

INDIA-U.S. DEFENSE TECHNOLOGY AND TRADE INITIATIVE (DTTI)

INITIAL GUIDANCE FOR INDUSTRY



Points of Contact (POCs) for further information:

- **Indian MOD** – Department of Defence Production
Phone: (11)23015505
Email: jsx@nic.in
- **U.S. DoD** – Office of Industrial Policy, Acquisition & Sustainment
Phone: (703) 697-0051
Website: www.businessdefense.gov

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Defense Technology and Trade Initiative (DTTI)

The Defense Technology and Trade Initiative (DTTI) is a collaborative effort between the Governments of India and the United States to elevate their shared commitment to increase defense trade, reduce bureaucratic obstacles, accelerate program timelines, promote collaborative technology exchange, strengthen cooperative research, and enable co-development and co-production of defense systems for modernization and sustainment of our military forces.

The value the two governments place in the DTTI is reflected in the seniority of its leadership. The overall initiative is overseen by the DTTI Group that is co-chaired by the Under Secretary of Defense for Acquisition and Sustainment (USD A&S) for the U.S. Department of Defense (U.S. DoD), and the Secretary (Defence Production) for the Ministry of Defence (MOD) of India. The DTTI Group meets approximately every six months with the location alternating between India and the United States.

The day-to-day DTTI effort is undertaken by the DTTI Interagency Task Force (DIATF), co-chaired by the Director, International Cooperation, Office of the USD(A&S), U.S. DoD, and the Deputy Chief of the Integrated Defence Staff (Policy, Planning, and Force Development), Indian MOD.

Four Joint Working Groups (JWGs), three functionally aligned with the individual Services, ensure projects and actions under the DTTI make continuous progress: JWG Land Systems, JWG Naval Systems, JWG Air Systems, and JWG Aircraft Carrier Technology Cooperation.

The DTTI Group has the authority and structure to take nascent technologies from conception to production. In order to develop technologies to meet current requirements and future requirements, and to ensure military readiness for any contingency, the DTTI leadership wants to include industry participation throughout every phase.

DTTI Industry Collaboration Forum

The DTTI seeks to leverage the combined knowledge and experience of the Indian and U.S. Governments as well as leaders in the defense industry of both countries to foster business partnerships between their industries. The objective is to expand and support their respective defense industrial bases. To further the industry goals of the DTTI, the DTTI Group Co-Chairs have established the DTTI Industry Collaboration Forum (“the Forum”).

The mission of the Forum is to provide a standing mechanism for developing and sustaining dialogue between Indian and U.S. industry on defense technology and industrial cooperation. The Forum is to provide an opportunity for individual members of the private sector to provide facts, data, expertise, or other relevant information to the representatives of the Indian MOD and U.S. DoD on potential short- and long-term industrial research and development cooperation and/or co-production activities. The forum is also to facilitate dialogue between government and industry on issues that may inhibit collaboration, such as availability of critical/sensitive materials, security of supply, barriers to defense trade, and foreign direct investment.

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The Forum intends to meet just prior to each DTTI Group meeting. The Joint Secretary, Department of Defence Production, designated by the Indian MOD, and the Principal Deputy for Industrial Policy, designated by the U.S. DoD, are to serve as Forum co-conveners. The U.S. DoD should coordinate with trade associations, in accordance with U.S. requirements, for meetings of the Forum held in the United States. The Indian MOD, in accordance with Indian requirements, should plan and execute meetings of the Forum in India.

The co-conveners' role is to facilitate dialogue and provide focus areas based on opportunities for joint collaboration between the Indian MOD and the U.S. DoD. When appropriate, the co-conveners may engage other members of their respective governments to address issues of concern and/or barriers to the realization of DTTI objectives.

DTTI Standard Operating Procedure (SOP)

To assist DTTI participants to identify and define projects based on bilateral requirements and thereafter process mutually accepted projects for co-development/co-production, the DTTI leadership created a DTTI Standard Operating Procedure (SOP).

The three phases of projects under the DTTI are: (1) Project Identification; (2) Project Development; and (3) Project Execution. The SOP covers the first two phases.

