DEFENSE PROCUREMENT COURSE (5-DAY TRAINING PROGRAM)



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Introduction

Defense Procurement Course builds the ability to manage purchasing in the defense sector against its own demanding requirements. Participants study government and defense procurement frameworks, then move into defining operational requirements, writing technical specifications and managing delivery timescales. Furthermore, the course covers defense contracts, co-production, offset arrangements, export controls and classified information handling. In addition, learners evaluate suppliers on commercial, technical and security grounds and manage quality and inspection. As a result, they leave able to run defense procurement that is compliant, documented and reliable.

Defense Procurement Course Objectives

- Explain government and defense procurement frameworks and regulations.
- Translate operational requirements into measurable technical specifications.
- Prepare requests for proposals, technical annexes and tender documents.
- Evaluate defense suppliers on financial, technical and security criteria.
- Manage defense contracts, pricing and life-cycle cost control.
- Apply export and import controls and technology transfer rules.
- Protect classified information and comply with confidentiality protocols.
- Manage quality assurance, inspection and technical acceptance.
- Manage lead times, supply continuity and obsolescence risk.
- Administer variations, claims and closeout of defense contracts.

Course Methodology

- Instructor-led sessions built on defense procurement regulations and live cases.
- Workshops that prepare technical specifications and requests for proposals.
- Supplier evaluation exercises using weighted and security criteria.

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- Case studies in defense contracts, delays and variations.
- Negotiation simulation on pricing, offsets and supply continuity.
- Templates, checklists and tracking registers retained after the course.

Who Should Take This Course

- Defense procurement and contracting officers.
- Systems and logistics support engineers.
- Project officers and program managers.
- Quality assurance and technical inspection staff.
- Compliance, export control and information security officers.
- Supplier and co-production managers.

Defense Procurement Course Outlines

Day 1: Defense Procurement Frameworks and Requirements

- Characteristics and foundations of government and defense procurement.
- National laws, regulations and regulatory authority requirements.
- The defense procurement cycle from need to receipt.
- Defining operational requirements and setting priorities.
- Market analysis and the local and international supplier base.
- Make-or-buy decisions and offset arrangements.
- Defense procurement policies and authority limits.

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Day 2: Specifications, Tenders and Bid Evaluation

- Translating requirements into technical specifications and tender documents.
- Measurement standards, performance criteria and reference tests.
- Preparing requests for proposals and technical clarifications.
- Tendering methods: open, restricted and negotiated.
- Weighted evaluation criteria across technical, commercial and cost factors.
- Technical feasibility and technology risk assessment.
- Award recommendations and their documentation.

Day 3: Defense Contracts, Security and Supply

- Structure of defense contracts and their special provisions.
- Pricing, life-cycle cost control and logistics support.
- Contractual obligations, supply assurance and spares.
- Export and import controls and security approvals.
- Technology transfer, licensing and local co-production.
- Protecting classified information and managing access.
- Supply chain management and supplier pre-qualification.

Day 4: Quality, Inspection and Performance Management

- Quality assurance and technical acceptance standards.
- Inspection, testing and conditional acceptance.
- Performance management and tracking deliveries and production batches.
- Managing variations, claims and delays.

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- Operational and security risk management.
- Handling underperformance and corrective action.
- Documentation, traceability records and audit.

Day 5: Closeout, Compliance and Applied Practice

- Closeout, discharge and final claim settlement.
- Records retention, retention periods and inspection requirements.
- Reporting defense contract performance to management.
- Compliance, internal audit and regulatory review.
- Managing renewals, extensions and exit planning.
- Applied workshop: running a defense procurement from need to receipt.
- Peer review and feedback on outputs.

Conclusion

By successfully completing Defense Procurement Course, participants will gain a practical knowledge of defense procurement frameworks, specification writing, supplier evaluation, contract management, export controls, quality and inspection, and closeout. They will also have acquired the ability to run sensitive procurements with full compliance and precise documentation. Gentex Training Center delivers the programme through workshops on real cases and evaluation exercises, so learners work on realistic defense procurement throughout.

FAQs for the Defense Procurement Course

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Q1 What is the "Defense Procurement Course" about?

It covers purchasing and contracting in the defense sector against its regulatory and security requirements. Topics include requirement definition, technical specifications, tendering, supplier evaluation, defense contracts, export controls, quality assurance and closeout.

Q2 What are the key benefits of the "Defense Procurement Course" course?

You learn to run sensitive procurements with full compliance and documentation that withstands audit. The course improves specification accuracy, supplier evaluation quality and control of timescales and costs, and reduces delays and regulatory breaches.

Q3 What skills will I gain from the "Defense Procurement Course" course?

Defense procurement and contracting management, technical specification and tender preparation, financial and security-based supplier evaluation, and export control, quality and closeout management.

Q4 What tools, methods, or standards are covered in the "Defense Procurement Course" course?

Tender documents and technical specifications with reference test standards, weighted evaluation criteria, life-cycle costing models, export and import controls and technology transfer rules, classified information handling protocols, inspection checklists and technical acceptance standards, and traceability and audit records.

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Q5 How is the "Defense Procurement Course" course applied in real-world practice?

Professionals use it to prepare tender documents, run competitions, evaluate suppliers, negotiate contracts, track production and inspection and manage variations and closeout. Participants run a full defense procurement in the closing workshop.