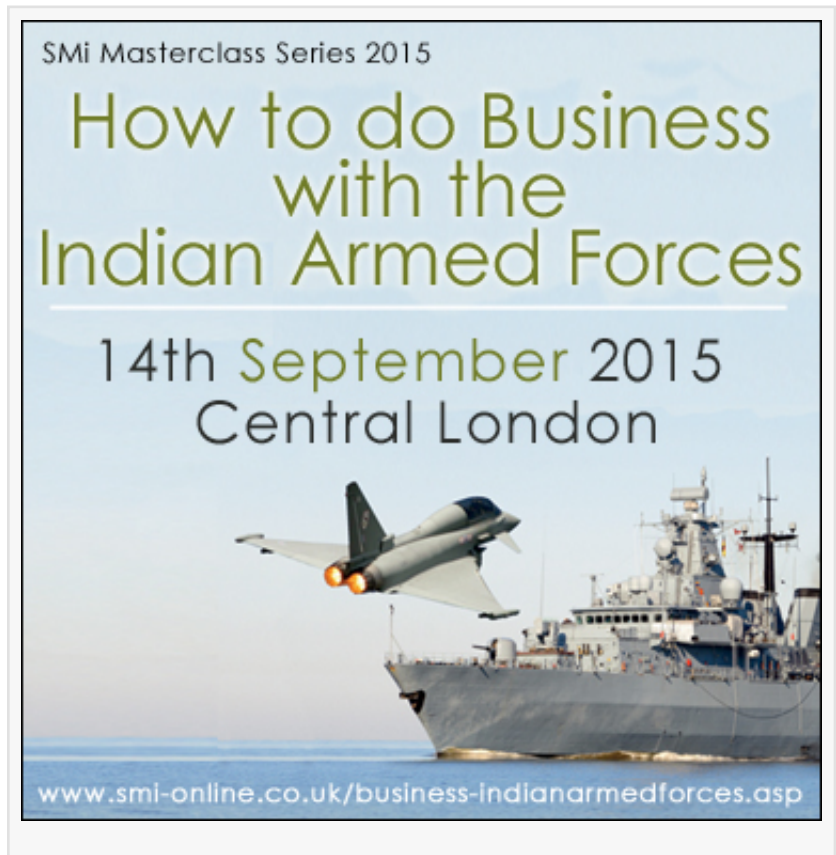


Doing business with the Indian Armed Forces masterclass will take place in London this September

SMI reports: Doing Business with the Indian Armed Forces masterclass will bring back this distinctive topic in-depth for its second debut in London

LONDON, UNITED KINGDOM, July 24, 2015 /EINPresswire.com/ -- With the Indian MoD announcing new Defence Procurement Procedures (DPP) in August this year, never will it be more topical and timely to hear from those in the know on how to succeed in selling defence equipment in India in light of these expected changes.

Following the success of our first [masterclass](#) on 'Doing Business With The Indian Armed Forces' (June 2015), SMI's [How to do Business](#) with the Indian Armed Forces masterclass will bring back this distinctive topic in-depth for its second debut this September in London.



For further information, please refer to the event website <https://www.smi-online.co.uk/2015business-indianarmedforces.asp>

For many defence companies' growth opportunities come in the form of geographical expansion and entering new markets yet understanding and navigating local government defence procurement processes is where many organizations fall down.

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This exclusive masterclass will allow you to understand the procurement process within the armed forces from 'contract to contract.'

SMI Group

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For more information please go to <https://www.smi-online.co.uk/2015business-indianarmedforces.asp>

BENEFITS OF ATTENDING HOW TO DO BUSINESS WITH INDIAN ARMED FORCES:

- Learn how to navigate the Indian defence market more efficiently
- Understand how to optimise offset opportunities and partner with local industry
- Meet and network with 2 of the most influential senior retired officers from the Indian Armed Forces
- Hear what upcoming requirements will be the most rapid in their need for international defence equipment
- Advance your future business in India and improve geographical expansion of your company and products

MASTERCLASS LEADERS:

- Colonel KV Kuber, Founded and established the (Defence Offset Facilitation Agency) DOFA, now Independent Defence Consultant
- Colonel AK Sharma, Former Armoured Regiment Commander, Indian Armed Forces

To register, contact James Hitchen at +44 (0) 20 7827 6054 or email agibbons@smi-online.co.uk

How to do Business with the Indian Armed Forces

London, UK

14th September 2015

<https://www.smi-online.co.uk/2015business-indianarmedforces.asp>

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About SMi Group:

Established since 1993, the SMi Group is a global event-production company that specializes in Business-to-Business Conferences, Workshops, Masterclasses and online Communities. We create and deliver events in the Defence, Security, Energy, Utilities, Finance and Pharmaceutical industries. We pride ourselves on having access to the world's most forward thinking opinion leaders and visionaries, allowing us to bring our communities together to Learn, Engage, Share and Network. More information can be found at <http://www.smi-online.co.uk>

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