



DEFCA

AEROSPACE & DEFENCE CONSULTING / CANADA

Capability Statement

WHO WE ARE

DEFCA is a Canadian aerospace and defence consultancy. We help companies solve three problems: finding Canadian suppliers who pass audit, finding a route into the Canadian market, and finding the people to run it. One country, one sector, nothing else.

WHAT WE DO

MARKET ENTRY

FOR COMPANIES ABROAD

Which Canadian distributors carry your product category, named contacts at the primes that buy it, controlled goods requirements, and a realistic timeline.

SUPPLY CHAIN

FOR PRIMES AND OEMS

Qualified Canadian supplier shortlists for Canadian content and offset obligations. Capability, certifications, real capacity, named contacts.

TALENT

FOR EMPLOYERS

Search and talent mapping for engineering, commercial and programme roles. Clearance and controlled goods planned for from the start.

HOW WE WORK

Every engagement starts with a Needs Assessment.

Half a day with your team. We work out what is actually blocking you before anyone quotes anything. Most of the value is in getting the question right.

1. **ASSESS** We sit with your people and find what is really blocking you. A supplier, a route to market, or a person. Often it is not the one you came in with.
2. **SCOPE** Written scope and a fixed fee before any work starts. If we are not the right people, we say so and point you somewhere better.
3. **DELIVER** Named firms, named contacts, named candidates. Not a list of logos, and not a market overview you could have found yourself.

BACKGROUND

Founded by Subhav Arora. Ten years in technical sales across industrial and aerospace supply chains, most recently running Amphenol Canada's aerospace and defence distributor channel: twelve distributors, a portfolio grown from \$35M to \$41M. Security assessed under the Controlled Goods Program in 2025.

CONFLICT POLICY

We do not work both sides of a placement or a sourcing decision. If we are mapping your supply base, we are not selling into it.

Subhav Arora, Founder

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AEROSPACE / DEFENCE / SPACE / UAV