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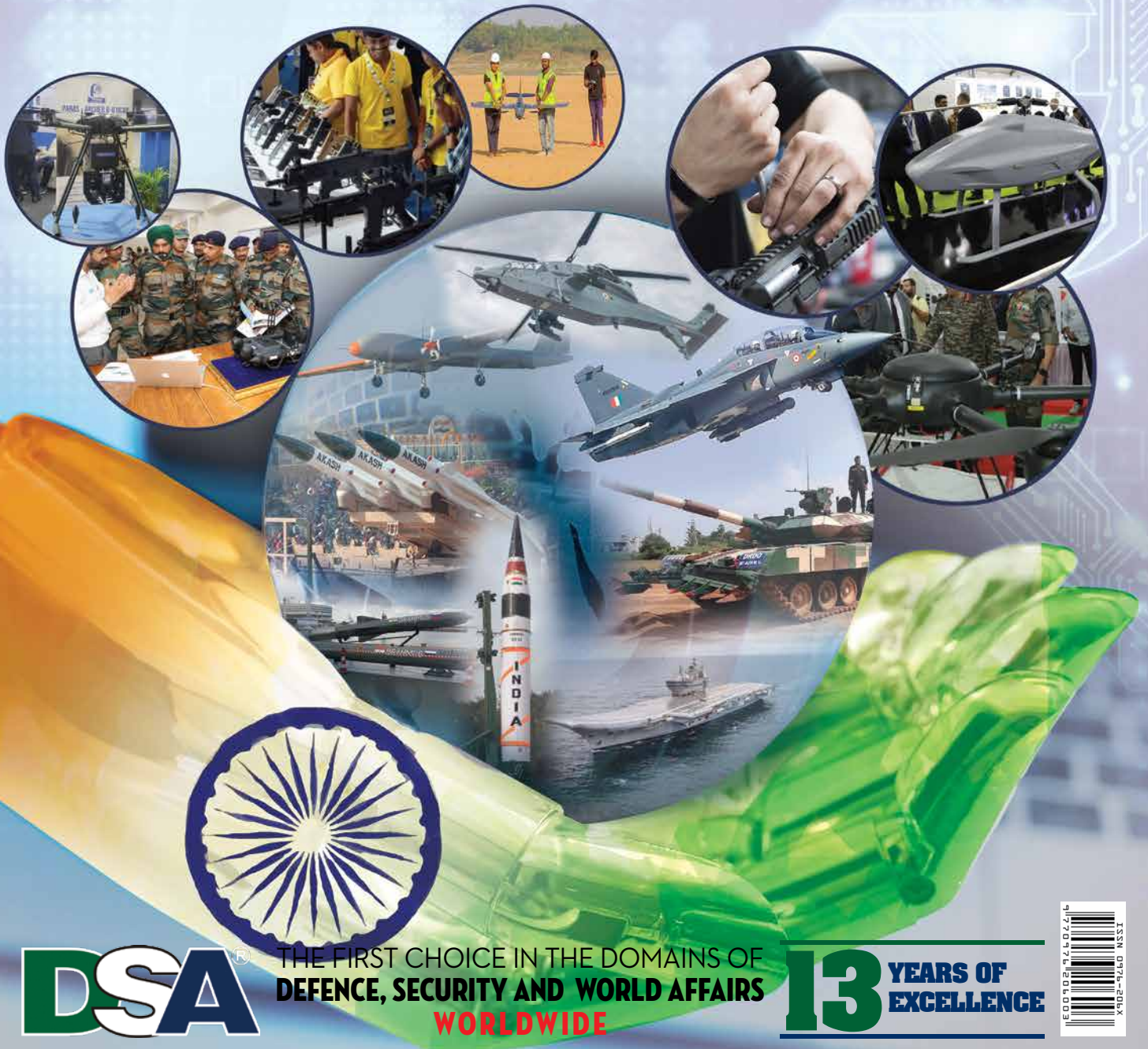
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STARTUPS IN INDIAN DEFENCE INDUSTRY TECHNOLOGY, INNOVATION AND PARTNERSHIPS



DSA

THE FIRST CHOICE IN THE DOMAINS OF
DEFENCE, SECURITY AND WORLD AFFAIRS
WORLDWIDE

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EXCELLENCE





MISSION

We endeavour to sound **ALERTS** and create **AWARENESS** about the myriad dimensions and manifestations of **DEFENCE** and **SECURITY** in India and around the world.



