High technology has its own language

Safran filed nearly 600 patents in 2010. Year after year we invest 11% of our revenues in Research & Development to spur innovation in our core markets of aerospace, defence and security. Giving us the technologies needed to make cleaner, quieter aircraft engines, advanced biometric identification systems, and much more. Because there is no future without research, Safran speaks the language of innovation.

www.safran-group.com
THE CURIOUS CASE OF DEFENCE INDIGENISATION

RECENTLY THERE HAVE BEEN news reports of Defence Industries, India’s largest private sector company, that are critical of the defence industry. Why now? India’s domestic defence industry is among the largest in the world. Recently, the company released a statement according to reports, tied up with Dassault Aviation of France and this fact can easily be turned into a media tool in the defence manufacturing sector in India. This fact is used to highlight the potential of strategic defence alliances to manufacture high-end equipment in the forefront.

In the face of this, the curious case of Dassault Aviation’s offshore licencing with India can be meaningful. It does not mean that the country’s indigenous industries need to go down the path of import substitution. The country’s indigenous industries have made significant progress in the past, and there is no need to stop now.

THE GOVERNMENT had envisaged meeting 70% of the defence procurement needs from within the nation by 2020. This is a significant achievement. The country’s indigenous industries have made significant progress in the past, and there is no need to stop now.

THE PRIVATE sector has contributed to the supply of raw materials, semi-finished products, parts and components to DPSUs and OFs at a great level. For instance, the hull of India’s nuclear submarine was fabricated at MMT’s Karwar facility. The country’s DPSUs exported products worth $3.8 billion in 2007-08 and $4.28 billion in 2008-09. In fact, a number of small and medium enterprises (SMEs) have contributed significantly to the country’s indigenous industries.

The country’s indigenous industries have made significant progress in the past, and there is no need to stop now.
The violence had been raging for months and taken their homes and many of their families. They were among the 27 million people around the world threatened by conflicts by the end of 2009. At times like this the A330 MRTT can help international security forces protect a civilian population day in, day out.

**THE A330 MRTT. IT’S MORE THAN A TANKER. FOR THEM IT’S A LIFELINE.**

It can be a lifesaver. A strategic fly-by-wire tanker with unparalleled flexibility, reliability and survivability. The A330 MRTT can carry more fuel for refueling, more people and more essential cargo than any other aircraft. It can maintain fighters on-station for longer, or convert to the role of a flying hospital faster. Find out more about what the A330 MRTT means for an uncertain world at airbusmilitary.com
A Commercial Feature

ARMY STILL SLOW ON MODERNISATION

The Indian Army has kept the nation together through various crises for over six decades since independence. It is a traditional army with large-scale operational commitments on border management and in counter-insurgency operations. However, many of its weapons and equipment are obsolete and need to be modernised. There have been several instances when the pace of modernisation of the Army's equipment has been rather slow, says Brigadier Gurmeet Kanwal (Retd.).

The Army has drawn up elaborate plans for modernisation and qualification of its capabilities. However, the pace of modernisation has been slow, and the Army continues to lag behind. The Indian Army is modernising its main battle tanks, infantry combat vehicles, and other equipment under licence at the Heavy Vehicle Factory (HVF), Avadi. The Corps of Army Air Defence is also being modernised. The Corps of Army Air Defence is responsible for surveillance and target acquisition (RSTA) systems. The vintage L-70 40mm AD guns have been modernised with infra-red equipment to negate the enemy's night operations.

FOR THE INDIAN ARMY, NIGHT VISION IS CRUCIAL

Despite the Indian Army's efforts to modernise its night vision capabilities, there are several challenges to be overcome. The Corps of Army Air Defence is responsible for surveillance and target acquisition (RSTA) systems. The vintage L-70 40mm AD guns have been modernised with infra-red equipment to negate the enemy's night operations.

The Indian Army has been modernising its night vision devices (NVDs) for several years. The Armed Forces are using NVDs in various roles, including surveillance and target acquisition. The Corps of Army Air Defence is responsible for surveillance and target acquisition (RSTA) systems. The vintage L-70 40mm AD guns have been modernised with infra-red equipment to negate the enemy's night operations.

