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# Defense Procurement Course (1-Week Training Program)

14 – 18 March 2027
Istanbul (Turkey)



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**Ref:** 3255683_348521 **Date:** 14 – 18 March 2027 **Location:** Istanbul (Turkey) **Fees:** 4200 GBP

## Introduction

The Defense Procurement Course is designed to give participants a practical and well-structured understanding of how defence-related goods, services, and systems are acquired within governmental and military frameworks. In today's complex procurement environment, defense organizations must balance operational requirements, regulatory compliance, transparency, cost control, and strategic decision-making. This course explores the full procurement lifecycle, from planning and tendering through evaluation, contract award, and contract management.

Throughout the program, participants will examine the core principles of defence procurement systems and processes, with particular attention to procurement regulations, compliance requirements, risk management, and best practices in defence acquisitions. The course also highlights the importance of working effectively with key stakeholders, including government entities, military departments, and suppliers, to ensure successful acquisition outcomes.

By combining theory with practical discussion, this training helps participants strengthen their ability to make sound procurement decisions, manage defence contracts effectively, and promote transparency and efficiency across defence acquisition projects.

## Course Objectives

By the end of this course, participants will be able to:

- Understand the structure and operation of defence procurement systems and processes
- Recognize the roles of key stakeholders in defence acquisition projects
- Apply relevant procurement regulations and compliance requirements in defence purchasing activities
- Conduct effective procurement planning based on operational needs and technical requirements
- Develop clear specifications and support the tendering process in the defence sector
- Evaluate bids and tenders in defence contracts using technical and financial criteria
- Support fair and well-documented contract award decisions
- Manage procurement contracts effectively through monitoring, negotiation, and performance control
- Apply risk management in defence procurement to reduce legal, operational, and commercial exposure
- Promote transparency, ethics, and efficiency in procurement decisions



# Course Outlines

## Day 1: Introduction of Defence Procurement

- Overview of defence procurement systems and their strategic importance
- Key differences between public procurement and defence procurement
- Core terminology, concepts, and procurement principles
- Main stakeholders in defence acquisition, including government, military, and suppliers
- Understanding the procurement lifecycle overview from requirement to delivery

## Day 2: Procurement Planning and Tendering Process

- Procurement planning in the defence sector
- Conducting needs assessment and developing technical specifications
- Selecting appropriate tendering methods: open, restricted, and negotiated procedures
- Managing the Request for Proposal RFP process
- Supplier prequalification and readiness assessment

## Day 3: Evaluation and Contract Award

- Applying technical and financial evaluation criteria
- Managing the bid evaluation process with fairness and consistency
- Steps involved in awarding contracts in defence procurement
- Maintaining ethics and transparency in evaluation
- Reviewing common challenges and risks during evaluation and award stages

## Day 4: Contract Management in Defence Procurement

- Understanding major types of defence contracts
- Using effective contract negotiation strategies
- Monitoring supplier delivery through performance indicators and KPIs
- Handling change management in contracts
- Strengthening supplier relationship management in long-term defence projects

## Day 5: Risk, Compliance, and Best Practices

- Applying risk management in defence procurement
- Understanding legal and regulatory frameworks governing defence acquisitions
- Promoting anti-corruption and compliance standards
- Reviewing practical case studies from the defence sector
- Identifying best practices and lessons learned for continuous improvement



## Why Attend this Course: Wins & Losses!

- Gain a solid and practical understanding of defence procurement systems and processes
- Improve your ability to manage procurement planning, tendering, evaluation, and contract management
- Strengthen your knowledge of procurement regulations, legal frameworks, and compliance requirements
- Learn how to evaluate bids and support transparent contract award decisions
- Develop stronger capability in risk management, supplier coordination, and performance monitoring
- Enhance your contribution to efficient, ethical, and transparent procurement decisions within defence organizations

## Conclusion

The Defense Procurement Course provides participants with a complete and practical view of how defence-related goods, services, and systems are procured within governmental and military frameworks. It covers the essential stages of the acquisition process, including procurement planning, tendering, evaluation, contract award, contract management, and compliance oversight.

By the end of the program, participants will have a clearer understanding of how to apply best practices in defence acquisitions, work effectively with key stakeholders, and manage procurement activities with greater confidence and control. The course also reinforces the importance of risk management, ethical conduct, and regulatory compliance in achieving successful procurement outcomes.

**Overall, this training equips professionals with the knowledge and practical perspective needed to support stronger, more transparent, and more efficient defence procurement decisions.**

