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Vietnam: Defence Doctrine and Budget



SOCIALIST REPUBLIC OF VIETNAM
MINISTRY OF NATIONAL DEFENCE

Vietnam is currently undergoing a massive defence spending boom. It is indicative that in 2005, Vietnam spent 16.2 billion Vietnamese dong (approximately 725 million US dollars) while in 2015 total defence spending reached a total of 99 billion Vietnamese dong (approximately 4.4 million US dollars). It should be noted here that the numbers are a bit fuzzy due to that the government doesn't officially publicize its defence budget. In 2005 the majority of the defence budget was allocating on enhancing the living conditions of military officers, soldiers and defence employees, supporting the operations of defence industry, and maintaining the Vietnamese army's readiness. Nevertheless, this has altered as a multitude of contracts and agreements for the purchase of defence equipment have been signed since then.

One of the aspects that should be taken into consideration when examining the country's defence procurement policy is that there was an arms' embargo in force, imposed by the US. This has determined the geographical origin of Vietnam's imported defence equipment. Nevertheless, this has altered and U.S. is keen to increase market penetration in the country. Towards this direction, US President Obama announced the lifting of the long-lasting arms' embargo and has further stated that US is willing to examine defence exports to Vietnam on a case-by-case basis.

Currently, Russia, with whom Vietnam has had strong ties since the Cold War is the main supplier of defence equipment to the county. Vietnam has already signed a deal for six Kilo-class submarines, as well as 12 Su-30MK2V, an enhanced version of Su-30 with maritime strike capabilities and 4 Gepard-3 Frigates.

These purchases are seen as part of Vietnam's current naval modernization drive, which is mainly triggered by Chinese assertiveness in the South China Sea. More on that Vietnam, has declared the protection of maritime sovereignty as a key policy goal. This is explained by the fact that more than 50% of the country's population resides along its coastline. Additionally the seas around Vietnam are estimated to hold hydrocarbon reserves equivalent to 1.2 billion barrels of oil and a fish stock of about 2.7 million tons.

Vietnam is currently in a process of modernising its defence capabilities and assets. Thus, a significant amount of funds need to be allocated in the armament modernisation of the country making it a rather appealing destination for defence firms. Nevertheless, we must take into consideration that as almost every other country Vietnam demands from foreign suppliers of defence material a good dose of patience, as deals usually take a significant amount of political consultation and negotiation. Some of the problems, someone will have to tackle when trying to sell defence equipment to Vietnam, are the incomplete delimitation of the country's procurement priorities and procurement processes and a lack of engagement with key stakeholders (armed forces, governmental authorities, local defence industry etc.). Despite the aforementioned difficulties the market exists and rewards await those whose efforts are serious and persistent enough.

Kyriazis Vasileios,

Epicos Newsletter Head Editor

Vietnam: Defence Industry: Indigenous Capabilities and Cooperation with International Companies



Vietnam has made significant progress when it comes to the enhancement of the local defence industry's capabilities. Nevertheless, the country still remains dependent on foreign imports to equip its armed forces, as military production is small-scale and technologically inferior. Currently, Vietnam has the ability to manufacture its indigenous version of the Russian Kh-35E Uran anti-ship missile, called KCT-15, which

equips all Gepard and Molniya frigates, ammunition and several types of infantry weapons, such as Rocket-Propelled Grenades (RPG) or automatic grenade launchers.

The majority of the country's defence companies are state-owned something that create significant problems when it comes to the production and dissemination of innovative ideas and to the infusion of foreign investment into the defence sector. This is actually one of the reasons that prevented Vietnam from recording any significant technological progress during the last decade.

In order to avert this, local authorities have promoted the creation of cooperative schemes with foreign partners. Under this context Vietnam chose Israeli Military Industry (IMI) Galil ACE family over the Russian Kalashnikov weapons. The Israeli company also provided production license for the local production of Galil.

