

'MKU READIES TO INCREASE EXPORTS WITH THE INDUSTRY FRIENDLY POLICIES'

RAJESH GUPTA, Senior Sales Manager, MKU, says we are a trusted and known brand in protection. All this would not have been possible without strict quality control, discipline and technology

You have a wide range of personal protection equipment, including body armour, helmets and such. What are the current projects you are executing in the Indian market and what are the programmes you are participating in? What are the programmes you working to win and what are on offer for these programmes?

MKU has been participating in most of the RFPs for body armour and helmets taken issued by the MOD, Paramilitary and Police forces. We participated in the tender for 50,000 Bullet Proof Jackets and 1,58,000 Bullet Proof Helmets issued by the MOD and are happy to announce we have qualified for both. We have recently been awarded contracts by Maharashtra Police, Greyhounds, Indian Coast Guard, GRSE and large Indian Defence Companies including Private and DPSUs. There are other RFPs which are in various stages of finalisation.

Could you explain what is the technology you have for helicopter armouring?

MKU offers a unique solution called 'Modulare Schutz Technik' for helicopter armouring. The German Engineered, revolutionary attachment systems, enable the armour kits to be easily deployed on the aircraft, without necessitating any modification in the structure of the platform. This unique process and technology keeps the air worthiness intact. The Patented and battle proven attachment systems allow the armour kits to be easily removed for alternate missions like rescue/transport etc. requiring full payload capacity. Complementing the 'Mod-

ulare Schutz Technik', is the 6th Generation armour protection technology developed by MKU. It uses advanced materials, and specialized manufacturing processes, to reduce the weight and thickness of armour solutions by almost 40%, resulting in operational benefits like increased useful payload and endurance.

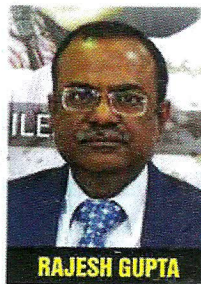
You have already done some armouring of Indian naval vessels. Could you tell our readers about this programme and what you have achieved?

MKU provides end-to-end platform protection solutions for design, development, manufacturing and integration for naval platforms. In addition to custom solutions, we also provide pre-engineered armour panels and kits for retro-fitting.

We have already provided protection solutions for the FICs and FPBs being operated by the Coastal Police on both the Eastern and the Western coasts. Among the other naval programmes that we have provided solutions for are the FPBs being operated by the Mumbai Police, Air Cushioned Vehicles under operation by the Coast Guard and the FICs being procured by the Indian Navy. Many of these boats are being used for coastal security and for normal patrolling duties by the various security agencies. We are happy to be able to provide protection to the operators and crew.

In MKU we have the capability to provide light weight

armour solutions for various types of platforms including small patrol boats and interceptor crafts that enables them to have protection without compromising efficiency and performance.



RAJESH GUPTA

Most of your business we understand comes from the export market. Could you please elaborate on your export business and what are your target for the next five years?

At MKU our strategy has always been to 'Not rely on the domestic demand alone'. Instead we have consciously gone out to the world and have established a global footprint. This has opened up markets outside India and has been one of the prime reasons for our growth and development. Today we are happy to note that the Government of India is also aligned to this idea and the Ministry of Defence strongly advocates that the Indian industries in the defence sector should look to the international market also for their sustenance and growth.

2015-16 has been a good year for us and we hope to increase our exports considerably over last year. Going forward we are targeting exports worth INR 1000 crores in the next 2/3 years. With the industry friendly policies of the existing government and the many measures taken by the MOD and the Ministry of Commerce for ease of doing business, we are very confident of achieving these targets.

You have an aerospace JV that

you are with a German firm. Germans are known for strict quality control and discipline. Could you elaborate about this JV's operations and how you won the confidence of the German company for this tie-up and how you maintain quality?

In MKU we have always stressed on quality and adherence to procedures. We have placed a lot of emphasis on technology. Even though it was not obligatory, we have opted for International Management Systems within the company. Our facilities are all ISO 9001 and AS 9100 Rev C compliant. We have several products for which we hold international patents. We were one of the first companies outside the US to get NIJ 0106 certification for our products. We are happy to mention here that MKU is a trusted and known brand in protection. All this would not have been possible without strict quality control, discipline and technology.

These are the traits coupled with our reach and global footprint that has helped us win the confidence of German company. We have the same ERP systems and manufacturing processes and tools. We ensure strict adherence to the quality norms practiced by our German collaborators. We have imbibed in our people German values and 'No Compromise' attitude to quality and are happy to inform you that we have had over three years of successful operations without any customer rejections. Today our "Made-in-India" electrical cable harnesses are installed in Airbus platforms A320 and A380. Quality is a way of life in MKU and its associates.