

'WE WILL WORK WITH INDIAN CUSTOMERS TO MEET THEIR REQUIREMENTS'

PHIL SHAW, Chief Executive, Lockheed Martin India, talks about its JV with Tata and the recently launched C-130J Roll-On/Roll-Off University Design Challenge

You had recently launched a roll-on/roll-off design challenge in connection with the C-130J programme. Could you tell us about this programme and how would it be of use for the Indian C-130J fleet and globally?

Teams from five leading Indian universities presented their conceptual designs to Lockheed Martin launching the C-130J Roll-On/Roll-Off University Design Challenge to develop cargo aircraft modules for disaster relief operations worldwide.

Over the year, the company will fund grants for each university team to work with local industry partners and mentors from the Defence Research and Development Organisation (DRDO) to develop design specifications for their proposed modules. In addition to funding, Lockheed Martin will also support each team with engineering, technical and business development expertise.

The company will award three of the teams a second-year grant in November 2015 to develop a prototype of their



PHIL SHAW

module, as well as additional mentoring to develop a go-to-market strategy. At the end of the design challenge, Lockheed Martin will work with each team to explore options with government and industry to mature the prototype for global markets.

The university teams participating in the challenge include Indian Institute of Technology (IIT) Delhi, IIT Chennai, Delhi Technological University (DTU), University of Petroleum and Energy Studies (UPES), and Birla Institute of Technological Studies (BITS) Pilani – Goa Campus.

Tell us about the MPR and ASW capabilities that you are building for the C-130?

We are developing a roll-on, roll-off maritime ISR capability, which can be applied to surveillance roles for weather, pollution, coastguard and naval surveillance or warfare requirements around the world. Where a dedicated platform might not be affordable or desirable, or where flexibility of the air plat-



form to switch between surveillance and disaster relief/humanitarian operations might be a requirement to fully exploit the flexibility of the C130J aircraft.

Provide us details of how your JV with the Tata for C-130 aerostructures has performed over the last year, its deliveries and business scope and size?

Tata-Lockheed Martin Aerostructures Limited (TLMAL) facility in Hyderabad manufactures airframe components for the global supply chain of the C-130J Super Hercules. TLMAL was the winner in the best joint venture at the Aerospace & Defence Awards in 2013. Tata Advanced Systems holds a 74 per cent stake in the joint venture, with Lockheed Martin holding a

26 per cent stake. The Tata-LM joint venture has been a very successful example of bringing meaningful industry partnerships in India.

What are your capabilities in the energy sector and what are you doing in India in this area?

The company has come out with waste to energy conversion solutions with successful conversion of waste products to electricity, heat and fuel by using gasification processes. These are environment-friendly green recycling technologies which require less space and the plants are fully automated. Wood chips, agri-waste, sewage sludge, plastics, municipal solid waste and hospital waste could be used for these plants.

What sort of opportunities do the Indian government's decisions – such as the 49 per cent FDI, de-licensing of military MRO and 'Make

in India' – provide the company?

We welcome the 'Make in India' programme initiated by Prime Minister Modi. Building more defence manufacturing capability in the country will provide a more competitive environment, financially benefitting the Ministry of Defence (MoD) and Ministry of Home Affairs (MHA). Equipment manufactured in India will also be able to be sustained and upgraded through its service life by Indian-based companies, offering complete self-reliance.

We also welcome the move to increase FDI in the defence sector and looks forward to working with the Indian customers to help meet their requirements. We review partnerships and joint ventures based on the business case. We will continue to review potential partnerships in the same manner and agreements regarding investment will be made accordingly.

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