More on that Vietnam is trying to form strategic alliances with several countries in order to further develop its defence industry. In June 2016, during his stay in Vietnam, the Indian Minister of defence Manohar Parrika attended a meeting between Vietnamese and Indian defence industry businesses highlighting a clear intention of deepening the industrial bonds between Vietnam and India. More on that Italian Minister of Defence Roberta Pinotti during an official visit to Vietnam, stated that the two countries should try to further intensify collaboration in strategic studies, arms industry and UN peacekeeping operations. It would be safely assumed that Vietnam will continue to sign defence cooperation agreements with other countries and/or companies in order to facilitate the transfer of technology and consequent the development of local defence industry.

One of the local actors that will be heavily involved in this process is the Institute for Military Science and Technology, a state-owned research facility that conduct R&D for the creation of new weapons and capabilities. The Institute is trying to link the outcome of its R&D efforts with commercial opportunities as well as with the needs of the local armed forces.

Additionally within the Ministry of Defence there is the General Department of Defence Industry, which is in charge of manufacturing military weapons and equipment for the army. The department is consisted of military equipment manufacturing factories and vocational schools.

As it is already mentioned, the majority of defence companies in Vietnam are state-owned. One of this companies is the Shipbuilding Industry Corporation (SBIC) which engages in building bulk carrier, container, oil tanker, car carrier, and other custom made-to-order ships. SBIC has 8 subsidiaries, including shipbuilding companies like Bach Dang, Pha Rung, Ha Long, Song Cam, Thinh Long in the North, Cam Ranh in the Central and Saigon, Saigon Shimarine in the South areas of Vietnam.

On March 20, 2014, in an official ceremony attended by the Vietnamese Vice-Minister of Transport Mr Nguyen Hong Truong, the Damen Song Cam Shipyard was inaugurated. The shipyard is Damen's Shipyards Group first formal Joint Venture yard in Vietnam. Through this cooperation Vietnam hopes to further enhance its shipbuilding capabilities, as the country maintains great ambitions to develop its domestic capability in the design and construction of its own warships, which absorb a large chunk of the current defence budget. It should be noted that Vietnam's current indigenous shipbuilding capacity is rather limited.

Kyriazis Vasileios,

Epicos Newsletter Head Editor

Epicos "Industrial Cooperation and Offset Projects"



Epicos "Industrial Cooperation and Offset Projects" provides a unique set of online tools enabling the structure, identification and implementation of comprehensive Offsets programs, through a searchable database. By introducing different offset projects and ideas proposed by local A&D industry it ensures the optimum cost for Prime Contractors and reassures that the priorities of local industry are fully met...

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Low power data acquisition system for UAVs

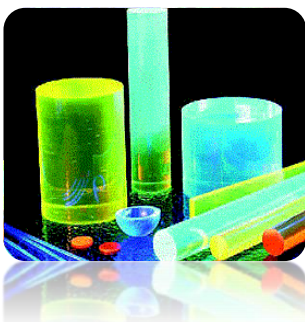


A company designing, developing and supplying embedded computer hardware and software for civil and defence use is looking to expand its activities in the aerospace and defence sectors and in particular in the field of UAVs. The company has a long standing experience in developing advanced HW and SW products and equipment according to international A&D standards. In particular, the company has developed a low power data acquisition system for use in e.g. UAVs. This small, embedded control system can perform several tasks in the areas of health monitoring, data storage and auto pilot. It can automatically delete recorded data on its own (independent of software) in case of an aircraft crash, thus preventing the enemy from gathering sensitive information. In the context of this system, the company would be interested in expanding the use of its data acquisition capability, to new UAV platforms. The system could be adapted for a specific UAV upgrade program, or the development of a new UAV.

[For Further Information Contact our ICO Department](#)

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Intelligent Scintillation Detectors Turn Key solution



A company with leading experience in the development and production of chemical defense instruments and nuclear reconnaissance systems, in the frame of an offset program, is proposing the representation of its Turn Key Solution Intelligent Scintillation Detectors systems (based on "scintillators", i.e. materials which exhibit the property of luminescence when excited by ionizing radiation), to foreign companies specializing on NBC systems in order to gain access to new markets.

[For Further Information Contact our ICO Department](#)

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News from our A&D Business Network**Chinese consortium acquires 100 H135s from Airbus Helicopters**

A Chinese consortium made up of China Aviation Supplies Holding Company (CAS), Qingdao United General Aviation Industrial Development Company (Qingdao United) and CITIC Offshore Helicopter Co. Ltd (COHC) has ordered 100 H135 light-twin helicopters, becoming China's first customer to form an industrial partnership to launch a H135 final assembly line (FAL) in Qingdao, Shandong province. This is an important step forward, fulfilling the commitment of purchasing 100 H135s signed in the Letter of Intent (LOI) last year.

