PROGRAM OF DEFENCE PROCUREMENT MANAGEMENT



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Introduction

Program of Defence Procurement Management examines how ministries, armed forces, and defence agencies acquire complex equipment and services under strict legal and security constraints. This Training Course covers acquisition strategy, requirement definition, tender competitions, offset obligations, and contract administration. Participants study defence procurement regulations, single-source justifications, security-of-supply rules, and export control frameworks. Furthermore, the programme connects policy to practice through case studies and tender simulations. As a result, delegates leave able to run defence procurement processes that are lawful, transparent, and defensible under audit.

Program of Defence Procurement Management Course Objectives

- Define defence procurement and distinguish it from commercial purchasing.
- Apply defence procurement regulations and approval thresholds.
- Translate operational requirements into technical specifications.
- Select procurement routes including open tender, restricted tender, and single source.
- Justify single-source and urgent operational requirement awards defensibly.
- Run competitive tendering with weighted technical and commercial evaluation.
- Manage offset, industrial participation, and local content obligations.
- Apply export control, ITAR, and end-user certificate requirements.
- Administer defence contracts with milestones, acceptance, and warranties.
- Manage security of supply, spares, obsolescence, and lifecycle support.

Course Methodology

- Interactive workshops using real defence acquisition cases.

- Structured tender simulation from requirement to award recommendation.
- Guided exercises on single-source justification and approval papers.
- Offset and industrial participation negotiation workshops.
- Practical review of acceptance, warranty, and spares documentation.
- Action planning that converts each session into a workplace commitment.

Who Should Take This Course

- Defence procurement officers and acquisition managers.
- Ministry of defence and armed forces contracting staff.
- Programme and project managers on defence projects.
- Legal advisors and compliance officers in defence.
- Offset and industrial participation managers.
- Finance, audit, and cost assurance professionals.
- Defence industry bid and contracts personnel.

Program of Defence Procurement Management Course Outlines

Day 1: Defence Procurement Governance and Lifecycle

- National security context and procurement principles.
- Regulatory frameworks, delegations, and approval thresholds.
- Roles of ministry, armed forces, and central procurement agencies.
- Acquisition lifecycle: concept, assessment, demonstration, manufacture, support.
- Ethical standards, conflict of interest, and anti-corruption safeguards.
- Transparency, confidentiality, and security classification.

- Governance boards and approval gates for major acquisitions.

Day 2: Requirements Definition and Acquisition Strategy

- Translating operational requirements into technical specifications.
- Capability-based requirements and key performance parameters.
- Market analysis and industry engagement rules.
- Make, buy, or lease decisions and through-life cost analysis.
- Acquisition strategy development and route selection.
- Risk assessment and mitigation planning.
- Business case preparation and cost-benefit analysis.

Day 3: Tendering, Evaluation, and Award

- Open, restricted, and negotiated tender procedures.
- Pre-qualification and security clearance of bidders.
- Invitation to tender packages and evaluation criteria.
- Weighted technical and commercial scoring.
- Single-source justification and sole-source approval papers.
- Clarification, negotiation, and best and final offer stages.
- Contract award, standstill periods, and debriefing.

Day 4: Offsets, Export Controls, and Industrial Participation

- Offset and industrial participation policy objectives.

- Offset credit structures, multipliers, and banking systems.
- Local content, technology transfer, and joint venture models.
- Export controls: ITAR, EAR, and dual-use regulations.
- End-user certificates and non-transfer assurances.
- Sanctions screening and denied party lists.
- Security of supply and sovereign capability considerations.

Day 5: Contract Administration, Acceptance, and Support

- Contract management plans and obligation registers.
- Milestones, payment certification, and progress verification.
- Acceptance testing, factory acceptance, and site acceptance.
- Warranty, defect liability, and spares provisioning.
- Obsolescence management and configuration control.
- Performance-based logistics and availability contracts.
- Contract closeout and lessons-learned reviews.

Conclusion

By successfully completing Program of Defence Procurement Management, participants will have acquired a practical command of acquisition strategy, tender evaluation, offset management, and defence contract administration. They will know how to justify procurement decisions, apply export control rules, and manage acceptance and through-life support. In addition, the course prepares delegates to withstand audit and transparency scrutiny in sensitive acquisitions. As a result, they return to work ready to run defence procurement with discipline and integrity. Gentex Training Center delivers this Training Course with a practical, standards-based approach.

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FAQs for the Program of Defence Procurement Management course

Q1 What is the "Program of Defence Procurement Management" course about?

It is a five-day programme that explains how defence organizations acquire equipment and services under strict legal and security rules. It covers acquisition strategy, requirement definition, tender procedures, offset management, export controls, and defence contract administration.

Q2 What are the key benefits of the "Program of Defence Procurement Management" course?

Participants gain the ability to run defensible competitions, document single-source decisions properly, and manage offset and industrial participation obligations effectively. They also learn to apply export control and security-of-supply rules, reducing legal risk and audit findings in sensitive acquisitions.

Q3 What skills will I gain from the "Program of Defence Procurement Management" course?

Defence acquisition strategy and requirement definition, tender evaluation with weighted scoring, offset and industrial participation management, and defence contract administration with export control compliance.

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Q4 What tools, methods, or standards are covered in the "Program of Defence Procurement Management" course?

The course covers national defence procurement regulations and approval thresholds, acquisition lifecycle models, capability-based requirements and key performance parameters, weighted technical and commercial evaluation matrices, offset credit and multiplier structures, ITAR and EAR export control rules, end-user certificates, sanctions screening lists, factory and site acceptance testing, and performance-based logistics contracts.

Q5 How is the "Program of Defence Procurement Management" course applied in real-world practice?

Delegates apply it through business cases, acquisition strategies, tender packages, evaluation reports, single-source justification papers, offset agreements, export licence applications, acceptance certificates, spares contracts, and closeout reviews. They also use it to brief approval boards and to prepare audit-ready procurement files.