BLACKBIRD FOR TRAINING

Program of Defence Procurement Management

1 – 12 February 2027
Munich (Germany)



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Introduction

The "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 necessary to navigate the complexities of defence procurement, ensuring the effective and efficient acquisition of goods and services for defence purposes. Through advanced defence procurement strategies, participants will learn how to enhance their procurement processes, align with defence procurement policies, and promote transparency and accountability in procurement activities.

Course Objectives

- Develop a deep understanding of defence procurement management, including the key concepts, processes, and methodologies.
- Introduce participants to the legal and regulatory frameworks that govern defence procurement policies at both national and international levels.
- Gain expertise in analyzing and assessing procurement requirements, including technical specifications, operational needs, and financial considerations in public procurement management.
- Acquire advanced skills in supplier selection, contract negotiation, and performance management to ensure optimal value for money in procurement management.
- Learn strategies for risk management in defence procurement, including identifying, assessing, and mitigating procurement-related risks.
- Understand ethical considerations, transparency requirements, and accountability mechanisms in defence procurement management.
- Improve project management skills specific to defence procurement, including planning, resource allocation, and stakeholder engagement.
- Stay updated with the latest trends, best practices, and innovations in strategic procurement management.



Course Outlines

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 policy.
- Ethical considerations and transparency requirements in procurement.

Day 2: Procurement Planning and Strategy

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

Day 3: Defence Procurement Processes

- Development of Request for Proposal RFP 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.

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

- 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.
- Procurement 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.

Why Attend this Course: Wins & Losses!

- Comprehensive understanding of defence procurement processes: By mastering the procurement management cycle and understanding what is procurement management, you will be able to implement advanced procurement strategies that enhance efficiency and value in defence management.
- Maximize value and minimize risks: By honing your skills in supplier selection, contract negotiation, and supplier performance management, you will ensure the acquisition of goods and services at the best value, minimizing risks in your procurement process.
- Effective risk management: Learn to effectively manage risks associated with defence procurement programs, including supply chain risks and project procurement management challenges.
- Stay ahead with emerging technologies: Learn about the latest innovations in procurement technology, including artificial intelligence AI and machine learning, and how they are revolutionizing the procurement process and improving procurement decisions.
- Learn from real-world case studies: Analyze practical examples from successful defence procurement projects and understand procurement processes that work. You will leave with valuable insights into procurement best practices.



Conclusion

The "Defence Procurement Management" course provides participants with the essential skills and knowledge to excel in managing defence procurement programs. Understanding the procurement management cycle, the importance of procurement management, and the benefits of project procurement management will enable you to implement effective strategies within your organization. This course covers not only the technical aspects of the procurement process but also focuses on the strategic elements crucial to success in defence management.

By the end of the course, you will be well-equipped to face the challenges of modern defence procurement, making valuable contributions to your organization and enhancing your professional capabilities.

