

STUDY DIRECTIVE: PROMOTION OF INDIAN DEFENCE EXPORTS TO RUSSIA

1. **Introduction.** India and Russia share a unique ***Strategic Privileged Partnership*** based on many pillars. The Military Technical Cooperation is a major pillar of this cooperation which has been evolving over the years. Though, major part of Indian military hardware still consists of Russian origin equipment, the situation in India has started changing especially due to focus by Government of Indian on diversification and indigenisation. Appropos, India has set a target for exports of military hardware to be achieved by 2025. It is felt that there is a scope for export of Indian products to Russian Military Industrial Complex. In view of the aforesaid, a market survey cum study is proposed to be carried out to evolve an action plan for promoting Indian defence exports to Russian Federation.

2. **Aim.** The aim of the study is to analyse the requirements of Russian Military Industrial Complex which can be met by Indian manufactured products and thus evolve an action plan for next one decade.

3. **Terms of Reference.** Besides other important aspects, the study should cover the following: -

(a) Identify the requirements of Russian imports in defence sector.

(b) Identify Indian products which are suitable for Russian Military Industrial Complex.

(c) Identify strengths of Indian expertise in field of Artificial Intelligence, Design Simulation, Software solutions which can be offered to Russian defence complex.

(d) Identify Indian OEMs/ Companies which can offer international quality standard products, services to Russian OEMs.

(e) Any other suggestions with regards to promotion of Indian defence exports to Russia may also be included.

4. **Timelines.** It is aimed to implement the roadmap from FY 2021-22 (wef 01 Apr 2021). Thus the study in all respects should be completed and submitted to Embassy of India by 30 June 2021.

5. **Consultation.** The project implementation group at Embassy of India, Moscow will consult (as on required basis) with the study team for atleast a period of one year from the date of submission of report.

6. Proposals along with commercial quotes are invited from companies, organisations and subject matter experts in the field. The bid should include a brief about the organisation submitting the bid with details of projects undertaken earlier. The last date of submitting bids is 15 May 2021. The bids may be forwarded to the following address :-

Email : **mattache.moscow@mea.gov.in**

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