THE COMPLETE PROGRAM OF DEFENSE PROCUREMENT MANAGEMENT



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Introduction

The Complete Program of Defense Procurement Management examines how defence ministries and armed forces acquire equipment, systems, and services under strict legal, security, and budgetary rules. This Training Course covers acquisition strategy, requirement definition, tender management, contracting structures, offset obligations, and sustainment planning. Participants study ITAR and EAR export controls, NATO and AQAP quality standards, cost-plus and fixed-price contracting, and integrated logistics support. Furthermore, the programme connects policy to practice through acquisition case review, source selection exercises, and negotiation simulation. As a result, delegates leave able to run defence procurement with compliance discipline, audit-ready documentation, and long-term sustainment in view.

The Complete Program of Defense Procurement Management Course Objectives

- Define defence procurement and its distinct legal and security environment.
- Apply public procurement law and defence procurement regulations correctly.
- Build capability plans, operational requirements, and technical specifications.
- Select contracting routes: open tender, restricted tender, and single source.
- Assess defence supplier capability, security clearance, and facility requirements.
- Apply ITAR, EAR, and end-user certificate export control regimes.
- Interpret offset, local content, and industrial participation obligations.
- Compare cost-plus, fixed-price, and incentive contract structures.
- Manage security of supply, spares, and integrated logistics support.
- Control contract risk, cost escalation, and delivery performance.

Course Methodology

- Interactive workshops using real defence acquisition case files.
- Structured requirement definition and specification drafting exercises.
- Source selection and weighted evaluation practice sessions.
- Offset and industrial participation planning workshops.
- Export control and security compliance scenario exercises.
- Action planning that converts each session into a workplace commitment.

Who Should Take This Course

- Defence procurement and acquisition officers.
- Contracting officers and commercial managers.
- Programme and project managers in defence.
- Logistics and sustainment specialists.
- Legal advisors on defence contracts.
- Export control and compliance officers.
- Ministry and armed forces procurement staff.

The Complete Program of Defense Procurement Management Course Outlines

Day 1: Defence Acquisition Strategy and Governance

- Defining defence procurement and its strategic context.
- Public procurement law and defence-specific regulations.
- Sovereignty, security of supply, and national capability.
- Capability planning and requirement generation.
- Budget cycles, funding approval, and gate reviews.

- Ethics, integrity, and conflicts of interest in defence.
- Building the acquisition strategy and business case.

Day 2: Requirements, Specifications, and Tendering

- Operational requirement statements and capability gaps.
- Technical specifications and performance parameters.
- Statement of work and statement of requirements drafting.
- Tender routes: open, restricted, negotiated, and single source.
- Prequalification, security clearance, and facility screening.
- Weighted evaluation criteria and source selection plans.
- Handling clarifications, protests, and audit review.

Day 3: Contracting Structures, Costing, and Pricing

- Cost-plus, fixed-price, and incentive fee contracts.
- Cost-plus-award-fee and cost-plus-incentive-fee models.
- Open book accounting and cost audit rights.
- Price and cost analysis methods for defence acquisitions.
- Production, spares, and sustainment pricing.
- Foreign military sales and government-to-government routes.
- Currency, escalation, and price adjustment clauses.

Day 4: Offsets, Export Controls, and Compliance

- Offset obligations and industrial participation frameworks.
- Local content, technology transfer, and licensing arrangements.
- ITAR, EAR, and dual-use export control regimes.

- End-user certificates and non-retransfer undertakings.
- Sanctions, embargo screening, and restricted party lists.
- Anti-bribery, anti-corruption, and integrity due diligence.
- AQAP, NATO, and defence quality assurance standards.

Day 5: Contract Administration, Sustainment, and Risk

- Contract administration and obligation tracking.
- Security of supply and spares provisioning.
- Integrated logistics support and maintenance contracts.
- Performance-based logistics and availability contracts.
- Liquidated damages and delivery incentives.
- Risk registers and mitigation planning.
- Warranty, obsolescence, and through-life cost management.

Conclusion

By successfully completing The Complete Program of Defense Procurement Management, participants will have acquired a practical command of defence acquisition strategy, requirement definition, contracting structures, offset obligations, export controls, and contract administration. They will know how to select contracting routes that withstand audit, manage compliance risk under ITAR and EAR, and plan sustainment across a platform's service life. In addition, the course prepares delegates to control cost escalation and protect security of supply. As a result, they return to work ready to manage defence procurement with rigour and accountability. Gentex Training Center delivers this Training Course with a practical, standards-based approach.

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FAQs for The Complete Program of Defense Procurement Management course

Q1 What is the "The Complete Program of Defense Procurement Management" course about?

It is a five-day programme that explains how defence organizations acquire equipment, systems, and services under strict legal and security rules. It covers acquisition strategy, requirement definition, tender routes, contract structures, offsets, export controls, sustainment planning, and contract administration.

Q2 What are the key benefits of the "The Complete Program of Defense Procurement Management" course?

Participants gain the ability to build defensible requirements, choose the right contracting route, and structure agreements that withstand audit scrutiny. They also learn to manage export control and offset obligations properly, protect security of supply, and control cost escalation across long platform lifecycles.

Q3 What skills will I gain from the "The Complete Program of Defense Procurement Management" course?

Defence requirement definition and specification drafting, defence contracting route selection with weighted source evaluation, offset and industrial participation management with ITAR and EAR compliance, and contract administration with sustainment and risk control.

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

The course covers public procurement law and defence procurement regulations, capability planning and gate review frameworks, operational requirement statements and specification formats, open, restricted, negotiated and single-source tender routes, prequalification and security clearance screening, weighted evaluation criteria and source selection plans, cost-plus, fixed-price, incentive fee, cost-plus-award-fee and cost-plus-incentive-fee contract models, open book accounting and cost audit rights, price and cost analysis methods, foreign military sales procedures, offset and industrial participation frameworks, technology transfer and licensing arrangements, ITAR, EAR and dual-use export control regimes, end-user certificates and non-retransfer undertakings, sanctions and restricted party screening, AQAP and NATO defence quality assurance standards, obligation registers and contract administration tools, integrated logistics support and performance-based logistics contracts, liquidated damages and delivery incentive structures, risk registers and mitigation planning, and obsolescence and through-life cost management methods.

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

Delegates apply it through acquisition strategies, requirement documents, specifications, tender packages, source selection plans, evaluation reports, contract documents, offset agreements, export licence applications, end-user certificates, compliance screening records, obligation registers, sustainment plans, spares provisioning schedules, risk registers, and through-life cost models. They also use it to prepare acquisition files for audit and to brief approval authorities on risk and compliance.