

Speaks with Mr KK Shetty MD, Citadel Intelligent Systems, during DEFXPO 2018-CHENNAI

DSA How does Citadel Intelligent Systems see the global fibre-optic market and India's position in it?

CIS Optical fiber has a tremendous potential globally. The rising importance of cloud computing, data transfer & storage, and IoT is driving the use of the Internet, which is driving the fiber optic cable market, as it acts as the backbone for data transmission. The opportunity for optical fiber is very bright in hyperscale datacentres, ruggedized cables for harsh environments and infrastructure cabling in telecom in the coming years. These factors have led to an increase in Internet users, which in turn has led to the high usage of optical fiber cable to transfer information over the Internet, thus driving the fiber optics market.



DSA Since it is a start up, and Citadel Intelligent Systems has announced its partnership with the US's AFL, how the knowledge sharing, and management structuring would take place concerning Indian market expectations?

CIS This partnership has opened some new avenues for AFL to expand the technological expertise in hyperscale & datacenter industry providing strong support and infrastructure to support existing global clients also very importantly the opportunity to play a major role in the developing expansion of the Indian data center market. Today Citadel Intelligent Systems can customize the products based on the customer's request. With AFL's expertise, engineering team, operations, Quality and product management have been set up based on the international quality levels to meet global requirements.

DSA How has been AFL's experience with defence sector as to provide fibre-optic solutions specifically for Indian defence infrastructure?

The experience for AFL with regards to defence sector was virtuous. Participating in DEFEXPO 2018 got them good understanding the requirements in Indian defence sector. The response was huge for the state of the art ruggedized cable and [Sidewinder Rapid Cable Deployment System](#), which were demonstrated at the defence expo in Chennai this year

DSA What are your expectations from DefExpo2018?

CIS Defexpo is a huge platform for all the exhibitors and organization related to the defence sector. For us we met our primary expectation very gracefully at the expo. We got good leads and interactions from our prospect buyers. Our product customization ability was appreciated by many from the industry. It was very encouraging for us and we see a good potential in UAV (Unmanned Aerial Vehicle) and AOV segments in defence.

DSA What are your thoughts on "Make In India", and if there are any inhibitions about red tapism as you move forward?

CIS In my view, Make In India is a very encouraging move by the government. SME's like ours are going to get benefited with this initiative and it creates a collaborative environment. Gradually there will be cultural change and red tapism will get reduced.

DSA Has Citadel bagged any assignments with India's defence forces yet? Can you throw some light on the size and by when do you expect it will finalised?

CIS In next 12 to 24 months we will get our factory loaded with lots of defence customised products. So far, we have got very good response and encouraging leads in UAV, AOV, Security and surveillance, Radar systems etc...

DSA Is there any plan to tie-up with any of the Country's Defence PSUs in near future to establish your business activities to a large scale?

CIS We will work on progress and assignments collaboratively with all PSU's and offer high performance cost effective and end to end ruggedized solutions from India.