

# The future of Indian defence equipment procurement unveiled this September in London

*SMI reports: How to do Business with the Indian Armed Forces masterclass will be taking place in London on the 14th of September. Registration is now live*

LONDON, ENGLAND, UNITED KINGDOM, August 12, 2015 /EINPresswire.com/ -- With a new DPP expected in India this month and a continued push for defence products and services to be 'made in India,' this insightful masterclass will be highly beneficial for those targeting exports to the lucrative Indian defence market.

SMi's masterclass on How to Do Business with the Indian Armed Forces, taking place in London, on the 14th of September 2015, will provide the perfect opportunity for those who are interested in doing business with the Indian Armed Forces with this unique and informative event

allowing attendees to understand the procurement process within the armed forces from 'contact to contract.' For more information on the event visit [www.smi-online.co.uk/business-indianarmedforces2.asp](http://www.smi-online.co.uk/business-indianarmedforces2.asp)

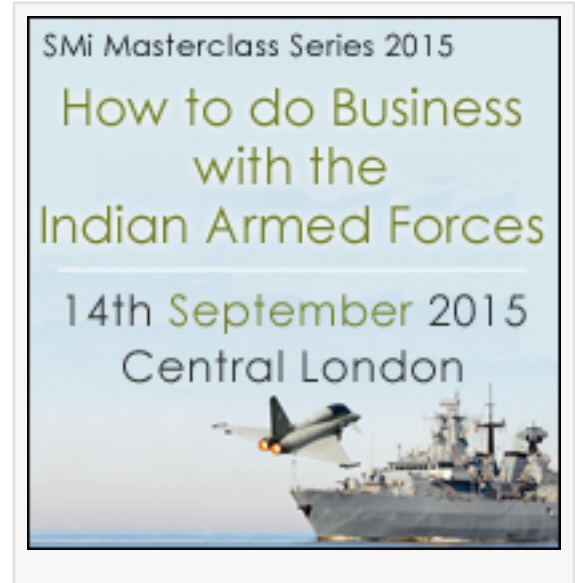
Past attendees (How to do Business with the Indian Armed Forces Masterclass, 9th June 2015, London, UK) include: AECOM Infrastructure & Environment UK Ltd, Bohemia Interactive Simulations UK, Harquebus LTD, Rolls-Royce Plc, RUAG Switzerland Ltd, Ruslan International, TVS Supply Chain Solutions and UKTI Defence & Security Organisation.

Benefits of Attending in 2015:

- 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

How to Do Business with the Indian Armed Forces is proud to be hosted by both Colonel KV Kuber, Indian Army Veteran, Independent Consultant, Aerospace and Defence and Colonel AK Sharma, Former Armoured Regiment Commander, Indian Armed Forces.

Colonel KV Kuber founded and established the Defence Offset Facilitation Agency. Before that he commanded an Electronic Warfare Regiment in operations and has conducted EW operations in Western, and Eastern theatres. He was in the Indian Army, Corps of Signals from 1981 until Jan 2009



and was also the Director, Capital Acquisitions Programs, in MoD from 2005 until 2009. Presently, he is an advisor with HQ DRDO, working with Director DIITM, for Technology Acquisitions and industry Interface and has been an Independent Consultant Aerospace and Defence since Oct 2010.

Colonel AK Sharma is a cavalry officer, he also commanded 74 Armoured Regiment and participated in Operation PARAKRAM. He has held important instructional, staff and command appointments during his career in the Army spanning 27 years, including command of a Training Battalion at the prestigious Indian Military Academy. He was appointed the Dean of Faculty of Studies and Chief Instructor, at the Armoured Corps Centre and School, Ahmednagar and has edited and published a number of books on military matters as well as being an independent defence analyst and consultant.

Those interested are urged to register before 31st August to benefit from the £50 early bird discount. Alternatively to register visit the [website](#) or contact [James Hitchen](#) on +44 (0) 207 827 6054.

[Official website](#)

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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 worlds 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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