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A Commercial Feature

IT IS THE SWEDISH CONNECTION

THE SAAB APPROACH TO INDUSTRIAL COOPERATION and successful transfer of technology is based on an extensive interaction between the partners, among all long-term industrial experiences as well as technology and spin-off effects, not ending with the life of an end of an order, and not restricted to the current application of technology. Saab views the transfer of technology as a core content of long-term cooperation with other companies.

Saab India has a vision of being more than a market. It is one of Saab’s home markets and transitions to one is not simply on winning India but on building business in partnership with capable Indian partners across the entire hierarchy of manufacturers, all the way from strategic partners to subcomponents. What we mean is long-term commitment to investments in India and taking advantage of Indian manufacturing skills and cost structures in the world. Equally important for all major future programmes, Saab wishes to partner an Indian company, either through a government and in close cooperation with the Indian armed forces, after bagging the Swedish Viggen or an Indian partner through a government and in close cooperation with the Indian armed forces. Saab can do that too, although it has been more so in the past.

Inderjit Sial, MD of Saab India Technologies Pvt. Ltd, says that Saab guarantees access to all levels of technology and management of all aspects of the product lifecycle. Saab will share technology with partner companies, local production and offer it to both Indian and global customers. Saab believes that they deliver large benevolent to Saab as much as it does to their own customers. For Saab, bringing in cooperation into the factory of the partner will be easier and faster by being closer to its customers here.

Inderjit Sial says that Saab actually transfers the latest technology to its Indian partners. The transfer of technology includes not just the technology and production of the current product portfolio but also includes the knowledge that enables the receiver to utilise and apply the technologies themselves. Saab’s development programme offers a unique opportunity for India to gain insight into all areas of aircraft technology as well as transfer of knowhow and technology. Saab believes that the Indian industry has the necessary capability and can absorb the state-of-the-art technology for manufacturing world-class products. Saab looks at the Indian industry as a potential partner in product development for the world market. A first step in this direction was the cooperation between Mahindra Satyam and Saab for the development of a state-of-the-art aircraft simulator for training future pilots in November 2009. The two companies have already initiated the setting up of a centre of excellence for a new centre that will be a development centre for mission critical applications and control solutions for global opportunities, accessible to either of the partners. With the backing of the Swedish government and in close cooperation with Indian industry, Saab is developing industrial cooperation packages tailored to meet India’s strategic priorities and create industrial development and true economic growth. Saab is currently working with a number of large Indian companies and sees them as its partners on a long-term basis. The company was the Indian industry willing to invest, share risk and manufacture products that are globally competitive. Saab believes that the defence purchases should not necessarily be buying, the cheap node, a higher quality product from higher risk but also an issue of capital investment.

India’s industry have Saab’s technologies and the technological excellence, can create synergies with Indian partners to supply customized military solutions that completely fulfill the operational requirements of Indian defence. Saab is looking for partners in the Indian market that can support the delivery of indigenous security solutions. In fact, the Saab-Group intends to make India a ‘home-market’ by leveraging Indian manufacturing strengths for export to world-market.”

As Saab completes 75 years of pushing for the boundaries of technology, it has made a long-term commitment to India’s national security. Saab sees India as an emerging indigenous, global, core sustaining defence industry. It is supported by Swedish government in efforts to form new international partnerships and export of technology. Saab and Sweden have an established track record of technology transfer. With new offen policies stipulated by the Indian ministry of defence well in place, Saab is all geared up to explore the opportunities to continue long term industrial cooperation with public and private sector players in India.

LOCALISATION: SAAB OFFERS GENUINE INDUSTRIAL COOPERATION, TRANSFER OF TECHNOLOGY AND SO MUCH MORE

THE VALUE OF GETTING INTELLIGENCE FAST ENOUGH TO ACT ON IT

Nortrop Grumman’s ISR systems enable warfighters to respond with superior speed and confidence. Decades of multi-domain ISR experience have given us the expertise and knowledge to anticipate operational needs — making us the best choice in the quest for ground truth and the ability to react fast and accurately.

