



Department of Commerce
Ministry of Commerce & Industry
Government of India

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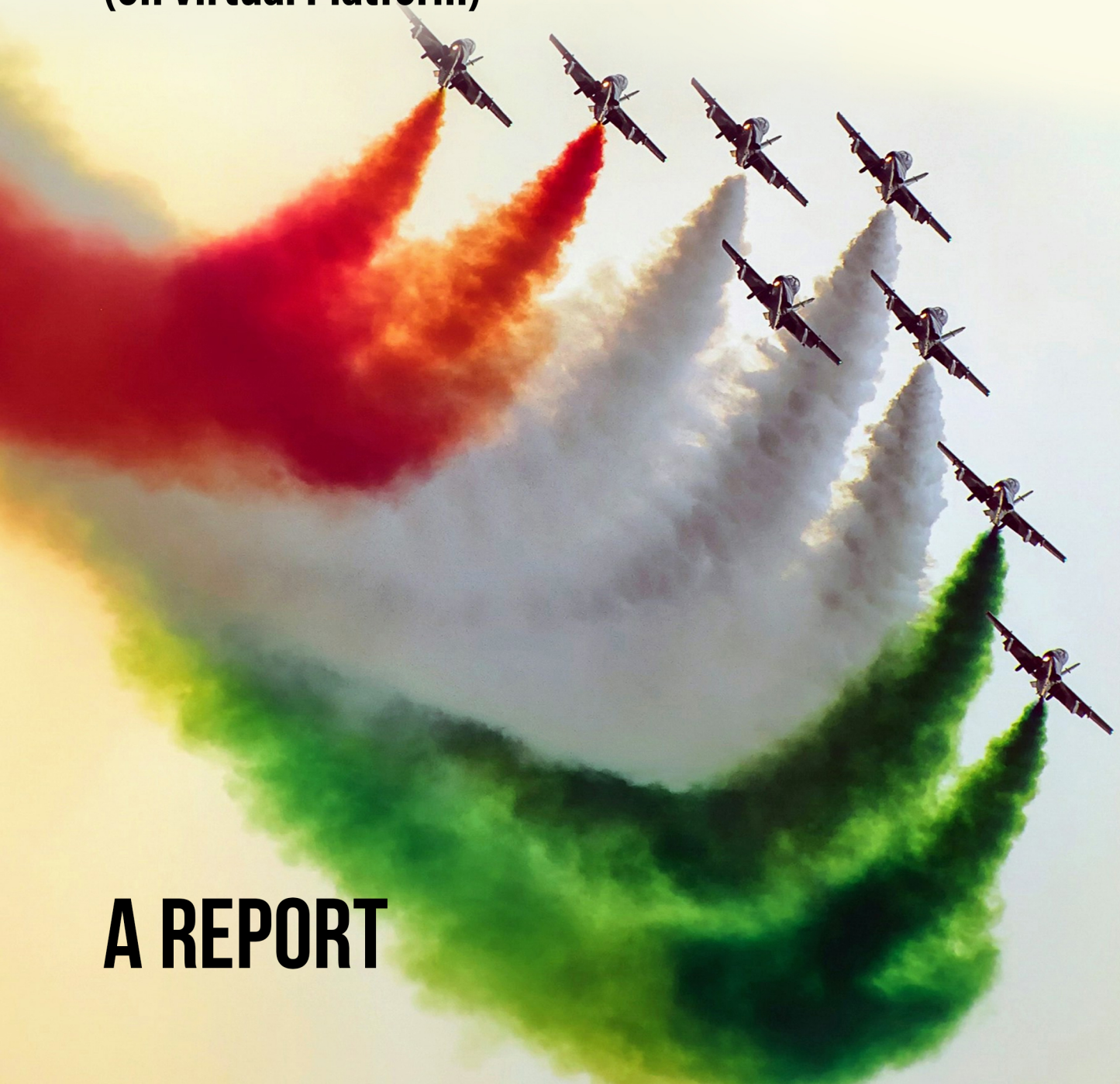
IMDW2022
India MSME Defence Week & RBSM

INDIA MSME DEFENCE

WEEK 2022 & RBSM

29 November – 2 December, 2022

(on Virtual Platform)



A REPORT



Department of Commerce
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EEPCINDIA
ENGINEERING THE FUTURE

IMDW2022
India MSME Defence Week & RBSM

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29 November – 2 December 2022

