



Perspectives on India's Defence Offset Policy

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As one of the largest importers of defence equipment in the world, India's defence procurement affects many domestic and foreign companies, whether or not defence related, owing to its defence offset policy. The policy continues to evolve with as many exceptions as conformities in implementation. This is because of the country's diverse and competing needs for defence, industrialization and economic self-sufficiency. These needs, along with the industry's needs to make profitable investments, are articulated in this book by defence analysts, civil and elected officials, Western original equipment manufacturers and Indian manufacturers, including public sector undertakings.

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Editorial Review

Review

"The book is the only type of its kind in existence and it will serve our needs well in the future regardless of our perspective as government trying to balance defence needs and economic improvement, or defence OEMs trying to get business now versus developing long term profits, or Indian SMEs finding areas to work with the Indian majors." Confederation of Indian Industry (CII) on behalf of Indian Defence Minister Manohar Parrikar at the CII Make in India for Defence Seminar, 25th August, 2015, Pune, India.

Review

The book sets out with the objective of compiling different perspectives of the primary stakeholders this space: the Indian government, global original equipment manufacturers (OEM), and Indian industrialists...the book aims to understand the evolution, and trace the possible future trajectories, of defence procurement and offset policies in India. The volume opens with a bird's eye-view of these perspectives, followed by three sections containing chapters by individual stakeholders, and concludes with a section emphasizing the importance of Indian manufacturing.... The book succeeds in providing a comprehensive overview of India's complex offset policies in language that is simple and easy to understand.

(Business Standard, 24 July 2015)

From the Inside Flap

India, the third-largest importer of arms and equipment in the world, has established formally approved defence offset guidelines after much iteration and debate. However, questions abound on the implementation and a road map for transfer of technology in the light of India's long- term objectives on defence, industrialization and economic self-sufficiency. Written by experts in the government, think tanks, defence analysts, managers and leaders from the private sector within India and OEMs from the world, this book addresses pertinent issues ranging from requirements of investment in R&D, supply chain management and finance for making Indian industry competitive in defence offset.

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