The power of a King lies in his mighty arms...

Security of the citizens at peace time is very important because State is the only saviour of the men and women who get affected only because of the negligence of the State.

- Chanakya

DSA IS AS MUCH YOURS, AS IT IS OURS!



There has been much fanfare about the increase in Indian defence exports over the last few years. Defence Minister Rajnath Singh declared that in the Financial Year 2022-23, India exported ₹16,000 crores of military equipment. Considering that India is the largest importer of defence equipment in the world, this is no small achievement. And the fact that till a few years back, this was an unthinkable figure makes it an even more remarkable milestone. The real picture emerges when this export figure is broken down into segments of type, technology and timeline so as to give a fuller financial context.

As things stand, if the equipment exported is merely licensed production of imported items then India doesn't gain much. For the original equipment manufacturer will continue to benefit from extended sales contracts. India can only benefit when exported defence items are indigenous in all senses of the word, design, development and manufacturing. For then the entire processing chain is in Indian hands. And in

that case indigenous also means enhanced security, financial as well as military. While monies will be saved from endless imports, intellectual ownership of equipment ensures that India cannot be held hostage to sanctions.

This level of security can only be assured when India possesses the entire chain from design to delivery of military equipment. From the last five decades or more, it can be safely assumed that the domestic public sector cannot clearly sustain such levels of delivery when demand is itself so dynamic. While it is nobody's case that the public sector defence units have not delivered on their promises, the simple fact remains that despite such enormous all-around investments, they continue to lag behind in terms of design and delivery of equipment. Overall confidence continues to elude the defence PSUs.

The Defence Minister was the cynosure of attention when he gave away the degrees at the Defence Institute of Advanced Technology in Pune. As the Chancellor of that prestigious

institution, he addressed the convocation with some very important points. While emerging cyber and space threats need to be countered by institutional efforts in advanced technology, technology must have dual-use capabilities. This is an important point since it ensures that emerging technology becomes economically viable too. He highlighted the fact that India globally now had the second-highest number of registered start-ups. Which is all very good for the long run.

Now that India has begun to encourage domestic start-ups in the field of defence, it must take the process to its logical end. That would require a change of mindset in industry as much as in the Ministry of Defence. For far too long domestic innovation has been throttled by the excesses of bureaucratic deliberations and delays. As a result of which the three services are forced to go in for imports. Innovation takes time to generate results and all efforts must be made to encourage domestic players. But for that, MoD must first decide that it will only buy Indian.

Manvendra Singh

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STARTUPS IN INDIAN DEFENCE INDUSTRY



We all observe a revolution in the defence sector in the past eight to ten years in India after the current government took over the charge and introduced certain new and effective initiatives in defence production as well as in procurement and its process.

Under the programme 'Make in India', defence production was one of the most important sectors and after its introduction, many giants from other sectors took the initiative to associate with the defence production line and as the giants entered this field, the message to the world went viral and very clear that they are going to pump in huge funding in the defence productions and they will be needing the support of smaller companies as well to support their aim.

And, thus, there was an overwhelming response by the start-ups in the defence sector which came forward to associate with these giants and the ball started rolling in the right direction. Another initiative by the current government also boosts the defence production line and it was their association with the MSMEs and giving many kinds of relaxations to the start-ups. The Government of India banned a large number of products to be imported from other countries some three years back which was another way of boosting the large and small manufacturers in defence.

Now that there is a ban on the imports of more than 120 products and technologies from other countries, giants have started production in defence and hundreds of MSMEs and start-ups have started production of defence products by adopting new technologies, time is not very far from when India will be self-reliant.

The role of the start-ups cannot be ignored as these are the organisations which are really working very hard at all levels to undertake research and development to introduce new technologies, partnering with the Indian giants in defence to provide their best know-how and support the defence productions within India. The innovations by these start-ups are commendable and the entire world is praising their efforts in strengthening the National Security of India with their innovations. Even, DRDO in partnership with global giants has done extensive research to get new technology on India's defence platter.

We, at DSA, believe in extending our best support to everyone who is working towards strengthening India's National Security in any manner and this edition is dedicated to all such start-ups in the defence sector and you will find many stories related to their contribution, dear reader.

We are sure that you would love to read this edition too.

Jai Hind!

Pawan Agrawal
 Chief Executive Officer



START-UPS IN THE INDIAN DEFENCE INDUSTRY – AN OVERVIEW

BRIG DR ANIL SHARMA (RETD)

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