# The Complete Program of Defense Procurement Management

2 – 27 August 2027
Milan (Italy)

UK Traininig
PARTNER



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## Why This Course

Defense procurement requires precision, strategic foresight, and strict adherence to regulations. This intensive 4-week program equips professionals with the knowledge and tools to manage complex defense acquisitions from planning to execution. Participants will gain hands-on insights into best practices, risk management, and innovative procurement strategies essential for successful military contracting.

## What You'll Learn and Practice

By participating in this program, you will:

- Master the full defense procurement lifecycle, from requirements definition to contract closeout.
- Apply procurement policies, legal frameworks, and ethical standards in defense acquisitions.
- Develop effective supplier selection, negotiation, and contract management strategies.
- Implement risk management plans and mitigation techniques for defense contracts.
- Utilize modern procurement tools, data analytics, and emerging technologies.
- Explore sustainable, ethical, and innovative practices in defense acquisition.

## Program Flow

### Days 1-2: Introduction to Defense Procurement

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

### Days 3-4: Strategic Procurement Planning

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



## Days 5-6: Sourcing and Supplier Selection

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

## Days 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

## Days 9-10: Risk Management in Defense Procurement

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

## Days 11-12: Contract Administration and Management

- Monitoring contract performance
- Managing contract modifications and changes
- Quality assurance and acceptance procedures
- Subcontract management

## Days 13-14: Financial Management in Defense Procurement

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

## Days 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



### Days 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

### Days 19-20: Advanced Topics and Emerging Trends

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

## Training Methodology

This program blends theory and practical exercises to ensure participants can immediately apply what they learn:

- Case studies of real-world defense procurement projects
- Hands-on workshops for RFP development, supplier evaluation, and contract negotiation
- Scenario-based exercises for risk management and compliance
- Group discussions and collaborative problem-solving

## Beyond the Course

Participants will leave prepared to:

- Develop a comprehensive procurement strategy for major defense acquisitions.
- Design and implement risk management and mitigation plans.
- Evaluate and select suppliers effectively while ensuring compliance.
- Implement performance-based contract management systems.
- Apply innovative tools and best practices to optimize defense procurement outcomes.