The contract signing ceremony was held at the Great Hall of People, in the presence of Chinese Premier Li Keqiang and the visiting German Chancellor Angela Merkel, marking a significant milestone in the scene of local general aviation industry with this €700 million sales contract and the industrial partnership of a final assembly line (FAL) in Qingdao. The FAL is expected to start operations by 2018, to assemble 100 H135s over the next 10 years.

"We are extremely pleased with the progress of this partnership between Airbus Helicopters and our Chinese partners. With the further opening up of the Chinese skies and the increasing growth in the civil and parapublic segments, China is gearing up to be the biggest market for helicopters in years to come," said Norbert Ducrot, Head of Airbus Helicopters China and North Asia region. "With their inherent versatility and reliability, these 100 H135s will be best suited to meet the soaring demand in China".

The H135 has gained popularity in China in recent years, performing various parapublic missions such as helicopter emergency medical services (HEMS), law enforcement, firefighting, patrol command, and search and rescue (SAR), as well as corporate missions such as tourism and transportation.

The rapid development of offshore wind power generation industry in China also presents a new market segment for helicopter operations. The H135 is an excellent solution for these missions thanks to its compact external dimensions, a comparatively small rotor diameter, an optimised cabin size and ideal twin-engine performance. Together with the growth of other segments, a potential demand of 600 light twin-engine helicopters is expected in the next 20 years.

To date, nearly 1200 H135s are delivered globally and in operation, having logged more than three million flight hours.

About CAS

CAS is specialized in package purchase of aircraft business, aviation leasing business, distribution and pooling of aircraft material business, general aviation business. It is State-

owned enterprise managed by the State-owned Asset Supervision and Administrative Commission of the State Council.

<http://www.casc.com.cn/eng/>

About Qingdao United

Qingdao United is a Chinese State-owned company, jointly created in May 2016 by and between Qingdao Huatong State-owned Capital Operation (Group) Co., Ltd., Qingdao Tourism Group Co.,Ltd, and Sino-German United Group Co., Ltd., and is a professional platform for creating public general aviation ecosystem, and forming industrial cluster in Qingdao.

About Airbus Helicopters

Airbus Helicopters, a division of Airbus Group, provides the most efficient civil and military helicopter solutions worldwide. Its in-service fleet includes nearly 12,000 helicopters operated by more than 3,000 customers in 154 countries. Airbus Helicopters employs more than 22,000 people worldwide and in 2015 generated revenues of 6.8 billion euros.

<http://www.airbushelicopters.com/website/en/ref/home.html>

Saab Delivers Training Systems to the Finnish Army



Defence and security company Saab has signed a contract with the Finnish Defence Forces for the delivery of BT46 training systems to the Finnish Army. Deliveries will take place during 2016. In 2015 the Finnish Defence Forces ordered 100 Leopard 2A6 MBT's from the Dutch Army which included BT46 training systems from Saab Training & Simulation. Saab has now received an additional order from the customer for an upgrade of the training systems. The upgraded systems will be placed at two regiments, the armor brigade at Parolannummi and the KASI site in Säkylä. KASI is the Finnish Army's mobile Combat Training Centre.

"Finland has used Saab's training simulators since 1980 and in the mobile combat training center (KASI) since 2004. The Finnish Defence Forces can now train up to battalion and brigade level, which really strengthens their capability in the field", says Anders Gardberg, head of Saab in Finland.

Included in the contract are new control panels, Computer and Interface Units (MVI), transport boxes, cables, Finnish manuals, new tactical radio interfaces and a support contract. With these upgrades the training capability of the Finnish Army will increase.

"With this order for BT46 training systems, the Finnish Defence Forces will have the best simulator on the market for training of combat vehicles. This order definitely strengthens Saab's position as one of the world's leading suppliers of combat training solutions", says Åsa Thegström, head of Saab business unit Training & Simulation.