Phase I: Project Identification

Ideas for DTTI projects may come from many sources, including the DTTI JWG's, the existing India-U.S. Defense Framework, industry proposals, and technological advances.

Potential projects should challenge the boundaries of what has been done in the past and meet the following criteria:

- Enhance U.S.–India defense cooperation;
- Meet Indian MOD and/or U.S. DoD requirements;
- Support development of “technology competency”;
- Reflect the transformational intent of DTTI; and
- Be attainable within time and cost constraints.

A brief outline of the Project Identification process is at Figure 1.

In deciding on the projects for further cooperation, the projects would be classified according to the following two categories:

- Category A - Industry-to-Industry projects (including U.S. Industry-Indian Industry Joint Venture projects) facilitated by approved U.S./Indian export licenses. Category A has two sub-groups:

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- General Cooperative Projects (involve no commitment of procurement by the Indian MOD or the U.S. DoD, but prima facie relevance of the project for the Indian MOD and/or the U.S. DoD has been established); and
- Authorized Cooperative Projects (involve a commitment of procurement by the Indian MOD and/or the U.S. DoD).
- **Category B** - U.S. DoD-Indian MOD projects executed through individual Project Agreements under the Memorandum of Agreement Between the Department of Defense of the United States of America and the Ministry of Defence of the Republic of India for Research, Development, Testing, and Evaluation Projects (RDT&E MOA), which entered into force January 9, 2006, as amended, stand-alone program agreements, or other U.S. DoD-Indian MOD agreements or arrangements, e.g., Letters of Offer and Acceptance (LOAs). Although these are primarily U.S. DoD-Indian MOD projects, there may be options for industry-to-industry cooperation.

Phase II: Project Development

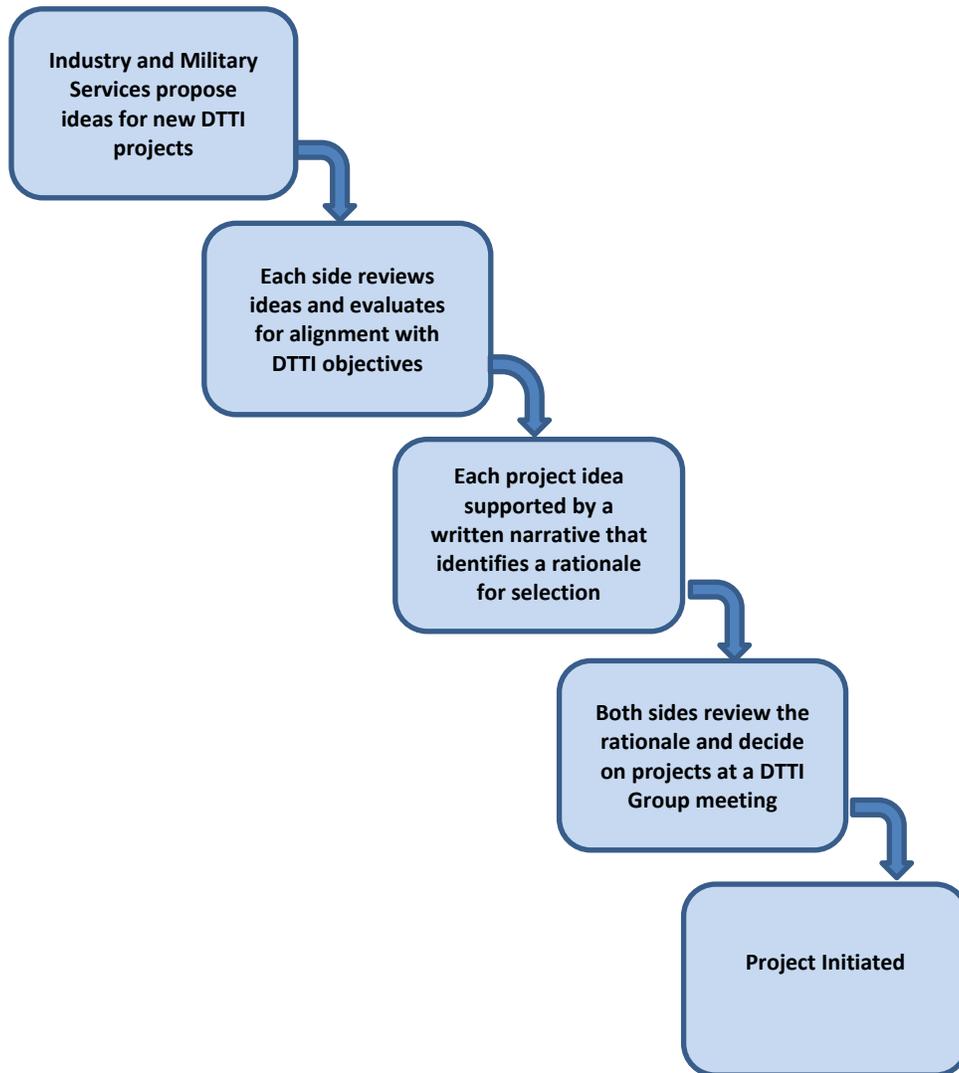
- Category A - Industry-to-Industry projects.
 - General Cooperative Projects (involve no commitment of procurement by the Indian MOD or the U.S. DoD) (see **Figure 2**);
 - Authorized Cooperative Projects (involve a commitment of procurement by the Indian MOD and/or the U.S. DoD) (see **Figure 3**).
- Category B - U.S. DoD - Indian MOD projects with options for industry-to-industry cooperation. Category B projects may also involve contracts between the U.S. DoD and/or Indian MOD and industry and/or industry-to-industry agreements for co-development and/or co-production (see **Figure 4**).

