'In The Long Term, we are Looking for Technology Transfer for In-Depth Manufacturing in Critical Technology Areas'

—Joint managing director and chief operating officer, domestic operations, Rolta India Ltd, Atul D. Tayal

How was DefExpo 2012? What areas of your business drew most attention?

It was an excellent opportunity for networking with large number of users/customers, global OEMs, PSUs and Indian industries. Optronics, military communications, particularly TCS solutions, C2 Systems including Battle Field Management Systems (BMS) and soldier system, fire control system, solutions for maritime security were the focus of attention in addition to our traditional Rolta GIS based solutions.

We also saw very large footfalls in our stalls, both indoor and outdoor where we had showcased TCS test bed on fully-militarised mobile shelters. Visitors also showed a lot of interest in the mobile surveillance vehicle displayed outdoors.

In terms of opportunities for joint ventures and multinational collaborations, what are you looking at both in the near term and the long term?

In the near term, as system integrator we are looking for equipment and systems required for providing integrated solutions. In the long term, we are looking for technology transfer for in-depth manufacturing in critical technology areas.

What is the scope of your JV with Thales? What solutions has this JV designed for the Indian defence market? Do you have similar agreements with companies, both foreign and Indian, including the PSUs?

Rolta is one of the select few vendors for 'Make India' procurements and has qualified by MoD against stringent criteria. Through our teaming agreements with world leaders we have access to world class technologies through transfer of technology which provides us flexibility to customise solutions to suit Indian requirements. We have about 15 strategic partnerships worldwide with major defence players such as Thales,

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Selex, Carl Zeiss and many more.

Our JV with Thales was formed in 2006 to address C4ISTAR information systems. We have also entered into strategic partnership with Selex Elsag of Italy for the TCS programme for the Indian market. Electronics Corporation of India Ltd (ECIL), a PSU under the department of atomic energy, is our consortium partner for this programme. We are also poised to form more partnerships to get access to state-of-the-art technologies.

What geospatial based-operations and intelligence solutions are you providing to the Indian armed forces at the moment?

Rolta has been a market leader in providing geospatial technologies (GT) based innovative solutions to various

establishments in the armed forces. It leverages its own IPR and experience in system integration and software customisation (including subject specific workflows) for standalone workstations and enterprise wide deployment.

Rolta's product range (COTS & MOTS) includes advanced image exploitation, photogrammetry solutions, spatial analysis & modelling, mission preview/ rehearsal and others to meet the specific requirements of operations, logistics and intelligence.

What border security solutions are you developing at Rolta? Have you offered these solutions to the paramilitary or any other government organisations?

The increasing demands of border management require comprehensive solutions that would be able to detect intrusions, receive and analyse inputs received through diverse means, extract the relevant information and alert the security forces using secure communications.

Rolta's Sensor Integration System (SIS) is a web enabled solution which is presently under user evaluation for futuristic proliferation. Rolta has undertaken pioneering efforts to develop Situation awareness platform to address the threats in maritime security domain. Consequently, numbers of IPs have been developed to evolve coastal security, critical infrastructure and port security solutions.

Other technologies that Rolta can offer the Paramilitary forces and government organisations include smart fencing solutions for round-the-clock surveillance of the Border and perimeter security.

Tell us a little about your battlefield management systems, tactical communication systems and the digital soldier systems? Are these solutions currently in use by any of the armed

forces?

Rolta's IP encompasses a unique framework for covering the entire 'sensor to shooter' chain and provides the foundation for network centric programmes like BMS, military communications and digital soldier systems (F-INSAS).

Rolta's solution for battlefield management system focuses on recognising the role, responsibilities, methods adopted and the work-flow at each level from battalion/ combat group HQ level down to the individual soldier level. The solution is being customised to meet the needs of the Indian Army and ensure seamless integration with the legacy data and systems. It is based on state-of-the-art, yet field proven, solution from our foreign collaborator, already in service in many countries. The solution, thus adapted to Indian scenario, is expected to minimise the risks and time-to-deliver for both BMS & F-INSAS projects.

Tactical Communication System (TCS) is a prestigious communication project of the Indian Army which will provide mobile communications to field forces making triple-play services of voice, video and broadband data on the move in the tactical battle area. The project is vital for linking sensors and shortens decision cycle for ushering in net-centricity for a network-centric warfare. Rolta has tied up with Selex Elsag for the transfer of cutting edge, state-of-art technology for manufacturing the systems in India.

What is your footprint in the homeland security market? Are you in talks with the ministry of home affairs to offer any of your homeland security solutions? Please mention if you have any such plans in the pipeline.

Rolta has been present in the homeland security domain since long. To complement and strengthen our offerings we have acquired cutting edge technologies and integrated these with our existing IPR solutions. In addition, we are also leveraging on technologies from various strategic partners. This has allowed us to offer a comprehensive portfolio comprising of CIP, border security, safe city, city surveillance, traffic management, access control, etc. In addition, Rolta has developed customised solutions for maritime security domain to address requirements in coastal security, critical infrastructure protection and vessel traffic management.

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Rolta has been maintaining continuous dialogue with various government agencies and ministry of home affairs (MHA) to address their needs and requirements and tailor the above solutions according to these needs.

Rolta has been actively participating in the police modernisation programmes/initiatives like CADS, CCTNS, & Safe City. Today, we can boast of a pan-India footprint with our solution operating in Chandigarh, Rajasthan, Jammu and Kashmir, Maharashtra and the Northeast.

Can you please tell us about your maritime safety and security systems?

Rolta is uniquely positioned to offer solutions in this domain covering the entire gamut of command, control, communications and surveillance systems to meet the most stringent requirements of security forces and other customers. Rolta's command and control (C2) system forms the core of its maritime security solutions such as coastal security, critical infrastructure protection, port security & management and vessel traffic management etc.

How do you assess the Indian defence market in the coming years, especially in view of government's half-hearted steps towards the private sector? What challenges and opportunities do you see?

We see a huge opportunity in the Indian defence market in the coming years. The active participation of private industries in the Indian defence market has already commenced. The increasing number of 'Make' categorisation projects and the offset policies of the government are also helping. ▌▌