



ACQUISITION,
TECHNOLOGY
AND LOGISTICS

THE UNDER SECRETARY OF DEFENSE

3010 DEFENSE PENTAGON
WASHINGTON, DC 20301-3010

MAR 28 2013

To our Industry Partners:

During his June 2012 trip to India, then-Secretary Panetta announced a new initiative to deepen and streamline defense cooperation with India. Deputy Secretary Ashton Carter is spearheading this initiative for the Department. In pressing this initiative, Secretary Carter wants to work with the Indian government to overcome bureaucratic obstacles and inefficient procedures that impede our ability to work together.

An important part of this effort is to identify opportunities for industry-to-industry co-production and co-development, as well as government-to-government co-production and cooperative research, development, test, and evaluation with India. Additionally, joint ventures that extend beyond the boundaries of what has been done in the past can be explored. This will require the support of our industry partners. We therefore are soliciting your ideas for cooperative opportunities in any of these areas.

We are looking for your direct input on possible projects (in terms of manufacturing and/or research and development) that you believe could provide win-win business opportunities for your firm in cooperation with public or private Indian enterprises. Please send your input to Mr. Keith Webster, Director, International Cooperation, 3070 Defense Pentagon, Washington, DC 20301-3070. Mr. Webster may also be contacted via email at Keith.Webster@osd.mil or by phone at 703-697-4431.

I look forward to hearing from you as soon as possible. I plan to visit India in mid-April, and I would appreciate the opportunity to include your ideas in the associated US-India discussions.

Sincerely,

A handwritten signature in black ink, appearing to read "Frank Kendall", is written above the printed name.

Frank Kendall