Phase III: Project Execution

Following successful efforts in Phases One and Two, Phase Three, Project Execution, would proceed in accordance with each country's acquisition procedures and modalities mutually decided between the U.S. DoD and Indian MOD for projects undertaken to meet requirements of each country (India and/or the United States), including any third parties, if applicable.

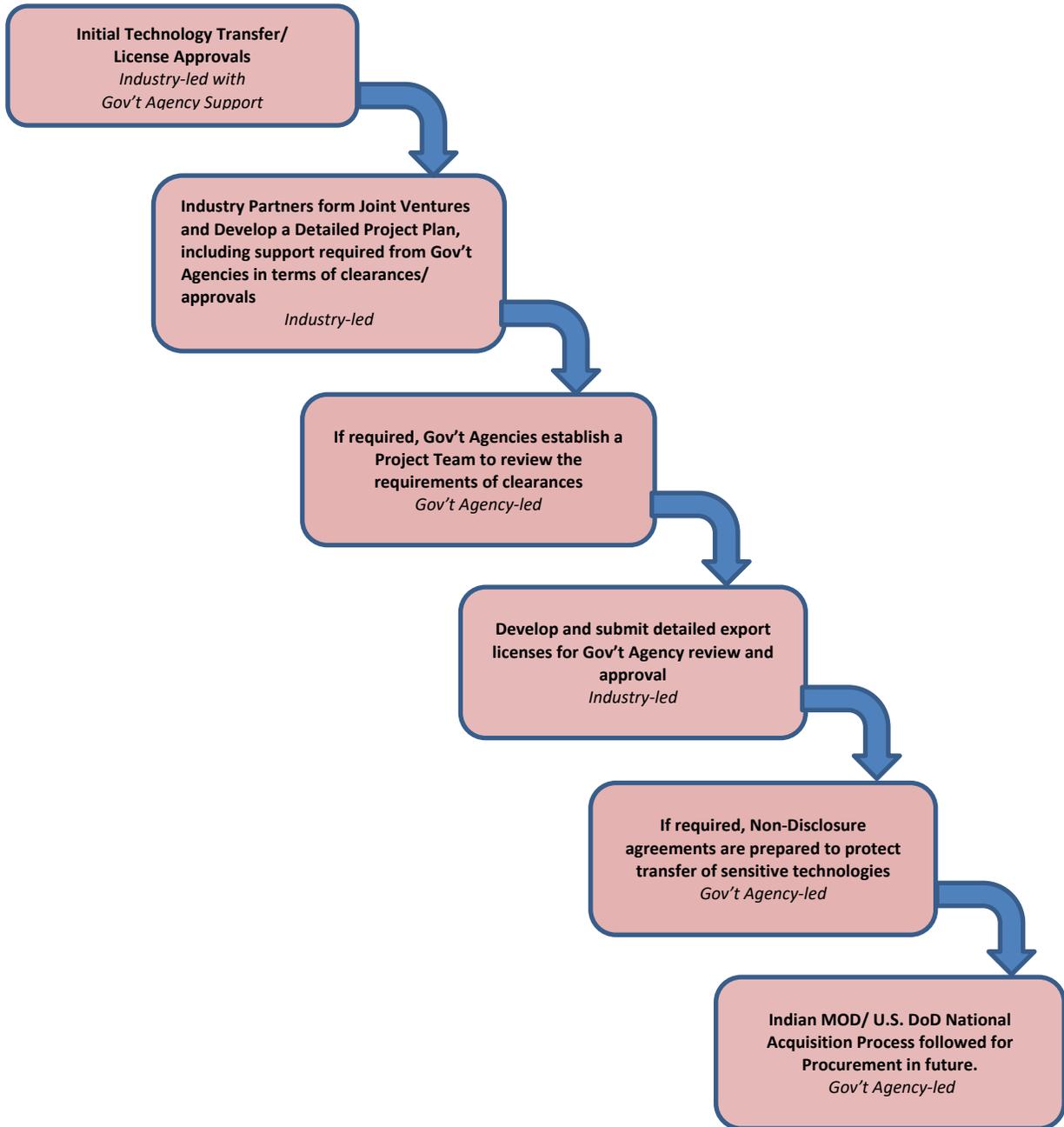
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Figure 1: Project Identification



