BLACKBIRD FOR TRAINING

The Complete Program of Defence Procurement Management

8 February – 5 March 2027
Munich (Germany)



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Introduction

The Complete Program of Defence Procurement Management is a comprehensive training course designed to provide participants with a solid and practical understanding of the full defence procurement lifecycle. The course explores the principles, processes, and strategic approaches required for effective defence procurement management, from early planning and requirement definition to contract management, supplier oversight, and program evaluation.

Participants will develop a deeper understanding of how procurement requirements, technical specifications, operational needs, and financial considerations shape successful procurement outcomes. The program also examines the importance of legal and regulatory frameworks, ethical considerations, transparency requirements, and accountability mechanisms in managing complex procurement activities. In addition, it highlights the growing role of project management, risk management, performance measurement, data analytics, and technological advancements in modern defence environments.

This course is especially valuable for professionals seeking to strengthen their ability to manage procurement programs with greater confidence, improve decision-making, and apply best practices across planning, acquisition, implementation, and performance review.

Course Objectives

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

- Develop a comprehensive understanding of defence procurement management principles, processes, and methodologies.
- Understand the legal and regulatory frameworks governing defence procurement at both national and international levels.
- Analyze procurement requirements, including technical specifications, operational needs, and financial considerations.
- Apply effective approaches to supplier selection, contract negotiation, and performance management to achieve successful outcomes and value for money.
- Strengthen risk management capabilities by identifying, evaluating, and mitigating risks associated with defence procurement programs.
- Understand the role of ethical considerations, transparency requirements, and accountability mechanisms in procurement practice.
- Enhance project management skills related to planning, execution, stakeholder coordination, and program completion in defence procurement contexts.
- Stay informed about emerging trends, innovation, and technological advancements influencing defence procurement management.



Course Outlines

Module 1: Introduction to Defence Procurement Management

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

Module 2: Defence Procurement Planning and Strategy

- Defining procurement requirements based on operational needs and strategic objectives.
- Conducting market research, supplier identification, and qualification.
- Developing procurement strategies and implementation plans.
- Managing budgeting, cost estimation, and financial management in defence procurement.

Module 3: Defence Procurement Processes and Procedures

- Preparing requests for proposals and defining evaluation criteria.
- Applying source selection methods and procurement procedures.
- Understanding contract types, negotiation strategies, and contract formation.
- Addressing intellectual property and data rights considerations in procurement.

Module 4: Contract Management and Performance Evaluation

- Managing contract administration, monitoring, and control.
- Conducting supplier performance management and evaluation.
- Handling change management, contract modifications, and variations.
- Managing dispute resolution and contract closeout effectively.

Module 5: Risk Management in Defence Procurement

- Applying risk identification, assessment, and prioritization methods.
- Developing risk mitigation strategies and contingency planning.
- Strengthening supply chain risk management and resilience.
- Using lessons learned for continuous improvement in risk management.

Module 6: Defence Acquisition Project Management

- Integrating project management and procurement processes.
- Managing project planning, scheduling, and resources.
- Improving stakeholder communication, engagement, and relationship management.
- Applying quality control and assurance in defence procurement projects.



Module 7: International Defence Procurement and Collaboration

- Understanding international cooperation in defence procurement.
- Reviewing cross-border procurement challenges and opportunities.
- Addressing arms trade regulations, export control, and sanctions.
- Examining offset programs and industrial cooperation frameworks.

Module 8: Performance Measurement and Analytics

- Defining key performance indicators for defence procurement.
- Measuring cost, schedule, quality, and operational performance.
- Understanding performance-based logistics and sustainment.
- Using data analytics, reporting, and decision-making tools in procurement.

Module 9: Emerging Trends and Technologies in Defence Procurement

- Exploring digital transformation in procurement operations.
- Understanding the use of artificial intelligence and machine learning in procurement decision-making.
- Reviewing blockchain technology for supply chain integrity and transparency.
- Considering sustainability and green procurement in the defence sector.

Module 10: Ethics and Compliance in Defence Procurement

- Reviewing ethical principles in defence procurement.
- Managing conflicts of interest and anti-corruption measures.
- Ensuring compliance with regulations, standards, and international obligations.
- Promoting fairness, transparency, and accountability throughout procurement activities.

Module 11: Defence Procurement Negotiations and Contracting Strategies

- Applying advanced negotiation techniques and contracting strategies.
- Understanding performance-based contracting and incentives.
- Negotiating intellectual property and data rights effectively.

Module 12: Financial Management in Defence Procurement

- Managing cost estimation and budgeting.
- Applying life cycle costing and total cost of ownership principles.
- Using financial analysis and risk assessment tools.
- Strengthening auditing and financial controls in defence procurement.



Module 13: Supply Chain Management in Defence Procurement

- Planning and optimizing the supply chain in defence procurement.
- Managing supplier relationships and collaboration.
- Reviewing logistics and transportation considerations.
- Strengthening supply chain security and resilience.

Module 14: Contract Disputes, Claims, and Resolution

- Understanding contract dispute resolution mechanisms.
- Applying claims management and avoidance strategies.
- Using expert determination and alternative dispute resolution methods.
- Reviewing litigation and arbitration in procurement disputes.

Module 15: Innovation and Technology Adoption

- Managing innovation in defence procurement.
- Conducting technology scouting and assessment.
- Managing technology acquisition and integration.
- Addressing intellectual property considerations linked to innovation.

Module 16: Cybersecurity, Logistics, and Best Practices

- Understanding performance-based logistics concepts and support planning.
- Managing industrial cooperation, partnerships, and local content requirements.
- Addressing project risk management and project controls.
- Reviewing cybersecurity considerations, data protection, and sensitive information management in defence procurement.
- Learning from real-world case studies, best practices, and successful procurement programs.

Why Attend this Course: Wins & Losses!

Wins

- Gain a complete understanding of the defence procurement lifecycle from planning to closeout.
- Strengthen skills in supplier selection, contract negotiation, contract management, and performance evaluation.
- Improve your ability to manage risk, ensure compliance, and support transparency and accountability.
- Develop practical knowledge in project management, financial management, supply chain management, and performance measurement.
- Stay current with digital transformation, artificial intelligence, machine learning, blockchain technology, and other emerging developments in defence procurement.
- Learn how to address cybersecurity, data protection, intellectual property, and international procurement challenges with greater confidence.



Conclusion

The Complete Program of Defence Procurement Management offers a practical and well-rounded framework for understanding and managing the full complexity of defence procurement. It brings together essential areas such as planning, procurement strategy, contracting, risk management, financial control, performance analytics, ethics, compliance, supply chain resilience, and technology adoption into one integrated learning experience.

By the end of the course, participants will be better prepared to manage procurement programs with stronger technical insight, clearer strategic direction, and greater operational confidence. They will also be equipped to support more effective procurement decisions, stronger governance, and improved long-term outcomes across defence procurement activities.