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Virtual Platform

A Report

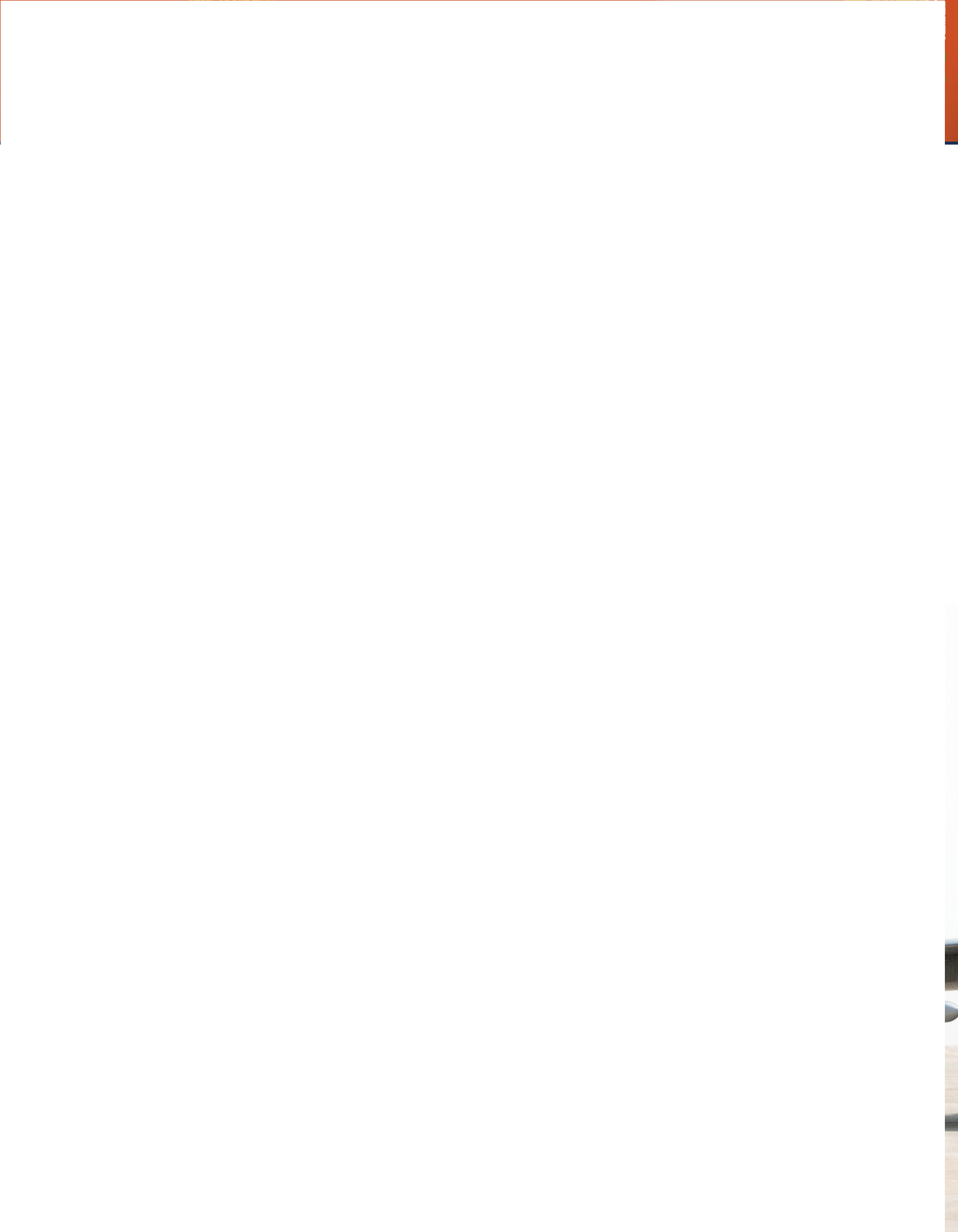


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Arjun battle tank





INDIA MSME DEFENCE WEEK & RBSM

Background



01
The Government of India is promoting the participation of the private sector, including MSMEs in defence production

02
Opportunities for the private sector, including MSMEs in the US\$130 billion defence modernization plan over the next 7-8 years

03
According to the Ministry of Defence, the Government of India estimates that over US\$62.5 billion worth of contracts will be placed with domestic manufacturers in the next 7-8 years



Tejas

EEPC India's Initiatives in this sector

The event

The four day MSME Defense Week aimed to bring together all the stakeholders working in the Defense and Aerospace manufacturing sector, which could add value and enhance capabilities to the engineering manufacturing. The event had representatives from the Industry, R&D Academia, Government Ministries & Departments, Potential overseas defense delegates and experts to deliberate upon the growing opportunities in the engineering value chain of the defense and aerospace manufacturing sector. It highlighted upon the emerging regulations, national & international policy environment, indigenization, technological collaborations, offset manufacturing and export opportunities, bilateral defense relations having impact on the manufacturing & exports from India domestic and export opportunities. It discussed different segments and sub-segments of the Defense and Aerospace sector. The four day event witnessed 7 Virtual seminars and session invited the target audience for the particular subject, specially the MSMEs.

4 Days | 8 Sessions | Over 30 Speakers

Vendor Development Sessions, Technology Sessions, Make in India & AatmaNirbharBharat Sessions, Virtual showcasing of products, and networking



INDIA MSME DEFENCE WEEK & RBSM

KEY THEMES



FOUR-DAY PROGRAMME

| Date | Time (IST) | Session | Session Name |
|-------------|------------|-------------|--|
| 29 Nov 2022 | 1100 hrs | | Inauguration of India MSME Defence Week |
| 29 Nov 2022 | 1500 hrs | Session I | International Partnerships in Defence Sector |
| 30 Nov 2022 | 1100 hrs | Session II | Sourcing Opportunities in Indian Defence Shipyards |
| 30 Nov 2021 | 1500 hrs | Session III | Sourcing Opportunities in New Defense PSUs (erstwhile OFB) |
| 1 Dec 2022 | 1100 hrs | Session IV | Sourcing Opportunities in Indian Defence PSUs in Aerospace & Defence Manufacturing |
| 1 Dec 2022 | 1500 hrs | Session V | Building AatmaNirbhar Bharat in Defence Sector |
| 2 Dec 2022 | 1100 hrs | Session VI | Defence Cooperation and export webinar: Make in India for the world |
| 2 Dec 2022 | 1500 hrs | Session VII | Technology Transfer Collaboration Opportunities for MSMEs in Defence Sector |

INDIA MSME DEFENCE WEEK & RBSM

INAUGURATION OF INDIA MSME DEFENCE WEEK



First row from left -

First row from left-

- Dr Srikar K Reddy, Joint Secretary (EP Engg.), Department of Commerce, Government of India;
- Mr Arun Kr Garodia, Chairman, EEPC India;

Second row from left-

- Commodore B.K Munjal, VSM (Retd), Advisor (Defence), Government e-Marketplace;
- Mr Pradeep Kr Aggarwal, Regional Chairman (NR), EEPC India

