

## Program of Defence Procurement Management

*Düsseldorf (Germany)*

*14 - 25 April 2025*

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## Program of Defence Procurement Management

Code: SC28 From: 14 - 25 April 2025 City: Düsseldorf (Germany) Fees: 7900 Pound

### Introduction

The "Program of Defence Procurement Management" course is an intensive program designed to provide participants with a comprehensive understanding of the principles and practices involved in managing defence procurement programs. This course aims to equip participants with the knowledge and skills required to successfully navigate the complexities of defence procurement, ensuring efficient and effective acquisition of goods and services for defence purposes.

### Objectives

- Develop a deep understanding of defence procurement management concepts, processes, and methodologies.
- Familiarize participants with the legal and regulatory frameworks governing defence procurement at the national and international levels.
- Gain expertise in analyzing and assessing procurement requirements, including technical specifications, operational needs, and budgetary considerations.
- Acquire advanced skills in supplier selection, contract negotiation, and performance management to ensure optimal value for money.
- Learn strategies for risk management, including identifying, assessing, and mitigating risks associated with defence procurement programs.
- Understand the ethical considerations, transparency requirements, and accountability mechanisms in defence procurement.
- Enhance project management skills specific to defence procurement, including planning, resource allocation, and stakeholder engagement.
- Stay updated with emerging trends, best practices, and innovations in defence procurement management.

### Course Outline

#### Week 1

#### Day 1

#### Introduction to Defence Procurement Management

- Overview of defence procurement and its significance
- Key stakeholders and their roles in the procurement process
- Legal and regulatory frameworks in defence procurement
- Ethical considerations and transparency requirements

A graphic of a chessboard with several chess pieces (a king, a pawn, and a knight) on it, set against a background of concentric circles. The text 'UK Training PARTNER' is overlaid on the right side of the board.

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## Day 2

### Procurement Planning and Strategy

- Defining procurement requirements based on operational needs
- Market research, supplier identification, and qualification
- Developing effective procurement strategies and plans
- Budgeting, cost estimation, and financial management in defence procurement

## Day 3

### Defence Procurement Processes

- Request for Proposal RFP development and evaluation criteria
- Source selection methods and procedures
- Contract types and negotiation strategies
- Intellectual property and data rights considerations

## Day 4

### Contract Management and Performance Evaluation

- Contract administration and monitoring
- Supplier performance management and evaluation
- Change management and contract modifications
- Dispute resolution and contract closeout

## Day 5

### Risk Management in Defence Procurement

- Identifying and assessing risks in defence procurement programs
- Risk mitigation strategies and contingency planning
- Supply chain risk management
- Continuous improvement and lessons learned

## Week 2

## Day 6

### Defence Acquisition Project Management

- Project planning, scheduling, and resource management
- Stakeholder communication and engagement
- Quality control and assurance in defence procurement
- Integration of project management and procurement processes

## Day 7

### International Defence Procurement

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- International collaboration and cooperation in defence procurement
- Challenges and opportunities in cross-border procurement
- Arms trade regulations and export control considerations
- International offset programs and industrial cooperation

## Day 8

### Defence Procurement Performance Measurement

- Key performance indicators KPIs for defence procurement
- Metrics for assessing cost, schedule, quality, and performance
- Performance-based logistics and sustainment
- Data analytics and reporting in defence procurement

## Day 9

### Emerging Trends and Technologies in Defence Procurement

- Digital transformation and its impact on defence procurement
- Artificial intelligence AI and machine learning in procurement decision-making
- Blockchain technology for supply chain integrity and transparency
- Sustainability and green procurement in the defence sector

## Day 10

### Case Studies and Best Practices

- Analysis of real-world defence procurement case studies
- Best practices and lessons learned from successful defence procurement programs
- Group discussions and presentations
- Course review and conclusion



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