

## **Danelec Marine VDRs for Indian Government vessels**

### **New deal Sees Danelec partner installing 18 units in 2018 / 2019**

It was announced from Birkerød, Denmark, on 25 October that maritime technology company Danelec Marine had engaged in a new partnership with the government of India. The deal, struck by a Danelec local distributor, is the first Indian government contract for the company.

This deal entails fitting out newly-built ships with Voyage Data Recorders or VDRs (see illustration), including 12 Indian Coast Guard patrol boats, and retrofitting in six Indian Navy frigates. With production beginning in 2018 to be completed by 2019, the contract paves the way for future partnerships and a continued presence in the region.

In the words of Danelec Marine CEO, Hans Ottosen: *‘We are looking forward to this opportunity and working together with the Indian military. Government agencies have very high requirements for the reliability of the equipment, so it is also a great recognition for our company and products.’*

Using an existing positive relationship with an Indian governmental body Danelec’s local partner, Marine Electricals, won the deal.

Marine Electricals will oversee and provide the initial installations of hardware provided by Danelec, as well as continued service for a minimum of ten years.

Vinay K. Uchil, Marine Electricals’ Director, commented: *‘As an integrated technical services provider in the fields of electrical automation, as well as navigation and communication technology solutions, we are excited about the assurance given to us to service these new vessels. We are confident in the VDR products from Danelec, and look forward to working with them in the years to come.’*