Third row-

- Ms Pallavi Saha, Joint Director, EEPC India was also present

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SESSION I

International Partnerships in Defence Sector



First Row (from the top)

- Left - Brig.S Sanjay, Defense Attaché, Embassy of India, Berlin
- Right - Group Captain Ashok Singh (Retd), Consultant, Ministry of Defence, Government of India

Middle Row

- Left- Lt Gen N B Singh, PVSM, AVSM, VSM, ADC, Former Director General, Electronics and Mechanical Engineers; Director General, Information Systems and Member Armed Forces Tribunal
- Right- Mr Partha Roy Chowdhury, Commercial Head, Lockheed Martin India

EEPC India was represented by

- Mr Pradeep Kr Aggarwal, Regional Chairman (NR)
- Ms Jaya Basu, Joint Director

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SESSION II

Sourcing Opportunities in Indian Defence Shipyards



From Top

First Row

- Left- Mr. S V Rambabu, Director (Finance & Commercial), Hindustan Shipyard Ltd. (HSL)
- Right -Mr. J Kumaran, DGM (Material), Mazagon Dock Shipbuilders Ltd. (MDL)

Second Row

- Left -Ms. Asmita Priolkar, Senior Manager (Purchase), Goa Shipyard Ltd. (GSL)
- Right-Mr. M Mahendran , Sr. Manager (Vendor development), Garden Reach Shipbuilders & Engineers Limited (GRSE)
- Mr. D Bhattacharjee, Manager (Vendor Development), Garden Reach Shipbuilders & Engineers Limited (GRSE)

EEPC India was represented by

Third Row

- Left- Mr. Rohinton R. Engineer, Dy. Regional Chairman, Western Region, EEPC India
- Right-Mr. Yuvraj Malhotra, Working Committee Member, EEPC India

Last Row

- Left- Ms Pallavi Saha, Joint Director, EEPC India
- Right- Ms Kamakshi Tayal, Assistant Director, EEPC India

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SESSION III

Sourcing Opportunities in New Defense PSUs (erstwhile OFB)



From Top

First Row

- Left- Mr. Deepak Gupta, Executive Director, Advanced Weapons & Equipment India Ltd. (AWEIL)
- Right-Mr. Prakash Agarwala, Director (Finance), Munitions India Ltd., (MIL)

Middle Row

- Left-Mr. K S Charak, Jt. General Manager, Gliders India Ltd. (GIL)
- Right-Mr. Raghav Gupta, Deputy General Manager, India Optel Ltd. (IOL)

EEPC India was represented by

Last Row

- Left- Ms Kamna Raj Aggarwalla, Working Committee Member, EEPC India
- Right- Ms Pallavi Saha ,Joint Director, EEPC India

INDIA MSME DEFENCE WEEK & RBSM

SESSION IV

Sourcing Opportunities in Indian Defence PSUs in Aerospace & Defence Manufacturing



From Top

First Row

- Left- Mr. Sunil Kharad, Chief General Manager Corporate Materials, Bharat Earth Movers Ltd. (BEML)
- Right - Mr. Manoj Yadav, Additional General Manager, Bharat Electronics Ltd. (BEL)

Second Row

- Left-Mr. U V Gururaja, Additional General Manager (AMD), Mishra Dhatu Nigam Ltd. (MIDHANI)

Right- From Hindustan Aeronautics Ltd. (HAL)

- Mr. Tapash Ghose, General Manager (Indg., JV & OS) (far right)
- Mr. I K Dixit, Deputy General Manager (Indg) (in the middle)
- Mr. Anbarasu T V, Manager (IMM) (far left)

Third Row

- Left - Group Captain Baby Mathews, Dy General Manager (Business Development), Bharat Dynamics Ltd. (BDL)

EEPC India was represented by

Third Row

- Right- Mr K.L. Dhingra, Working Committee Member, EEPC India

Last Row

- Left- Ms Pallavi Saha, Joint Director, EEPC India
- Right- Ms Kamakshi Tayal, Assistant Director, EEPC India

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SESSION V

Building AatmaNirbhar Bharat in Defence Sector



From Top

First Row

- Left- Mr. Arvind Kumar, CEO, Uttar Pradesh Expressways Industrial Development Authority (UPEIDA)
- Right- Wg Cdr P Madhusoodhanan, VP, Aerospace & Defence, Tamilnadu Industrial Development Corporation (TIDCO)

Second Row

- Left -Mr Anil S Kulkarni, Vice President, Supply Chain Management, L&T Defence
- Right- Mr. S C Deshmukh, President, Defence Equipment Manufacturers Association (DEMA)

Third Row

- Left - Ms. Aanchal Aggarwal, Senior Manager, Operations Lead for Defence & Civil Aviation, Invest India

EEPC India was represented by

Third Row

- Right- Mr Suranjan Gupta, Executive Director, EEPC India

Last Row

- Left- Ms Jaya Basu, Joint Director, EEPC India
- Right- Ms Pallavi Saha, Joint Director, EEPC India

INDIA MSME DEFENCE WEEK & RBSM

SESSION VI

Defence Cooperation and export webinar: Make in India for the world



From Top

First Row

- Left- Mr. Sanjay Mehrishi, DDG Export, Department of Defence Production, Ministry of Defence
- Right -Dr. Vivek Raghav, Scientist F, Additional Director, Directorate of Industry Interface & Technology Management (DIITM) DRDO Hqrs.