The BT46 system is a proven simulator system for fire training with different weapons and with realistic and tactical combat exercises in field. The system has already been delivered to more than 20 countries supporting both combat training with vehicles and their weapons. More than 7000 vehicle simulators have been delivered in more than 100 applications world wide.

Saab provides the Finnish army with expert training support for KASI, its mobile Combat Training Centre (CTC). Saab sets up, supports and moves the mobile combat training centre to different training sites. This provides soldiers and officers in the Finnish Army with exceptional resources for tactical training at all levels. The KASI system, a national training resource, can be assembled in any location in Finland and is used for the pre-deployment training of international missions as well as supporting regimental combat exercises.

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Saab serves the global market with world-leading products, services and solutions within military defence and civil security. Saab has operations and employees on all continents around the world. Through innovative, collaborative and pragmatic thinking, Saab develops, adopts and improves new technology to meet customers' changing needs.



Australia selects Raytheon ELCAN weapon sight for land forces

Australia's Department of Defence has selected Raytheon's ELCAN Optical Technologies division to supply the ELCAN Specter® DR 1-4x dual role weapon sight. The \$54 million contract award followed an open competition.

The ELCAN Specter® dual field-of-view (1X and 4X) sight will replace the ADF's standard 1.5X magnified sight on the new Enhanced F88 rifle in the Land 125 Phase 3C program. The dual magnification provides both long-range targeting and short-range rapid aiming in a single package.

"Our Specter DR 1-4x sight will significantly enhance the soldiers' ability to observe and effectively engage targets," said Cameron Perry, vice president Sales, Marketing and Business Development at Raytheon ELCAN. "We look forward to delivering this critical capability to Australia's land forces."

As part of the contract, Raytheon ELCAN will begin deliveries later this year.

About Raytheon ELCAN Optical Technologies

Raytheon ELCAN Optical Technologies, a thought and technology leader in the global optics industry, specializes in technologically sophisticated and superior-quality optical solutions that meet strict military and commercial specifications. Raytheon ELCAN offers superior design and engineering capabilities, proprietary production technologies and fully integrated manufacturing to provide custom, turn-key solutions.

Raytheon ELCAN also offers ELCAN Specter® rifle sights – a complete line of battle-tested, premium-quality military tactical weapon sights. Well over 600,000 ELCAN Specter® Sights have been fielded with allied forces around the world. For more information about Raytheon ELCAN Optical Technologies, visit www.raytheon.com/ELCAN.

About Raytheon

Raytheon Company (NYSE: RTN), with 2015 sales of \$23 billion and 61,000 employees, is a technology and innovation leader specializing in defense, civil government and cybersecurity solutions. With a history of innovation spanning 94 years, Raytheon provides state-of-the-art electronics, mission systems integration, C5I™ products and services, sensing, effects, and mission support for customers in more than 80 countries. Raytheon is headquartered in Waltham, Mass. us at www.raytheon.com and follow on Twitter @Raytheon.

Source: Epicos, Raytheon

Brocade and Harris Corporation Form Strategic Partnership to Deliver Cybersecurity Solutions

At Federal Forum 2016, Brocade and Harris Corporation announced that they have formed a strategic partnership designed to deliver cybersecurity solutions for advanced protection of an organization's critical assets.

Brocade and Harris intend to jointly develop new solutions integrating Harris cybersecurity technology and Brocade's software-defined networking (SDN) capabilities. The companies are previewing a proof-of-concept solution today at Federal Forum demonstrating how highly scalable cyber maneuvers allow organizations to thwart cyberattacks on critical assets. This solution will be focused on meeting the needs of key market verticals including government, financial services, healthcare, energy, oil and gas, retail and service providers. Brocade and Harris expect to create additional solutions to address other cybersecurity challenges as the partnership progresses.

As cybersecurity continues to take on a more significant role in the framework of national security, IDC Government Insights reports[1] that federal IT spending for national security and police or emergency services will increase at a CAGR of 9.3 percent, from \$3.7 billion in 2015 to 5.7 billion in 2020.

"Strengthening the cybersecurity of federal and financial networks is one of the most important challenges facing our nation," said Ken Cheng, chief technology officer, Brocade. "Together with Harris, we will develop new solutions that leverage New IP architectures, providing a secure and automated network to improve federal agencies' and financial institutions' resilience to cyberattacks."