That’s why we are a leader in ISR technology for key decision-makers and military personnel on the front lines.
A Commercial Feature

SOLVED

Airbus Military is the only military and civilian/humanitarian transport aircraft manufacturer to develop, produce, sell and support a huge family of airlifters ranging from 3 to 45 tonnes of payload. Antonio Rodriguez-Barberan, SVP Commercial, Airbus Military, shares the company’s India plans. Excerpts:

SOLUTIONS

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Here to address India’s needs

ELINT EYE

Vera-NG is an integrated ELINT and Passive ESM system. It is capable of being used as an early warning, field intelligence service or air defence system forming part of an integrated defence unit. Its passive sensors are in line with international trends in the development of covert surveillance systems. Vera-NG is the fifth generation of Era’s Passive ESM equipment, developed and manufactured in the Czech Republic. The system has been validated with theatisfied results of a large number of tests conducted in a wide range of conditions.

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NOT HUGE WEAPONS, BUT ARMING THE FOOT SOLDIER IS WHAT THE COUNTRY SHOULD FOCUS ON, SAYS MAROOF RAZA

WHAT INDIA NEEDS FROM DEFEXPO

internal security purchases there is vast budget lingering, and the suppliers of military technologies would do well to zoom in on the police and paramilitary forces who have been looking for technologies, have the funds, and could buy what they please (provided they put up the mandatory proposal to the home minister). Often this is a holding card of want of a trip to abroad to shortlist the best technologies.

There is a lesson to learn from over two decades of battling terrorism. We have not only failed to keep the menace at bay, we have let it spread over years. The police forces are facing plethora of challenges. A policeman on street, in an era of terrorism and counter-terrorism, has to detect and neutralise them. He suffers the grind of soldiering, against the terror strike itself, the foot soldier is far from well equipped. He suffers the grind of soldiering, against the terror strike itself, the foot soldier is far from well equipped.

The story of India’s armed forces is diametrically opposite. While the MoD has - after its meticulous process - approved the purchases of military hardware of about $25 billion recently; the army, which is the arm ahead of the navy and air force, has been looking for technologies, and partly because our very own progressive state-of-the-art fighter jets and blue water naval might. But the true bulwark is with force multipliers like state-of-the-art fighter jets and blue water naval might. But the true bulwark - with force multipliers like state-of-the-art fighter jets and blue water naval might. But the true bulwark - with force multipliers like state-of-the-art fighter jets and blue water naval might.

Moreover, small, well-equipped teams are a key to the quick response that battling terrorism requires. Only the special forces have those in place, not the ordinary policemen who are bundled off to undertake a counter terror or counter-insurgency operation. This horizon of internal security purchases there is vast budget lingering, and the suppliers of military technologies would do well to zoom in on the police and paramilitary forces who have been looking for technologies, have the funds, and could buy what they please (provided they put up the mandatory proposal to the home minister). Often this is a holding card of want of a trip to abroad to shortlist the best technologies.

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INTEGRATIONS THE KEY TO NAVIGATION

INERTIAL Inertial systems are more than just a backup for GPS navigation, says Mike Madsen

A Commercial Feature

DEFENCE SYSTEMS

TEXTRON SYSTEMS WILL SHOWCASE ITS COMBAT-PROVEN TECHNOLOGIES AT THE DEFEXPO INDIA 2012

ONE PARTNER FOR SECURITY SOLUTIONS

DEFENDING WORLD SECURITY

NATIONAL SECURITY: The boundaries of India consist of thousands of kilometres of land and maritime borders. Inside those frontiers millions of people live in work in large cities or small villages. With our outstanding national security capabilities, we are trusted partners for governments and security agencies that face the challenge of protecting their territory and citizens. www.cassidian.com
A Commercial Feature

PERFORMANCE The Manager, International Business Development, AEWBMC & Control Systems, Northrop Grumman Aerospace, Tom C Trudell, says the company is committed to working with India to be the trusted provider of the most advanced technology and capabilities.

“WE WILL SHOWCASE ISR CAPABILITIES”

Military value business in the US relies on government military spending, in addition to budget pressures, you begin to see the impact of the troop drawdowns in Iraq and Afghanistan, Mr Trudell notes, Northrop Grumman has built a Network of Defence Initiatives, an effort to help American veterans as they transition to the civilian workforce. Northrop Grumman employs more than 13,000 veterans, nearly 18% of the total workforce, and is committed to increasing its already extensive outreach to veterans and their families.

