

F.No.10/EP Cell/Export/2019
Government of India
Ministry of Defence
Department of Defence Production
EP Cell


Room No.340A, B Wing,
Sena Bhawan, New Delhi
Dated: the 16th May, 2019

Circular No. 3

Subject: Sending commercial proposals for export of defence equipment

The Export Promotion Cell in DDP receives multiple leads for exports which are forwarded to the concerned DPSUs/ OFB and to the industry. Many such leads are only starting points and would require constant monitoring and follow up with the host country for them to fructify and be taken to their logical conclusion.

2. It has been observed that in many cases, concerned DPSUs/ OFB send their commercial quotes/ price offers for defence equipment envisaged for export to importing country directly to DDP and expects DDP to take further steps. This leaves a lot of gap in follow up and often leads to critical time loss.
3. It is, therefore, advisable that since these price quotes are purely commercial offers which do not require any inputs from this Department, DPSUs/ OFB should submit such commercial quotes/ price offers to the importing country either directly or if required, through our Defence Attache in that country. DDP would be sending commercial offer only in those cases where it is specifically asked by the host country through a G2G channel.
4. However, necessary export permission as per extant rules under SCOMET would have to be taken, wherever required.
5. This has the approval of the competent authority.


(Sanjeev Chadha)

DDG/ Export

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To

CMDs of DPSUs/ DGOF, OFB

Copy to:

1. Defence Secretary,
2. Foreign Secretary,
3. All Joint Secretaries in DDP
4. All Embassies/ High Commission of India