Among U.S. companies, 91 percent have been hit by a cyber threat[2] and across the globe, the number of costly data breach incidents continues to increase. Cybercrime incidents are also more sophisticated, with hackers spending an average of 205 days in compromised systems before being discovered.

"The increasing number and impact of cybersecurity incidents demonstrate that continuously confronting cyber threats must remain a strategic priority for organizations of all sizes in every industry," said Carl D'Alessandro, president, Harris Critical Networks. "Our strategic partnership with Brocade will allow us to extend our expertise in protecting government assets to other markets."

About Harris Corporation

Harris Corporation is a leading technology innovator, solving our customers' toughest mission-critical challenges by providing solutions that connect, inform and protect. Harris supports customers in more than 125 countries, has approximately \$8 billion in annual revenue and 22,000 employees worldwide. The company is organized into four business segments: Communication Systems, Space and Intelligence Systems, Electronic Systems, and Critical Networks. Learn more at harris.com.

About Brocade

Brocade (NASDAQ: BRCD) networking solutions help the world's leading organizations turn their networks into platforms for business innovation. With solutions spanning public and private data centers to the network edge, Brocade is leading the industry in its transition to the New IP network infrastructures required for today's era of digital business. (www.brocade.com)

Source: Epicos, Harris Corporation

Embraer Executive Jets delivers first Phenom 100E to Etihad Flight College

Embraer Executive Jets has delivered the first Phenom 100E to Etihad Flight College, a wholly-owned subsidiary of Etihad Airways, the national airline of the United Arab Emirates. The aircraft arrived yesterday in the city of Al Ain, base of the flight school established to train ab-initio pilots for the airline's rapidly expanding fleet.

"Designed for high utilization with a pilot-friendly cockpit and docile flying qualities, the Phenom 100E has been considered an obvious choice by airlines for preparing its cadets for multi-engine jet operations", said Marco Tulio Pellegrini, President and CEO, Embraer Executive Jets. "I'm glad to start deliveries of the Phenom 100E to Etihad Flight College, which will be the first flight school to use the aircraft in the initial phase of flying training." Embraer and Etihad Flight College announced a contract for four Embraer Phenom 100E in June 2015. A second Phenom 100E is scheduled to arrive at the flight college's base later this month. Two additional jets will be delivered in early 2017.

"The Phenom 100E is an exciting new asset for Etihad Flight College. The airline-grade technology, performance and reliability make the Phenom an ideal initial training aircraft to prepare our students for line operations," said Philip Chandler, Etihad Flight College's General Manager. "Our flight college is a world-class training facility, producing a constant stream of well trained, highly-skilled pilots – the majority of whom are Emirati – for the growing operations of Etihad Airways."

Embraer currently has over 20 Phenom 100E orders for flight training proposes, including options. Recently, the aircraft was also selected to provide multi-engine pilot training to armed forces aircrew — Royal Air Force, Royal Navy and British Army — in the United Kingdom. The contract with Affinity Flight Training Services (AFTS) will provide five aircraft to the U.K Ministry of Defence's Military Flying Training System, (UKMFTS) program.

The Phenom 100E, Embraer's first clean-sheet design light jet, which revolutionized the entry-level market, is also used by flight schools in the US, Finland and Australia for pilot training and instruction. A fleet of over 330 Phenom 100s is in operation worldwide.

About the Phenom 100E

The Phenom 100E has a four-occupant range of 1,178 nautical miles (2,182 km), with NBAA IFR reserves. With a high-speed cruise of 390 knots, the Phenom 100E is one of the fastest jets in its class, with operating costs comparable to that of leading turboprop aircraft. The Phenom 100E also features multi-function spoilers, and the aircraft is capable of flying at 41,000 feet (12,500 m), powered by two Pratt & Whitney Canada PW617F-E engines with 1,695 pounds of thrust each.

