global firms are looking at competent players like Samtel Avionics to fulfill their offset obligations. The new Defence Production Policy is also intended to support Indian Industry to build their in-house capabilities in order to meet the future defence requirements. In order to absorb these offset requirements, we are definitely one of the strongest contenders.

As for our global plans, keeping in mind the fact that most of our major partnerships are with US and UK market leaders, there is immense opportunity in the overseas market. US and UK are the biggest markets for aerospace industry, and we are continuing to expand our footprint in these markets. We are also in advanced stages of discussing JVs/ MoUs/ Contracts with leading players in aerospace & defence industry worldwide.

INFOTECH GETS SILVER FOR SUPERIOR PERFORMANCE



INFOTECH Enterprises has announced that it received a Silver Performance Excellence Award for 2012 from the Boeing Company. This is an annual award that is presented to suppliers who have achieved superior performance. Infotech Enterprises maintained a Silver performance rating for each month of the 12-month performance period. This is the third consecutive year in which Infotech has been recognised with this award.

"It is a proud moment for Infotech Enterprises. The performance excellence award from Boeing reiterates our leadership in delivering end-to-end global aerospace engineering solutions. It reflects our organization-wide commitment to delight our customers through continuous improvement efforts in areas of quality and productivity," said Krishna Bodanapu, President and COO, Infotech Enterprises.

Commenting on the occasion, Rajendra Velagapudi, Senior Vice President and Head — Aerospace Business Unit, Infotech Enterprises said, "Our customers in the aerospace manufacturing industry look for partners with proven expertise and a track record of delivering robust and optimized engineering solutions. We are glad that Boeing has acknowledged our consistent efforts across the product life cycle."

Infotech Enterprises partners with Boeing in providing specialised engineering and design automation solutions across commercial and defence programmes including the 747-8 (freighter and passenger), 787-9, 767, 747, F-18 and F-15. Infotech was also awarded the prestigious Supplier of the Year for 2010.