

The Times of India

Title : Zen Tech explores foreign mkts to set up CTCs

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Location :

Hyderabad: I

Article Date : 01/02/2016

In a testimony to Hyderabad's rising competence in the defence sector, city-based Zen Technologies, that designs and manufactures training simulators for the armed forces, is targeting various countries to set up combat training centres (CTCs) to train their forces.

“One of the things that we are focussing on is training defence personnel. The forces should not worry about the training aspect. Instead they should be utilizing their time to handle the actual law and order situation. We believe that training can almost be outsourced as we can set up a combat training centre for them based on their requirements. We have proposed this idea to foreign countries also,” Zen Technologies chairman and managing director Ashok Atluri said, adding that it is eyeing African markets to begin with.

The concept of outsourcing defence training is widely accepted in the US where flight training is outsourced to private players. However, in India, the concept is yet to take off.

Aturi explained that the major advantage of having forces trained at the CTCs is that it is a more 'greener' way of training. The CTC provides a more 'flexible' option of training as various 'threat situations' can be recreated within the centre to provide defence professionals a first-hand experience of how to react in that situation.

According to the company's top official, its CTCs would accommodate facilities for live fire as well as simulator training. The training can start from platoon to brigade level and CTCs can also recreate 'jungle' as well as rural settings for live force-on-force engagement with simulated laser fire.

Currently, the company exports simulators meant for defence training to African as well as South-East Asian countries. Its key customers include the armed forces, DRDO, central, state police and other special forces.

“Currently, the revenue contribution from exports is in single digit. In the next two to three years, exports will contribute a significant portion of our revenues as we have started approaching newer markets such as Europe, US and Middle East,” he added.

The company had clocked Rs 80 crore in 2014-15 and spends, on an average, 17-18% of its revenues on research and development. The company has applied for 60 patents, of which it has got 13 till now, he added.