About Embraer Executive Jets

Embraer is one of the world's leading executive jet manufacturers, having entered the business aviation market in 2000 with the Legacy jet, which led to the launch of Embraer Executive Jets in 2005. Its portfolio, the broadest in the market, consists of the entry-level Phenom 100E and the light Phenom 300 jet, the midsize Legacy 500 and the mid-light Legacy 450, the super-midsize Legacy 600 and the large Legacy 650, and the ultra-large Lineage 1000E. With over 10 years in the market, Embraer Executive Jets' global fleet exceeds 1,000 aircraft, which are in operation in more than 60 countries and are supported by the Company's global Customer Support and Services network of 75 owned and authorized service centers, complemented by a 24/7 Contact Center, at its headquarters, in Brazil.

Follow on Twitter: @Embraer

For Further Information [Click Here](#)

Source: Epicos, Embraer

France and Italy Join Together to Develop Aster 30 Block 1 NT

Today in Paris, the Italian Minister of Defence, Roberta Pinotti, and the French Minister of Defence, Jean-Yves Le Drian, signed a 'Cooperation Arrangement' agreement which aims to pursue the joint development of the Aster 30 Block 1 NT missile. With this agreement, Italy is joining with France who launched the development programme in December 2015.

The Aster 30 Block 1 NT programme comprises, in addition to the upgrade of the Aster missile, the modernization of the SAMP/T systems currently in service with the French Air Force and the Italian Army. These systems as a result will see themselves featuring enhanced capabilities notably against ballistic missiles and thereby making essential contributions to the NATO programme in this domain.

Commenting on this event, Antoine Bouvier, CEO of MBDA, declared : "Today marks a very important date for European defence cooperation and for MBDA in particular. The Aster

missile programme is Europe's most ambitious tactical missile programme. The two countries, which have carried out this programme for many years, have just laid out a robust route map that will see the Aster programme well into the next decade, which will help to sustain industrial know how for many years to come and which is key to ensuring French and Italian sovereignty. Aster is in fact much more than a missile. It is a whole family of air defence and anti-missile systems which has been adopted by 11 armed forces around the world. Aster represents the leading edge of worldwide military capability and as such serves to consolidate the European missile industry".

Source: Epicos, MBDA

The Government of Iraq-AC-208 Sustainment, Logistics, and Spares Support

The State Department has made a determination approving a possible Foreign Military Sale to the Government of Iraq for AC-208 sustainment, logistics, and spares support. The estimated cost is \$181 million. The Defense Security Cooperation Agency delivered the required certification notifying Congress of this possible sale today.

The Government of Iraq has requested a possible sale of a five-year sustainment package for its AC/RC-208 fleet that includes: operational, intermediate, and depot-level maintenance; spare parts; component repair; publication updates; maintenance training; and logistics. Also included in this sale are Contract Logistics Services (CLS), training services, and Contract Engineering Services. There is no MDE associated with this possible sale. The total overall estimated value is \$181 million.

The purchase of this sustainment package will allow the Iraqi Air Force (IqAF) to continue to operate its fleet of eight C-208 light attack and Intelligence, Surveillance, and Reconnaissance (ISR) aircraft beyond the June 2016 end of its existing CLS contract. Limited IqAF maintenance capability necessitates continued CLS. Ultimately, the goal is for the IqAF to become self-sufficient in the areas of aircraft maintenance and logistics training. Iraq will have no difficulty absorbing this support.

The proposed sale will contribute to the foreign policy and national security goals of the United States by helping to improve a critical capability of the Iraq Security Forces in defeating the Islamic State of Iraq and the Levant.

The proposed sale of this equipment and support will not alter the basic military balance in the region.

The principal contractors will be Orbital ATK in Falls Church, Virginia, and Flight Safety International in Flushing, New York. There are no known offset agreements proposed in connection with this potential sale.

Implementation of this proposed sale will not require the assignment of any additional U.S. Government or contractor representatives to Iraq.

There will be no adverse impact on U.S. defense readiness as a result of this proposed sale.

All defense articles and services listed in this transmittal have been authorized for release and export to the Government of Iraq.

This notice of a potential sale is required by law and does not mean the sale has been concluded.

All questions regarding this proposed Foreign Military Sale should be directed to the State Department's Bureau of Political Military Affairs, Office of Congressional and Public Affairs, pm-cpa@state.gov.

For Further Information [Click Here](#)

Source: Defense Security Cooperation Agency