



ACQUISITION,
TECHNOLOGY
AND LOGISTICS

THE UNDER SECRETARY OF DEFENSE

3010 DEFENSE PENTAGON
WASHINGTON, DC 20301-3010

JUN 17 2013

To our Industry Partners:

On March 28, 2013, I solicited you for ideas regarding 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.

The overall response was outstanding and indicates a strong interest in pursuing joint projects with India. A total of more than 90 proposals from over 50 companies was received. Technologies proposed ranged from basic items to entire systems and covered the air/space; ground; maritime; command, control, and computers (C3); and C3/software domains.

Over the next few weeks, we will undertake an extensive process to review the submitted proposals. We will carefully assess a number of factors, including the degree of co-production and co-development involved, the likelihood of Indian interest, and the probability of approval for release of the technology involved.

As appropriate, we will notify you of the results of our deliberations. During the review, we may need to reach out for proposal clarification or for further details. Due to the sheer number of proposals received, we will only directly contact those companies that submitted proposals with the highest chance of success.

Your interest in future cooperation with India and the effort put forth in developing your proposals are greatly appreciated.

Sincerely,

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

Frank Kendall