Second Row

- Left- Brig. Rajeev Negi, Quality Assurance (Tele Communications), Directorate General of Quality Assurance (DGQA)

EEPC India was represented by

- Right- Mr Mahesh Desai, Immediate Past Chairman, EEPC India

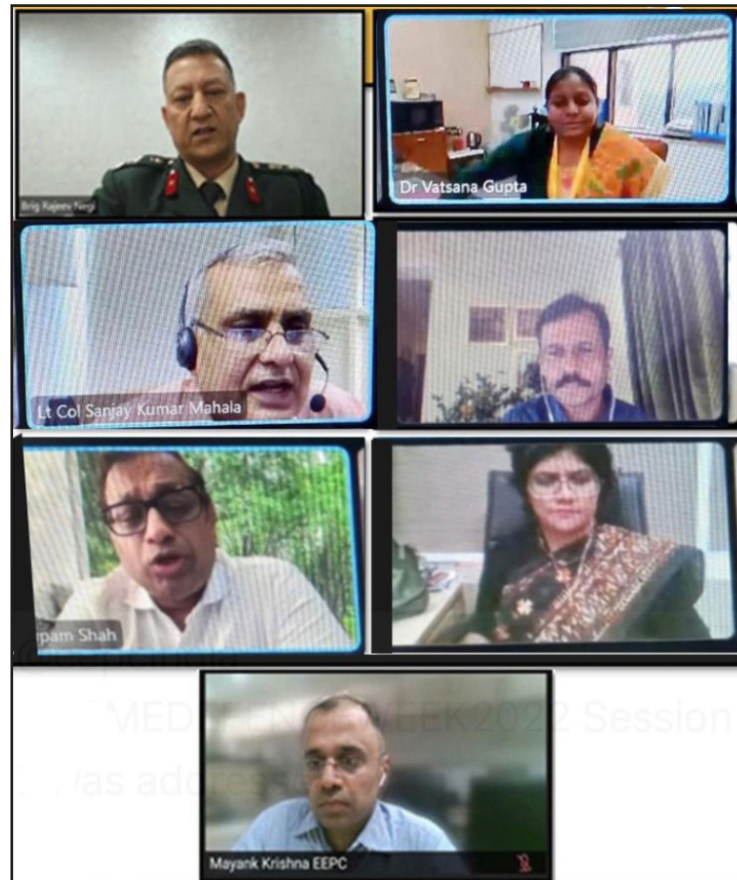
Last Row

- Left- Mr Mayank Krishna, Sr Assistant Director, EEPC India
- Right- Ms Kamakshi Tayal ,Assistant Director, EEPC India

INDIA MSME DEFENCE WEEK & RBSM

SESSION VII

Technology Transfer Collaboration Opportunities for MSMEs in Defence Sector



From Top

First Row

- Left- Brig. Rajeev Negi, Quality Assurance (Tele Communications), Directorate General of Quality Assurance (DGQA)
- Right- Dr. Vatsana Gupta, Joint Director, Scientist D, Defence Research & Development Organization (DRDO-TDF)

Second Row

- Left- Lt. Col. Sanjay Kumar Mahala (Retd), Program Director, Defence Innovation Organization (DIO)
- Right- Group Captain Ashok Singh (Retd)

EEPC India was represented by

Third Row

- Left- Mr Anupam Shah, Past Chairman & Chairman EEPC India Committee on Technology Upgradation
- Right- Ms Pallavi Saha, Joint Director, EEPC India

Last Row

- Mr Mayank Krishna, Sr Assistant Director, EEPC India

INDIA MSME DEFENCE WEEK & RBSM



Online Publicity & Promotion


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Join the session on
INTERNATIONAL PARTNERSHIPS IN DEFENCE SECTOR
29th Nov, 3 pm (Virtual)

Listen & Interact with Speakers invited from International Defence manufacturers on their plans to set up & expand manufacturing in India



Organized during the India MSME Defence Week, 29th Nov - 2nd Dec 2022


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Join the session on
Sourcing Opportunities in Indian Defence Shipyards
30th Nov, 11 am (Virtual)

Listen & interact with India's leading Defence shipyards

- Opportunities for MSMEs in Defense Shipbuilding
- Current & future investments and expansion plans
- MSME Procurements plans and procedures

[Register Now](#)



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Join India MSME Defence Week
Interact with leading Defence equipments manufacturers of India

From Government
DoDP, DRDO, DGQA,
MEA, MOC, TIDCO, DIO

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Join India MSME Defence Week
Interact with leading Defence equipments manufacturers of India

From DPSUs
BEML, MIDHANI, AWEIL,
AVNL, MDL, GRSE, IOL, GIL,
MIL, Adani Group

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Join the session on
**SOURCING OPPORTUNITIES IN
INDIAN DEFENCE PSUs IN
AEROSPACE & DEFENCE MANUFACTURING**

1, DEC, 2022 | 11 a.m. (Virtual)

Invited Speakers:

- **Dr. S. K. Jha**, CMD, Mishra Dhatu Nigam Limited (MIDHANI)
- **Mr. Sunil Kharad**, Chief General Manager, Head of Corporate Materials, BEML Limited, Bangalore
- **Mr. Manoj Yadav**, Additional General Manager, Management Services, Corporate Office, Bharat Electronics Limited (BEL)

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Join the session on
**DEFENCE COOPERATION AND
EXPORT WEBINAR:
MAKE IN INDIA FOR THE WORLD**

2, DEC, 2022 | 11 a.m. (Virtual)

Invited Speakers:

- **Dr. Srikar Reddy**, Joint Secretary (EP Engg.), Department of Commerce, Ministry of Commerce & Industry, Govt. of India
- **Mr. Sanjay Mahrishi**, DDC, Export, Department of Defence Production, Ministry of Defence, Govt. of India
- **Brig Rajeev Negi**, Quality Assurance (Tele communications), Directorate General of Quality Assurance (DGQA)



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Ministry of Commerce & Industry
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Join the session on
**TECHNOLOGY TRANSFER COLLABORATION
OPPORTUNITIES FOR MSMEs
IN DEFENCE SECTOR**