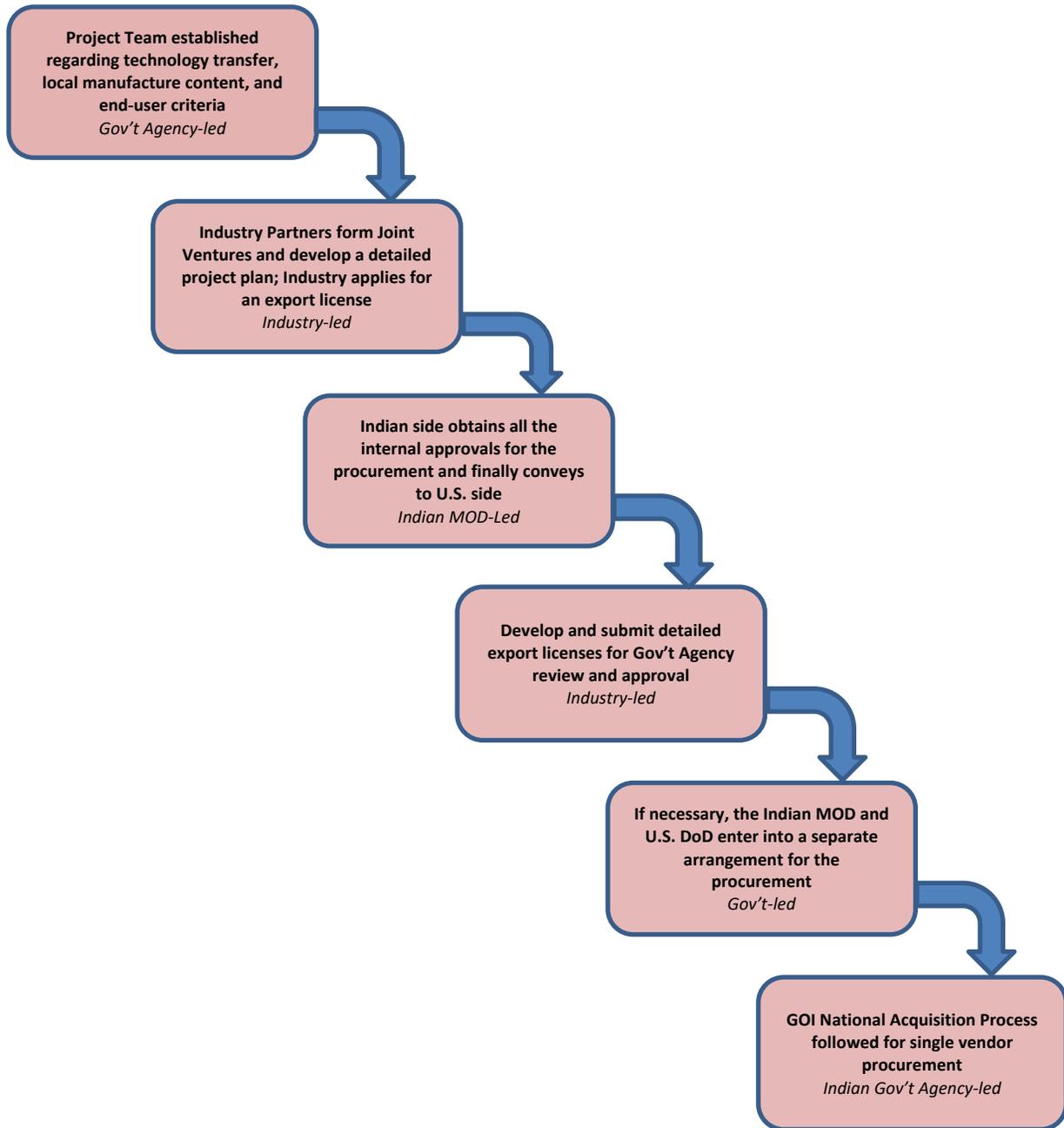
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Figure 2: Industry-to-Industry Projects—General Cooperation Projects (No Procurement Commitment)



