

# General Dynamics Canada and Samtel Avionics find themselves in a win-win situation

■ By Our Special Correspondent

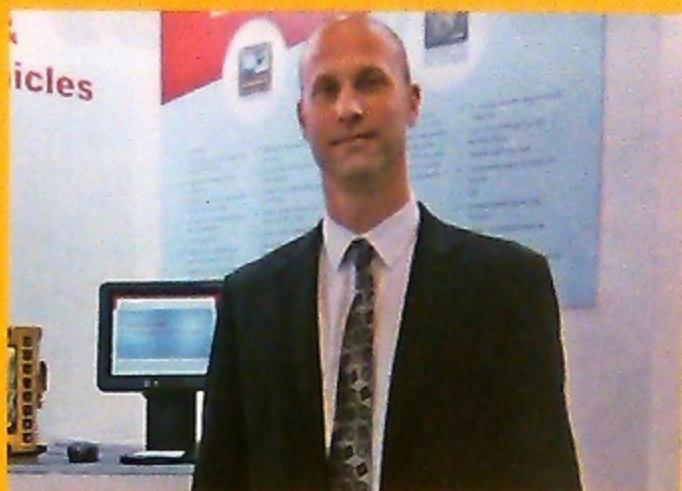
**N**EW DELHI. General Dynamics Canada, has signed a cooperation agreement with Samtel Avionics Ltd, to co-produce digital displays in India for a range of military and non-military vehicles worldwide.

The partnership will produce multi-function displays (MFDs) for armoured and reconnaissance vehicles, and for civilian use in utility vehicles like those used for garbage collection. The displays give the vehicle crew 360-degree situational awareness, sitting inside the vehicle. Computing systems built into the displays convert the signals from externally mounted sensors onto easy-to-see visual displays on digital screens inside.

They aim to grab prospective orders from the Indian ministry of defence (MoD) displays for future infantry combat vehicles (FICVs) and light armoured multi-purpose vehicles (LAMVs), displays for the upgrading of the BMP-2 infantry combat vehicle (ICV) and the T-72 tank. An optimistic wish list indeed.

"General Dynamics Canada is greatly interested in doing business in India. We have the ideal partner in Samtel Avionics. They have a large presence in the defence forces arena and General Dynamics Canada is combat proven. Together we will be able to not only develop but also support a supply chain management. India represents massive opportunity and we are here to stay," Andrew Shepherd Manager, Business Development, Land & Joint Solutions General Dynamics Canada, told *India Strategic*.

"We have a two-pronged strategy in which first is development of Indian customers through Samtel and the second is the identifying international opportunities through



**Andrew Shepherd Manager, Business Development, GDC**

General Dynamics Canada. Under the cooperation agreement which will be a win-win situation for both we will be able to tap huge opportunities globally," he said.

He also added that as one of Canada's largest and most established defence systems integrator they have the capacity to take on multi-year projects of strategic national significance, scope and scale, and deliver cost-effective, mission-critical systems. Additionally General Dynamics Canada is a leading worldwide supplier of innovative solutions for land, airborne and maritime applications.

Established in 1948, General Dynamics Canada has been a partner to the global defence sector for more than 60 years. Supporting Canada's armed forces and more than 20 allied forces worldwide is their story - past, present and future.

"At General Dynamics Canada we don't just lead the way, we set the technical standard. We know that staying competitive means being innovative. That's why we actively identify capability needs and gaps, and invest in developing imaginative solutions to fill them," Andrews stated proudly.

Puneet Kaura, Executive Director, Samtel Avionics, told *India Strategic*, "there is a mutuality of interests - we help General Dynamics win in India, while they help us win global markets." ■