# Defence Systems Acquisition and Armaments Management Course

3 – 7 October 2027
Istanbul (Turkey)

UK Traininig
PARTNER



# Defence Systems Acquisition and Armaments Management Course

**Ref:** 19_239307 **Date:** 3 – 7 October 2027 **Location:** Istanbul (Turkey) **Fees:** 4900 GBP

## Introduction:

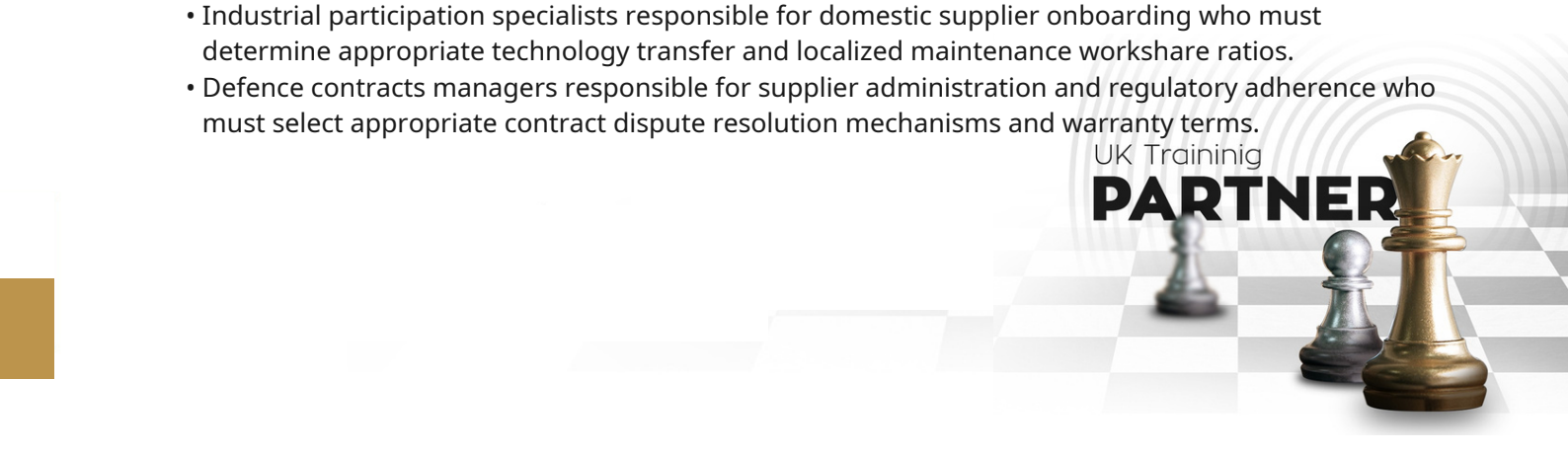
Defence systems acquisition and armaments programme management is the strategic process of identifying operational capability requirements, soliciting complex weapon systems, evaluating commercial tenders, and overseeing lifecycle sustainment across defence sectors. This intensive one-week course equips procurement managers and armaments acquisition leads to formulate an integrated Armaments Acquisition and Life-Cycle Programme Management Plan. Delivered at practitioner depth through systematic case study evaluation, delegates apply the Contract Management Standard alongside the Contract Management Body of Knowledge to structure solicitations and industrial workshare agreements. Professionals master defence systems acquisition and armaments programme management with Blackbird Training Centre to deliver reliable defence programmes.

## Course Objectives:

- Distinguish between major capability acquisition pathways and urgent capability acquisition routes to accelerate system delivery schedules.
- Compare direct commercial sales structures versus government-to-government armaments sales mechanisms to determine appropriate supplier contracting arrangements.
- Apply the Contract Management Standard across pre-award solicitation, source selection, and post-award contract administration phases.
- Select appropriate industrial participation models and localized maintenance, repair, and overhaul strategies to meet industrial offset quotas.
- Interpret earned value management metrics to diagnose cost variance, schedule performance, and contractor baseline execution risks.
- Justify capability trade-offs and milestone review criteria to establish an operational Armaments Acquisition and Life-Cycle Programme Management Plan.

## Target Audience:

- Defence procurement managers responsible for strategic sourcing and tender evaluation who must choose between competitive commercial tenders and intergovernmental armaments sales channels.
- Armaments programme leads responsible for milestone progress and budget execution who must decide when to re-baseline cost and schedule thresholds during system integration.
- Industrial participation specialists responsible for domestic supplier onboarding who must determine appropriate technology transfer and localized maintenance workshare ratios.
- Defence contracts managers responsible for supplier administration and regulatory adherence who must select appropriate contract dispute resolution mechanisms and warranty terms.