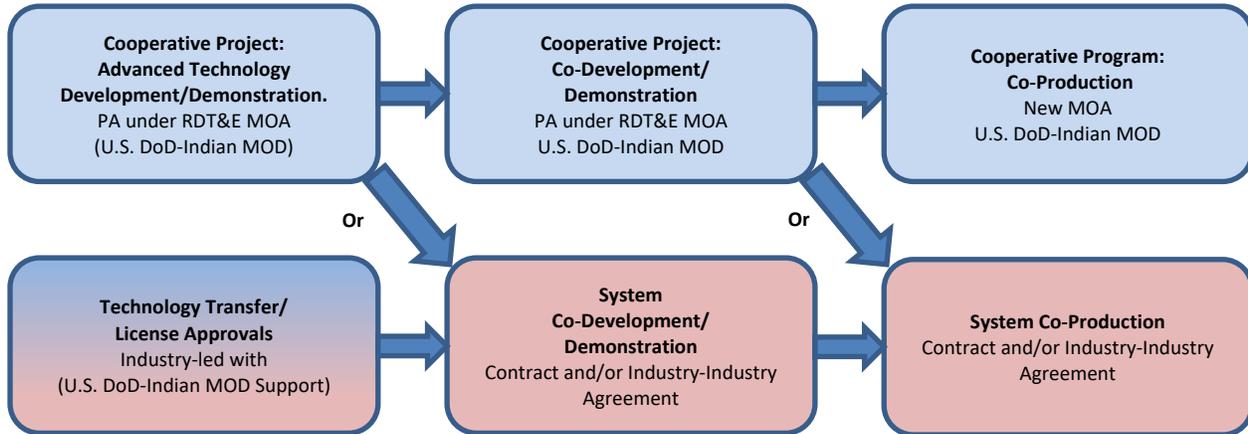
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**Figure 3: Industry-to-Industry Cooperation—Unique or Exceptional Cooperation Projects
(Government Procurement Commitment)**



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Figure 4: U.S. DoD-Indian MOD Project—With Options for Industry-to-Industry Cooperation



Blue – Government Agency

Pink – Industry

Blue/Pink – Government Agency & Industry