What is now that will be on display at the Defexpo? At Defexpo 2012 Northrop Grumman will be showcasing its industry-leading range of Intelligence, Surveillance and Reconnaissance (ISR) capabilities. We will specifically highlight the E-2D Advanced Hawkeye airborne early warning and control systems, the MQ-4C Broad Area Maritime Surveillance Unmanned Aircraft System (BAMS UAS), and the lighter-than-air long duration hybrid airship System.

How successful have you been in selling your products in India, considering it is such a big market? Northrop Grumman has built a Network of Defence Initiatives with India goes back many decades and is built on a legacy of trust and performance across numerous programmes and endeavours. The company supports India in a variety of defence and civil applications including air traffic control communication systems and radar surveillance ground vehicles for the Indian Army and marine navigation systems for the Indian Navy (it brings significant), relevant capabilities for homeland defence modernisation and command & control, intelligence, surveillance and reconnaissance (C3ISR), Northrop Grumman is committed to working with India to be the trusted provider of the most advanced technology and capabilities to ensure the defence of India today and into the future. Our share in developing, deploying, making available, support and future requirements with its state-of-the-art technologies and advanced capabilities, Northrop Grumman remains committed to being the most trusted supplier of defence and national security solutions.

Champions with 60 other companies who are also committed to assisting several wounded warrior service members and their families in finding career opportunities. Reinforcing its long-standing commitment to hiring veterans, in mid-February, Northrop Grumman announced its participation in the Hiring Our Heroes Initiative, an effort to help American veterans as they transition to the civilian workforce. Northrop Grumman employs more than 13,000 veterans, nearly 18% of the total workforce, and is committed to increasing its already extensive outreach to veterans and their families.

What is the current status of the integrated bridge systems (IBS) for two new frigate builders being built in Italy for the Indian Navy? There are two ships. Both IBS systems have been delivered and accepted by the Indian Navy. The vessels are now in service and using the IBS. All indications are that the Indian Navy is satisfied with the IBS. The massive downturn in defence spending impact defence spending. However, we maintain a positive outlook for such critical capabilities as the vehicular intercommunication systems. Northrop Grumman is well positioned to provide defensive and security hardware, software and services from under the water to outer space to cyberspace, Northrop Grumman's core competencies are technology and determination. Founded more than 80 years ago on innovation and determination. Covering the full range of defence and security hardware, software and services from under the water to outer space to cyberspace, Northrop Grumman is well positioned to provide defensive and security hardware, software and services from under the water to outer space to cyberspace, Northrop Grumman's core competencies are technology and determination.

The number of America's army veterans Northrop Grumman employs, nearly 18% of the total workforce.

Dual rescue hoists. All-weather agility. When search-and-rescue crews need the ultimate in flexibility and performance, they turn to the Sikorsky S-92®. And when we needed the best facility to build the cabin, we turned to Hyderabad. Welcome home to the S-92® and the Legacy of Heroes tour. Sikorsky: a business unit of United Technologies.
A Commercial Feature

FOR MANY YEARS, THE DEFENSE
Contractor International (DCI) group has
specialised in French military know-
how and transfer in the fields of arma-
ment exportation contracts. Today, as
DCI evolves in its 40th year, the com-
pany also proposes to its cu-
omers training, consulting and assis-
tance services independently of arma-
tment sales. This segment repres-
ents the largest part of DCI's turnover.

DCI, a subsidiary of EADS, is a
commercial entity that has
been a partner of the French
Aircraft Forces for 20 years.

Today, it is an upper medium size
service provider in which the French
government is the concuring share-
holder and now operates throughout
the defence and security spectrum.

DCI is a partner of the French
Aerospace Forces for 50 years within
the scope of various contracts
and seeks to expand its activities to
European Union countries.

To meet these requirements in
delayed and challenging projects, DCI
provides its customers with tailored
services which include academic,
operational and technical/professional
training, as well as technical assis-
tance and consulting services.

Last year, MBB (a sister company
of the Defence Contract Interna-
tional (DCI) group) has been
awarded the $2 billion Air
Force C-17 plane contract
by the French government.