2, DEC, 2022 | 3 p.m. (Virtual)

Invited Speakers:

- **Dr. Arjun Kumar**, Scientist E, Additional Director, Defence Research & Development Organization (DRDO-TDF)
- **Brig Rajeev Negi**, Quality Assurance (Tele communications), Directorate General of Quality Assurance (DGQA)
- **Lt. Col. Sanjay Kumar Mahala (Retd)**, Programme Director, Defence Innovation Organization (DIO)
- **Group Captain Ashok Singh (Retd)**, Consultant, Ministry of Defence, Govt of India
- **Dr. Vatsana Gupta**, Scientist D, Joint Director, Directorate of Technology Development Fund, DRDO HQ, Ministry of Defence (MOD), Govt of India

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Join the session on
**SOURCING OPPORTUNITIES IN NEW
DEFENCE PSUs (ERSTWHILE OFB)**

30 NOV, 2022 | 3 p.m. (Virtual)

Invited Speakers:

- **Mr. A N Srivastava**, CMD, Armoured Vehicles Nigam Limited (AVNL)
- **Mr. Rajesh Choudhary**, CMD, Advanced Weapons & Equipment India Limited (AWEIL)
- **Mr. K S Charak**, Jt. General Manager, Gliders India Ltd. (GIL)
- **Mr. Shambhu Sharma**, Jt. General Manager, India Optel Limited
- **Mr. Ravi Kant**, Chairman & Managing Director, Munitions India Ltd.

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Sessionwise Whatsapp

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Overseas Flyer



Speaker Flyer

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EEPC INDIA
25 November 2022

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<https://eeppvirtualexpoc.com/frontend/event/page/Mk>

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INDIA MSME DEFENCE WEEK & RBSM

Join the session on
INTERNATIONAL PARTNERSHIPS IN DEFENCE SECTOR
29th Nov, 3 pm (Virtual)

Speakers

- Lt. Gen N B Singh
- Ayudh Bhushan Dr. Rajib Chakraborty, I.O.F.S. (Retd), Chairman, Defence Sub-Committee, Bharat Chamber of Commerce
- Brig. S. Sanjay, Defense Attache, Embassy of India, Berlin, Germany
- Group Captain Ashok Singh

Organized during the India MSME Defence Week, 29th Nov – 2nd Dec 2022

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25 November 2022

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with Garden Reach Shipbuilders & Engineers Ltd. Chairman, Hindustan Shipyard Limited Mazagon Dock Shipbuilders Limited

BEML Limited, Mishra Dhatu Nigam Ltd., AWEL - Advanced Weapons and Equipment India Limited, Armoured Vehicles Nigam, India Optel limited, Gliders India Limited, #MunitionsIndiaLimited, Adani Group, Defence Production India, Ministry of Defence, Government of India, Tata advanced systems ltd, #ProDefKolkata, Defence Equipment & Support, Indian Defence Review, Airbus Defence, P&G Media Ventures, I am SME of India, All India Association Of Industries, #JaisaRanchi, Kamara Chamber of Commerce & Industry, Thane Small Scale Industries Association (TSSIA), Federation of Karnataka Chambers of Commerce & Industry (FKCCI), #KASSIA, #SIEMA, Gujarat Chamber of Commerce & Industry, Goa Chamber of Commerce & Industry, Gujranwala Chamber of Commerce & Industry, Bombay Industries Association BIA, Indian Industries Association - IA, Indian Industries Association - Noida Chapter, Federation of Gujarat Industries (FGI), PHD Chamber, Federation of Small & Medium Industries, West Bengal, #FSIME, Ministry of Heavy Industries, Government of India, Indo German Tool Room, Indo-German Chamber of Commerce, Indo Latin American Chamber of Commerce, Indo-African Chamber of Commerce & Industry, Indian Air Force, Indian Navy, Embajada de la India en Argentina y Uruguay, India In Australia (High Commission Of India, Canberra), India in Bahrain (Embassy of India, Bahrain), India in Belgium (Embassy of India, Brussels), India in Belgium (Embassy of India, Brussels), India in Brazil (Embassy da India, Brasilia), India in Brazil (Embassy da India, Brasilia), IBEF

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30th Nov, 11 am (Virtual)

Listen & interact with India's leading Defence shipyards

Speakers

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- Mr. D Bhattachajee, Manager (Vendor Development), Garden Reach Shipbuilders & Engineers Limited (GRSE)
- Ms. Amrita Pralokar, Senior Manager(Purchase), Goa Shipyard Limited (GSL)