## Course Outline:

### Day 1: Defence Acquisition Architecture and Capability Requirement Definition

- Capability Needs Assessment: Identifying Operational Performance Gaps in Military Defence Systems
- Major Capability vs Urgent Capability Pathways: Selecting Acquisition Routes for Mission Readiness
- Initial Capabilities Document: Establishing Baseline Operational Requirements for Force Modernisation
- Life-Cycle Cost Estimation: Projecting Total Ownership Expenditures Across System Lifespans
- Pre-Solicitation Market Research: Assessing Industrial Capability and Commercial Supplier Availability

### Day 2: Acquisition Frameworks, Contracting Standards, and Procurement Governance

- Contract Management Standard: Governing Procurement Lifecycle Stages in Armaments Acquisitions
- Direct Commercial Sales vs Intergovernmental Military Sales: Structuring International Weapon Procurements
- Adaptive Acquisition Framework: Aligning Capability Portfolios with Milestone Decision Reviews
- Contract Management Body of Knowledge: Standardising Competencies for Complex Defence Solicitations
- Technical Data Rights Framework: Securing Intellectual Property for Long-Term System Maintenance

### Day 3: Tender Evaluation, Industrial Workshare, and Technology Transfer

- Source Selection Evaluation Plan: Weighting Technical Compliance and Price Cost Realism
- Industrial Participation Proposals vs Technology Offset Agreements: Structuring Domestic Content Commitments
- Maintenance Repair and Overhaul Planning: Localising Sustainment Capabilities for Armaments Fleets
- Work Breakdown Structure Architecture: Decomposing Armaments Deliverables into Manageable Project Elements
- Multi-Criteria Tender Scoring: Selecting Prime Contractors Through Objective Merit Rating Matrices

### Day 4: Programme Execution, Baseline Control, and Export Compliance Risk

- Earned Value Management Systems: Tracking Schedule Performance and Programme Cost Variances
- Fixed-Price Incentive vs Cost-Reimbursement Contracts: Allocating Financial Risk in Defence Developments
- Export Control Regimes: Managing Re-Export Restrictions and Dual-Use Technology Licences
- Configuration Management Baselines: Controlling Technical Design Modifications During Production Cycles
- Supply Chain Risk Mitigation: Addressing Obsolescence and Counterfeit Components in Weapon Programmes



### Day 5: Case Study Application and Acquisition Plan Finalisation

- Case Study Milestone Review Analysis: Evaluating Acquisition Gates Against Technical Readiness Criteria
- Commercial Proposal vs Offset Strategy Evaluation: Resolving Bid Conficts in Armaments Procurement
- Earned Value Recovery Planning: Remediating Cost Overruns in Complex Systems Development
- Sustainment Strategy Simulation: Formulating Local Depot Maintenance and Supply Chain Workshares
- Programme Management Plan Consolidation: Finalising the Armaments Acquisition and Life-Cycle Deliverable

## Skills You Will Gain:

- Capability Requirement Formulation
- Solicitations Structuring
- Industrial Offset Modelling
- Earned Value Diagnosis
- Milestone Gate Auditing
- Technical Data Rights Licensing
- Armaments Lifecycle Costing

## Why Attend This Course:

- From reacting to unstructured weapon system requests to standardising capability requirements through the Adaptive Acquisition Framework pathways.
- From ad-hoc contract pricing and uncertain supplier terms to applying Contract Management Standard methods across source selection and negotiation.
- From isolated procurement contracting to integrating industrial participation and localized depot maintenance into prime contract solicitations.
- From fragmented programme tracking to delivering a validated Armaments Acquisition and Life-Cycle Programme Management Plan.

## Conclusion:

Effective armaments programme oversight coordinates defence capability requirements, commercial contracting models, and long-term fleet sustainment within a structured governance framework. This course clarifies the critical operational boundaries between major capability pathways and urgent operational fielding, direct commercial contracting versus intergovernmental sales, and standard vendor proposals versus high-value industrial participation commitments. Designed for defence acquisition managers, contract specialists, and armaments programme officers seeking practitioner competence without committing to extended multi-week courses, this intensive one-week curriculum delivers the disciplined methodologies required to evaluate bids and administer complex defence contracts.



## Frequently Asked Questions FAQ:

### What is defence systems acquisition and armaments programme management?

Defence systems acquisition and armaments programme management is the disciplined planning, procurement, and lifecycle oversight of military hardware, weapon platforms, and defence services. It directs capability requirement formulation, competitive supplier selection, risk mitigation, and industrial workshare integration from initial programme inception through disposal.

### What is the difference between direct commercial sales and intergovernmental government-to-government sales in defence systems acquisition and armaments programme management?

Direct commercial sales involve purchasing defence materiel directly from commercial defence contractors through commercial contracts. Intergovernmental government-to-government sales occur directly between sovereign defence departments, offering standardized military configuration, government-negotiated pricing, and military logistics channels rather than bilateral commercial terms.

### Which international standards govern defence systems acquisition and armaments programme management?

The Contract Management Standard and the Contract Management Body of Knowledge published by the National Contract Management Association provide core contracting frameworks. These are complemented by earned value management standards, life-cycle sustainment principles, and international export control frameworks governing military hardware transfers.

### Is this defence systems acquisition and armaments programme management course suitable for a defence contracts manager?

Yes, this course is designed specifically for defence contracts managers and armaments acquisition leads at practitioner level. It provides actionable methods to evaluate commercial solicitations, structure industrial participation agreements, monitor contractor earned value performance, and mitigate export compliance risks across one week.