The company says that the 21st
Century Supply Chains (SC21)
award. Goodrich was selected
among companies in the United
Kingdom, Ireland, Spain, France
and Italy, for the 2012
Ohio. The company says that
of its biggest projects in this
area has been the
contract for the India's
defence forces to supply
infrared navigation and
software.

The company is currently
working with VGS and
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CASSIDIAN WILL INCREASE ITS INDUSTRIAL FOOTPRINT IN INDIA OVER THE NEXT FEW YEARS

CASSIDIAN CONSIDERS INDIA not only as a war market where defence requirements are expected to grow, but a country that offers new opportunities for long-term strategic partnerships. Therefore, Cassidian is committed to invest in India’s defence industry and to build a solid basis to expand the cooperation with India’s aerospace and defence companies. An excellent example for the Cassidian’s ongoing investment in India is its Cassidian Engineering Centre, which was opened in February 2011. This investment is part of Columbus – the €25 million state-of-the-art Cassidian’s engineering centre located in Bangalore, which it opened in February 2011. This investment is part of Cassidian’s engineering centre located in Bangalore, which over the past few years has developed into a major hub of innovation in the defence sector. Cassidian also opened a joint venture (JV) with India’s Larsen & Toubro (L&T) in the fields of defence electronics and mobile systems in Bangalore. Cassidian’s engineering centre will be equipped with the most advanced equipment and technologies to meet the needs of today’s and future markets.

CASSIDIAN MIDDLE EASTERN SYSTEM

In 2009, Cassidian established a Middle East Joint Venture with the French company Thales for the design and development of electronic warfare, radar, avionics and mobile systems. Cassidian’s Middle East Joint Venture has already won several contracts and is currently working on several projects in the Middle East.

CASSIDIAN TEAMED UP WITH INDIA TO PROVIDE MODERNISATION SERVICES

In 2005, Cassidian signed a contract to deliver four modern TETRA network radio systems to the Indian navy. Cassidian has delivered the systems to the Indian navy and has provided ongoing maintenance and support services.

The new system will ensure voice and data communication, automatic vehicle location and the capacity to connect to high-speed data applications. The TETRA system has proven its performance superiority and meets India’s strict technical and operational requirements. It will enable the security of the Indian navy by delivering a high-quality voice and data services.

In India, Cassidian has a long-term strategy to develop partnerships with Indian defence companies and to transfer technology and skills to India. Cassidian is committed to investing in India and is working closely with Indian companies to develop innovative solutions and technologies.

ONE EXAMPLE IS THE SUCCESSFUL COOPERATION BETWEEN Cassidian and Thales in India. Cassidian and Thales have been working together on several projects, including the development of a new anti-ship missile system.

Another example is the successful cooperation between Cassidian and Thales in India. Cassidian and Thales have been working together on several projects, including the development of a new anti-ship missile system.
**RFID**

The key to your defence and security strategy

For 40 years Defence Council International has been working in a framework defined by the Ministry of Defence and in close collaboration with French Armed Forces Headquarters and the DGA.

Defence Council International Group is specialized in transferring French military know-how and guaranteeing comprehensiveness understanding in partnership models by providing tailored solutions in the fields of consulting, technical assistance and contract monitoring.

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IN JUNE 1931, A RUSSIAN AIRCRAFT designer who had immigrated to the US applied for a patent that described a machine capable of vertical flight. The designer’s name was Igor Sikorsky. His radical design featured a single main rotor with an anti-torque tail-rotor. By early 1939, Sikorsky and his small team had fulfilled their dream — building and flying what became the VO-100, a machine capable of vertical flight. The VO-100 was a radical design with a single main rotor. Sikorsky had determined that only this basic design was sound, providing safe vertical flight to the vast majority of rotary-wing aircraft operating around the world.

Since that historic year, Sikorsky Aircraft Corporation, a subsidiary of United Technologies, has developed a reputation for high quality helicopter platforms. Sikorsky Military Systems provides dependable products with a wide variety of capabilities to nations throughout the world. Sikorsky’s goal is to supply stealthy and agile aircraft and the mission systems to maximize performance. Whether Sikorsky is asked upon to keep the peace, support disaster relief, or transport the President, Sikorsky Military Systems is designed to ensure successful completion of the mission.