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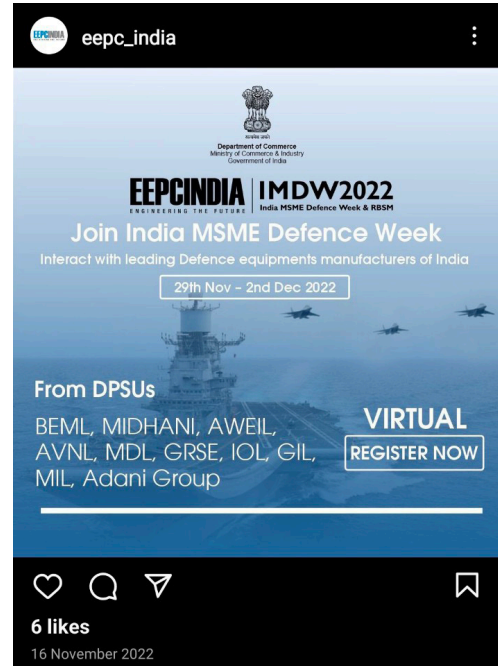
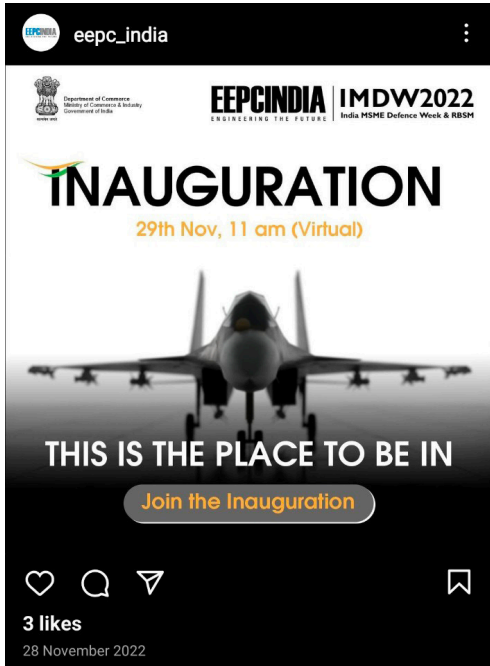
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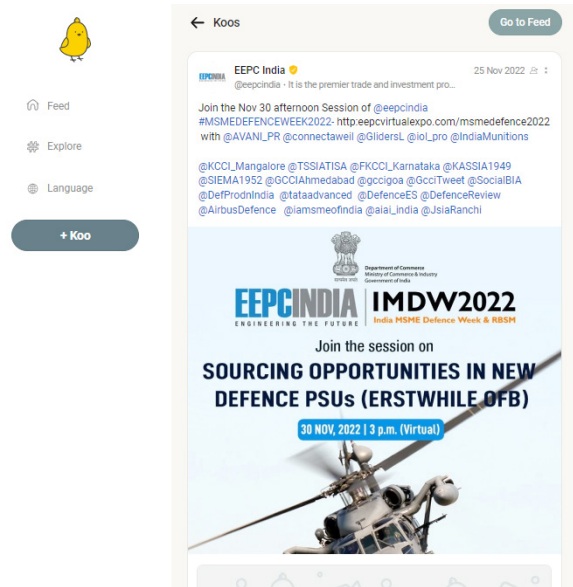
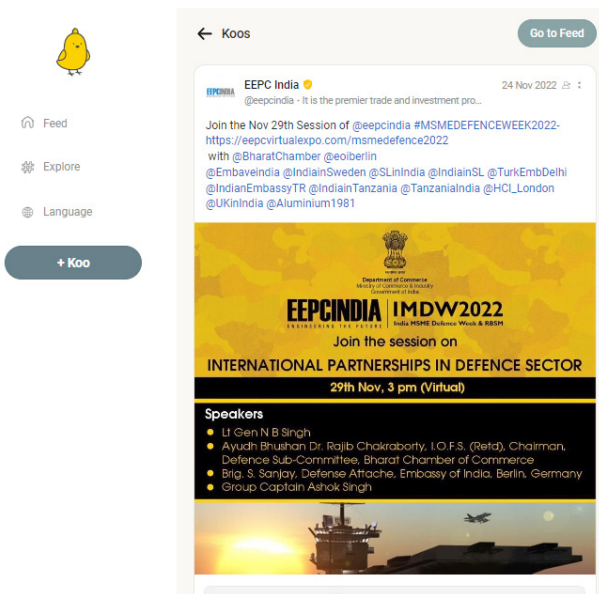
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- Big. S. Sarjaj, Defense Attache, Embassy of India, Berlin, Germany
- Group Captain Ashok Singh

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with #TIDCO (Tamil Nadu Industrial Development Corporation) Adani Group * Larsen & Toubro Uttar Pradesh Expressways Industrial Development Authority *DEMA (Defence Equipment Manufacturers Association) *

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INDIA MSME DEFENCE WEEK & RBSM

Join the session on
BUILDING AATMA NIRBHAR BHARAT IN DEFENCE SECTOR
1, DEC, 2022 | 2 p.m. (Virtual)

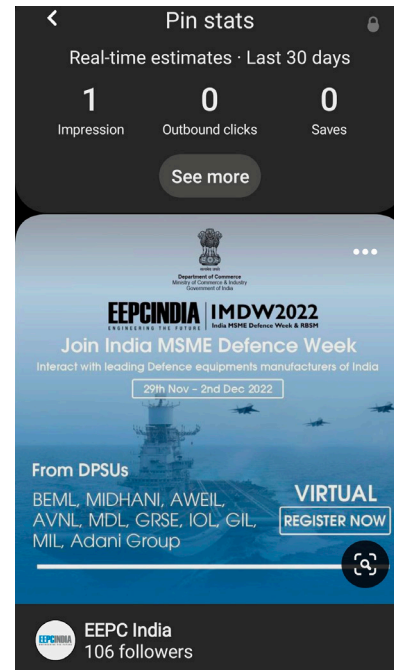
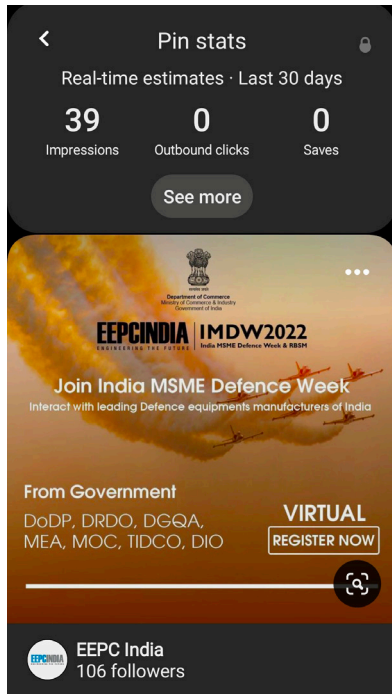
Invited Speakers:

