

“ Successful and unsuccessful people do not vary greatly in their abilities. They vary in their desires to reach their potential ”

-- John Maxwell

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Zen plans to set up combat training centres in 4 countries

By B Krishna Mohan Jan 17 2016 , Hyderabad
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Hyderabad-based listed entity Zen Technologies, which designs, develops and manufactures training equipment and simulators for weapons and allied defence systems, is looking to set up combat training centres (CTCs) in four countries.

Through these, it will provide combat solutions through simulators and other components, its managing director Ashok Atluri, said.

“The focus is on CTCs for individuals and group training to officers and soldiers. The training ranges from basic marksmanship skills to tactical training under various settings, including rural and urban terrains, with different types of weapons. Through these we can give full-fledged services. We are in talks with four countries,” he said.

Zen, operating for over two decades, has been a prime contractor to the Indian Army. It has supplied over 600 simulators to over 100 customers, including the three armed forces, state and central police forces of India and other countries. It has also forayed into annual maintenance contracts.

“We are operating in a niche area. Earlier, the cycle times used to be longer, ranging from five to seven years. But now they have reduced to around three to five years,” he said. For exports, it needs a no-objection certificate and an end-user certificate to ensure that the simulators don't fall into the wrong hands.

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