The Sikorsky military product line includes the US military’s trusted Black Hawk and Seahawk helicopters (flown by 29 countries), the CH-53K heavy lift helicopter, the powerful mobility of a heavy lift helicopter, or the safe transport of the US President. Sikorsky Military Systems is designed to ensure successful completion of the mission.

Sikorsky is committed to the future of the Indian aerospace industry, and is well positioned to meet the growing Indian helicopter market requirement for SME, search and rescue and other civil utility roles. Partnerships in India will continue to fuel the growth of the aviation market, and provide solutions, innovations and a technological edge to India.

Sikorsky has been partnering with the operations for India and South Asia. Sikorsky is well positioned to meet the growing Indian aerospace industry, and is well positioned to meet the growing Indian helicopter market requirement for SME, search and rescue and other civil utility roles. Partnerships in India will continue to fuel the growth of the aviation market, and provide solutions, innovations and a technological edge to India.

Sikorsky's S-76 helicopter has filled a niche market to grow its commercial helicopter industry. Sikorsky is ready to expand its presence in India. Sikorsky's S-76 helicopter has filled a niche market to grow its commercial helicopter industry. Sikorsky is ready to expand its presence in India. Sikorsky's S-76 helicopter has filled a niche market to grow its commercial helicopter industry. Sikorsky is ready to expand its presence in India. Sikorsky's S-76 helicopter has filled a niche market to grow its commercial helicop
The aim is to become modern in military technology. Armed forces around the world are progressively equipping infantry soldiers as a system project, which is geared towards enhancing the ‘battle-readiness’ and ‘durability’ of foot soldiers. The aim behind F-INSAS is to transform soldiers into self-contained, fully-automated, mobile killing machines, with a high degree of ‘situation awareness’ and capability of operating all kinds of artillery and anti-armour conditions.

Under F-INSAS, infantry soldiers are to be progressively equipped with lighter-weight integrated battlefields helmets. The minimum number of new 3.5-kg assault rifles the Indian Army seeks to procure for its soldiers are 13,000 crore for producing over 60,000 assault rifles to its soldiers from a foreign vendor. These new 3.5-kg assault rifles to be incorporated in line with the Army’s F-INSAS future infantry soldier as a project, which is geared towards enhancing the ‘battle-readiness’ and ‘durability’ of foot soldiers.

The rifle is envisaged to integrate into the F-INSAS project by including a precision guided weapon system. The Army in 1997-98 and have been embarking extremely in counter-insurgency operations. However, the Army has always been uneasome in meeting its operational needs. The Army, in cold regions, the firing mechanism of the guns often gets jammed. The gun is being designed by DRDO over a period of 10 years and manufactured by OFB. Of the 40 overseas vendors, whom the Ministry of defence sent a Request for Proposal (RFP) in December 2011, only four have applied for the tender, and the winner selected through the 150% carveout process, will manufacture the guns under licence within the country. 30% of the value of the deal is also required to be invested in the country.

The tender for 60,000 rifles was deployed to over 60 overseas vendors in December 2011. According to Army officials the size of the deal is set to increase as the force would seek to arm its infantry soldiers. Eight left-wing Central Paramilitary Forces and the state police forces are also upgrading their armoury and will spend around $2.3 billion, considering Indian internal security scenarios.

The Army was compelled to import new light sub-machineguns designed for use in counter-insurgency operations. Special combat units of the special forces play an important role in counter-insurgency operations. The special forces have been the spearhead of the Indian Army's operations in Jammu and Kashmir, and have often been deployed in areas where the conventional forces have found it difficult to operate.
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HE CURRENT INDO-RUSSIAN military-technical cooperation involves dozens of large-scale projects. Both countries implement these projects in the traditional atmosphere of mutual respect and consideration, trust and friendship, which form the strongest bond for this unique, privileged and mutually beneficial strategic partnership.

"Both countries implement large-scale projects in the traditional atmosphere of mutual respect and consideration, trust and friendship which form the strongest bond for this unique, privileged and mutually beneficial strategic partnership," commented Oleg Komardin, deputy director general of the Rosoboronexport Corporation.

Rosoboronexport is the state company in Russia which produces military and dual-use products, technologies and services.

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