- Mr. B. Anil Kumar, IAS, Additional Secretary, Project Director, Tamil Nadu Industrial Development Corporation
- Mr. Sampath Kumar, IAS, Vice President, Defence & Aerospace, Adani Enterprises Ltd.
- Mr. Anil S. Kulkarni, Vice President, Supply Chain Management, L&T Defence
- Mr. Arvind Kumar, CEO, IPEIDA
- Mr. S. C. Deshmukh, President, Defence Equipment Manufacturers Association (DEMA)

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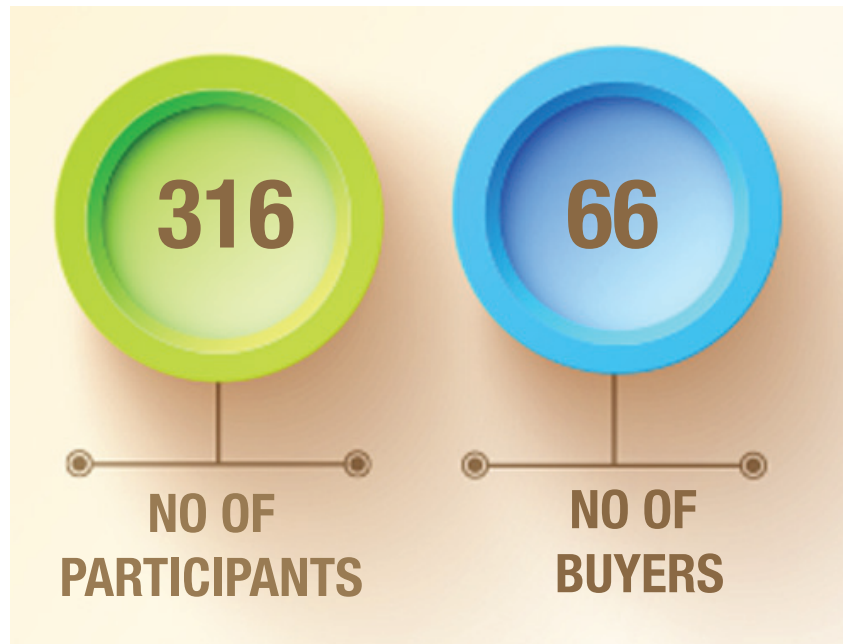
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Feedback Analysis



Participant's feedback: The Indian MSME companies which participated at the event found the event to be very effective. The defence sector in India is still in nascent stages and the Indian MSME are unaware of the opportunities which lie for them in the defence sector. The presentations made by the various speakers during the meeting specifically highlighted the scope, the potential, the details of the items, products and sector where opportunities lies for them. Besides, vendor development some of the new areas of activities were also highlighted during the 4 day event including technology transfer, opportunities for MSME with private defence companies etc.

Positive response: Most of the participants rated the event as very effective. The participants were happy that the event acted as a one stop shop for them to understand the opportunities for MSME in defence sector. The presenters during the conference were also highly satisfied with the participation of the MSME units. Some of the MSME units could also cater to customized products and services in smaller numbers. The speakers from the Ministry of Defence spoke in detail about the public procurement policy, DDG, Export, Department of Defence Production, Ministry of Defence etc. The engagement of overseas buyers during the event provided the added advantage for the Indian companies to encourage in B2B activities with them.

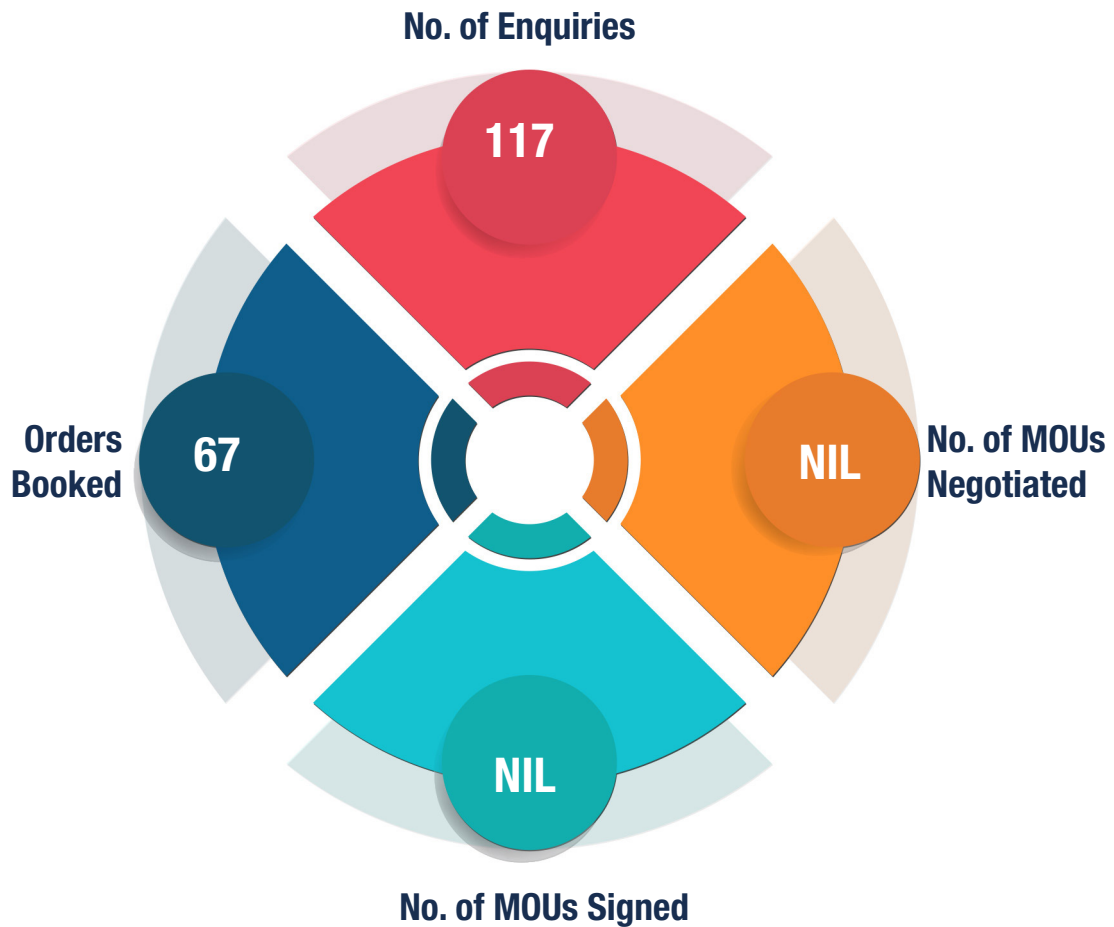
Suggestion/improvements indicated: Some of the participants of the opinion that one 2 one B2B meeting with the defence PSUs can be organized to explain their scope of products and services. Some companies also wanted to understand the duty structure in the import and export of such products.

