

The Complete Program of Defense Procurement Management

Supply Chain & Logistics
Cape Town (South Africa)
25 Aug - 19 Sep 2025

UK Traininig

PARTNER

A close-up photograph of chess pieces on a checkered board. In the foreground, a large, ornate gold king piece stands prominently. To its left, a smaller silver pawn is visible. Further back, another silver pawn is positioned. The background features concentric circles, suggesting a radar or sonar scan, which adds a strategic and technological feel to the image.

The Complete Program of Defense Procurement Management

Ref: 321808_147323 **Date:** 25 Aug - 19 Sep 2025 **Location:** Cape Town (South Africa) **Fees:** 0 Euro

Course Description

This comprehensive 20-day program provides an in-depth exploration of defense procurement management. Participants will gain expertise in strategic planning, policy implementation, and best practices in military acquisition and contracting. The course covers the entire procurement lifecycle, from requirements definition to contract closeout, equipping professionals with the knowledge and skills to excel in defense procurement roles.

Learning Objectives

- Develop a comprehensive understanding of defense procurement processes and strategies
- Master the application of procurement policies and regulations in defense acquisitions
- Enhance decision-making skills in supplier selection and contract management
- Improve risk management and mitigation strategies in defense procurement
- Strengthen negotiation and stakeholder management capabilities
- Gain proficiency in utilizing modern procurement tools and technologies

Course Modules

Day 1-2: Introduction to Defense Procurement

- Overview of defense procurement lifecycle
- Key stakeholders and their roles
- Legal and regulatory framework
- Ethical considerations in defense procurement

Day 3-4: Strategic Procurement Planning

- Needs assessment and requirements definition
- Market research and analysis
- Procurement strategy development
- Budget planning and cost estimation

Day 5-6: Sourcing and Supplier Selection

- Request for Proposal RFP development
- Bid evaluation criteria and methodologies
- Supplier pre-qualification and due diligence
- Negotiation strategies and techniques

A graphic of a chessboard with several chess pieces (king, queen, rook, knight, and pawns) in gold and silver. The text 'UK Training PARTNER' is overlaid on the board.

UK Training
PARTNER

Day 7-8: Contract Types and Structures

- Fixed-price vs. cost-reimbursement contracts
- Incentive and award-fee contracts
- Indefinite delivery/indefinite quantity IDIQ contracts
- International contracting considerations

Day 9-10: Risk Management in Defense Procurement

- Identifying and assessing procurement risks
- Risk mitigation strategies
- Performance security and warranties
- Dispute resolution mechanisms

Day 11-12: Contract Administration and Management

- Contract performance monitoring
- Change management and contract modifications
- Quality assurance and acceptance procedures
- Subcontract management

Day 13-14: Financial Management in Defense Procurement

- Cost and price analysis techniques
- Progress payments and performance-based payments
- Foreign military sales FMS financial management
- Auditing and financial reporting

Day 15-16: Technology and Innovation in Procurement

- E-procurement systems and tools
- Data analytics for procurement decision-making
- Blockchain applications in defense contracting
- Cybersecurity considerations in procurement

Day 17-18: Sustainable and Ethical Procurement

- Green procurement practices
- Social responsibility in defense contracting
- Anti-corruption measures and compliance
- Supplier diversity and small business programs

Day 19-20: Advanced Topics and Emerging Trends

- Agile acquisition methods
- Public-private partnerships in defense procurement
- International defense cooperation and joint procurement

A graphic of a chessboard with several chess pieces. A large gold king piece is in the foreground, with a silver pawn and a silver knight behind it. In the background, there are concentric circles emanating from a point on the board.

UK Training
PARTNER

- Future trends and challenges in defense acquisition

Practical Wins for Participants

- Develop a comprehensive procurement strategy for a major defense acquisition project
- Create a risk management plan for a complex defense contract
- Design an effective supplier evaluation and selection process
- Implement a performance-based contract management system

A graphic of a chessboard with several chess pieces. A large gold king piece is prominent in the foreground, with a silver pawn and a silver knight behind it. The board has a checkered pattern, and there are concentric circles in the background.

UK Training
PARTNER

Blackbird training cities



Accra (Ghana)

Amman (Jordan)

Amsterdam (Netherlands)

Annecy (France)

Baku (Azerbaijan)

Bali (Indonesia)

Bangkok (Thailand)

Bangkok (Thailand)

Barcelona (Spain)

Batumi (Georgia)

Beijing (China)

Beirut (Lebanon)

Berlin (Germany)

Birmingham (UK)

Bordeaux (France)

Boston, Massachusetts (USA)

Brussels (Belgium)

Cairo (Egypt)

Cape Town (South Africa)

Casablanca (Morocco)

Cascais (Portugal)

Copenhagen (Denmark)

Doha (Qatar)

Dubai (UAE)

Düsseldorf (Germany)

UK Training
PARTNER



Blackbird Training Category



Human Resource



Audit & Quality Assurance



Finance, Accounting, Budgeting



Marketing, Sales, Customer Service



Secretary & Admin



Law and Contract Management



Project Management



IT & IT Engineering



Supply Chain & Logistics



Management & Leadership



Professional Skills



Oil & Gas Engineering



Health & Safety



Telecom Engineering



Hospital Management



Customs & Safety



Aviation



C-Suite Training



Agile and Refinement



Blackbird training Clients



MANNAI Trading
Company WLL,
Qatar



Alumina Corporation
Guinea



Booking.com
Netherlands



Oxfam GB International
Organization,
Yemen



Capital Markets
Authority,
Kuwait



Waltersmith Petroman Oil Limited
Nigeria



Qatar National Bank
(QNB),
Qatar



Qatar Foundation,
Qatar



AFRICAN UNION ADVISORY
BOARD ON CORRUPTION,
Tanzania



KFAS
Kuwait



Reserve Bank of
Malawi,
Malawi



Central Bank of Nigeria
Nigeria



Ministry of Interior
Kingdom of Saudi Arabia
KSA



Mabruk Oil Company
Libya



Saudi Electricity
Company,
KSA



BADAN PENGELOLA
KEUANGAN Haji,
Indonesia



NATO
Italy



ENI CORPORATE
UNIVERSITY,
Italy



Gulf Bank
Kuwait



General Organization for
Social Insurance
KSA



Defence Space Administration
Nigeria



National Industries
Group (Holding),
Kuwait



Hamad Medical
Corporation,
Qatar



USAID
Pakistan



STC Solutions,
KSA



North Oil company,



EKO Electricity



Oman Broadband



UNITED NATIONS
UN.



Authority for

UK Training
PARTNER



LONDON TRAINING PROVIDER



www.blackbird-training.com



training@blackbird-training.com



+44 7480 775526 / +44 7401 177335