INDIA MSME DEFENCE WEEK & RBSM

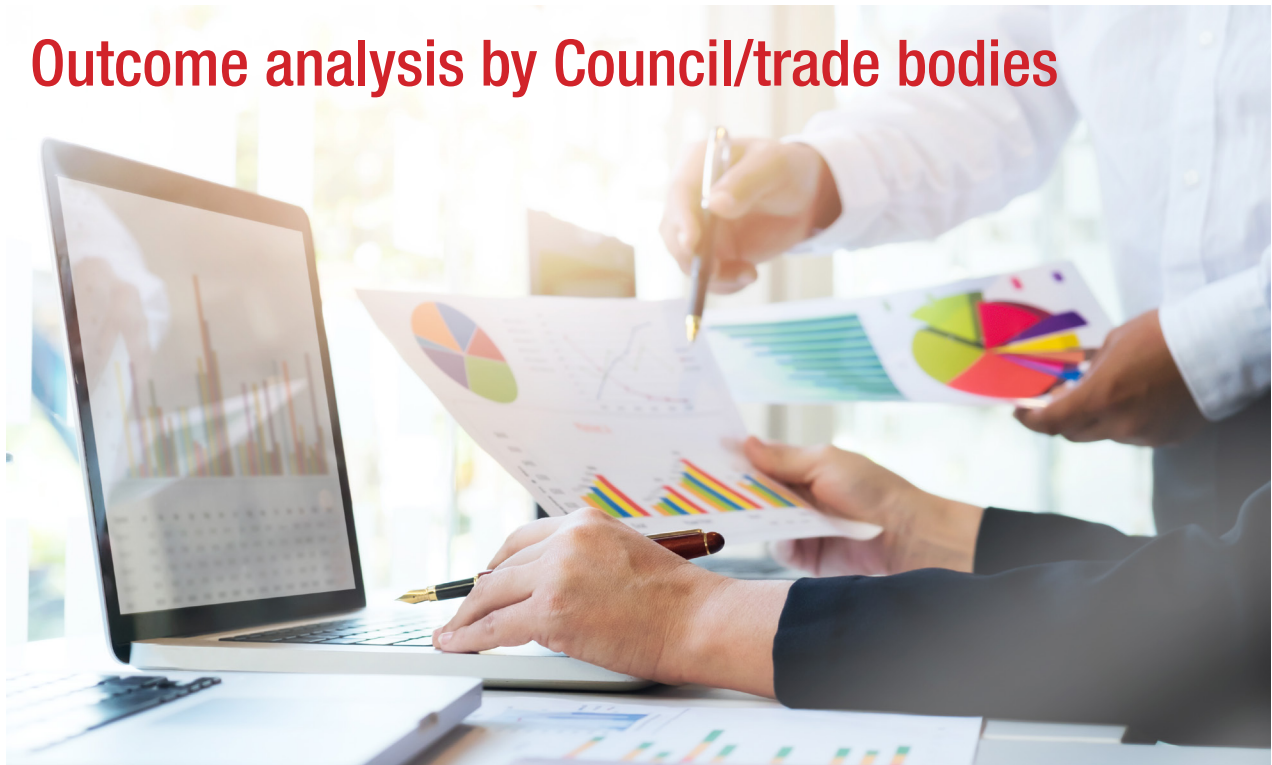
Brief profile of visitors/buyers The buyers profile included of Manufacturers, consultants, importers, distributors, companies engaged in design services for defence manufacturers as well as presentation, senior management etc.

Visitors feedback: Most of the visitors identified the B2B match making and networking found it to be extremely effective. Many of the visitors could identify suitable suppliers for their products.

Business Generated



Outcome analysis by Council/trade bodies



- ✓ Sensitized Industry and Engineering MSME units about the emerging manufacturing opportunities in the sector.
- ✓ Sensitized Government policies, regulations and schemes about encouraging private participation in the defense sector.
- ✓ Sensitized potential technological collaborations among Defense R&D Academia and the Industry
- ✓ Highlighted emerging International partnership and export opportunities.
- ✓ Highlighted opportunities for Defense products in the civilian markets.
- ✓ Provided platform for Industry to explore the opportunities for their manufacturing in the Defense and Aerospace Sector.

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Vanijya Bhavan (1st Floor)
International Trade Facilitation Centre
1/1 Wood Street, Kolkata-700 016
Tel : 91-33-22890651/52/53
Fax : 91-33-22890654
E-mail : eepcho@eepcindia.net
CIN : U51900WB1955NPL022644