

# INSTITUTE FOR SECURITY GOVERNANCE

Naval Support Activity Monterey  
1635 Cunningham Road  
Monterey, CA 93943-5011  
instituteformsecuritygovernance.org

T +1 831.656.3171  
F +1 831.656.3351  
isginfo@nps.edu



## PRINCIPLES OF DEFENSE PROCUREMENT & CONTRACTING

**RESIDENT: P159202**  
**MOBILE: P309136**

**ELIGIBLE FUNDING: IMET, FMF/FMS**  
**CERTIFICATION: PME, E-IMET**

This International Defense Acquisition Resource Management (IDARM) course provides a theoretical and practical examination of fundamental concepts and challenges associated with national and global defense contracting. It includes a comparative analysis of the US and other models of contracting. Participants examine methodologies that ensure needs-based requirements, work in groups to develop and issue requests for tender, and use reasoned decision making in supplier selection. Critical post-award contract management considerations are also discussed during the course. International best practices are examined, as are challenges associated with institutionalizing efficient and effective procurement systems. Participants will work in small groups on case study assignments designed to provide opportunities to apply concepts presented throughout the course to real-life scenarios.

### OBJECTIVES

Upon completion of this course, participants will be able to:

- ◆ Gain an increased understanding of the fundamental concepts and challenges associated with national and global defense contracting and procurement
- ◆ Examine requirements definition, and tendering and sourcing methodologies with a focus on characteristics of efficient and effective contract and procurement systems
- ◆ Assist countries in their efforts to develop and institutionalize transparent, efficient, and effective contract and procurement systems

### TOPICS

Course topics may include:

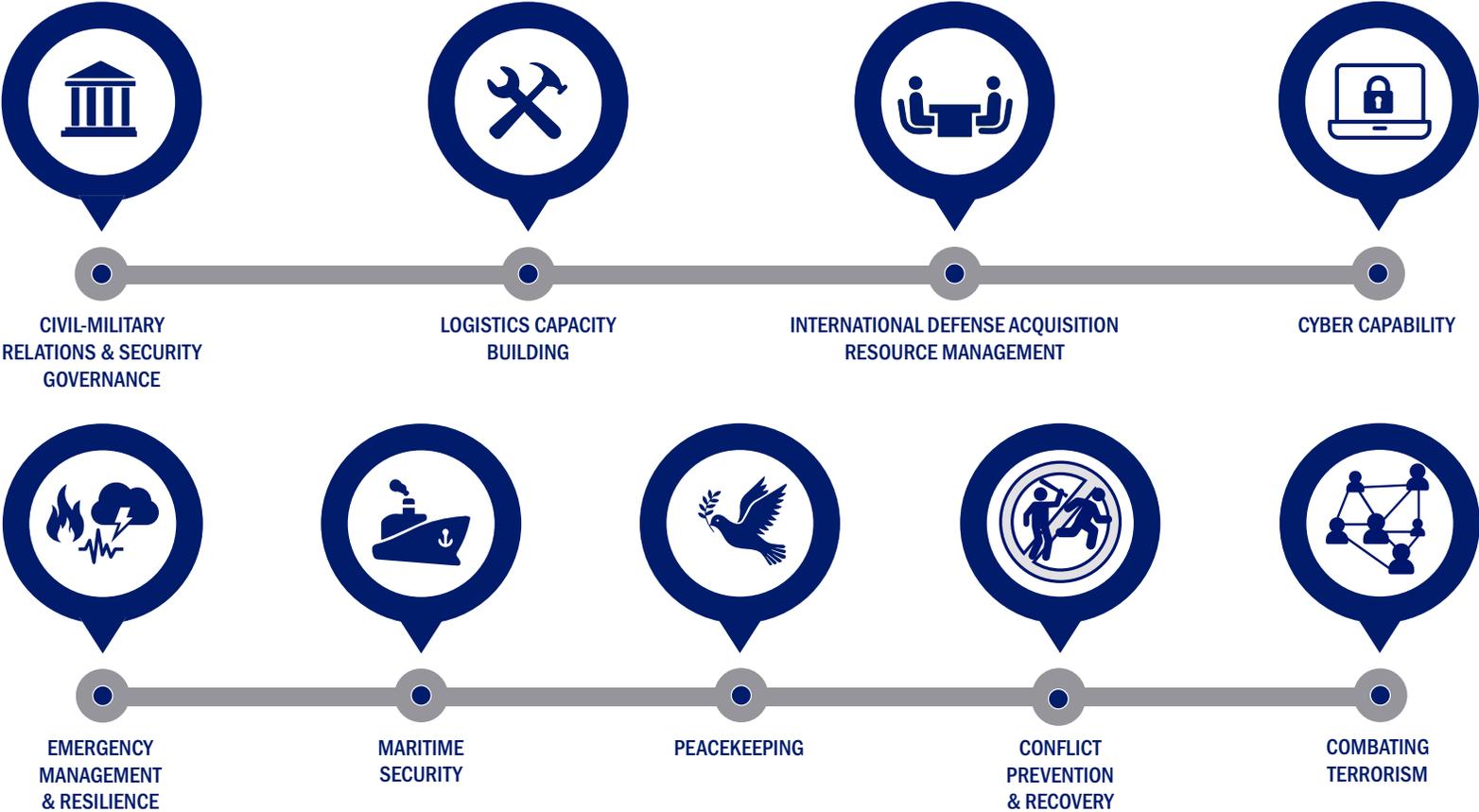
- ◆ Acquisition Planning and Market Research
- ◆ Cost and Price Analysis
- ◆ Source Selection
- ◆ Foreign Military Sales and Direct Commercial Sales
- ◆ Contracting for Services
- ◆ Post-Award Contract Management

### PARTICIPANTS

This course is designed for international military officers of grades O-4 to O-6 and civilian equivalents who are engaged in a broad range of acquisition fields such as policy development, strategic planning, requirements definition, logistics, program management, procurement and contracting, budgeting and execution, and systems engineering.

# ISG PROGRAM AREAS

ISG programming has been developed over 25 years by providing military and civilian officials with unique education and professional development programs. Courses are designed to cultivate individual understanding of complex issues, foster peer-to-peer learning, and build connected networks of international peers through a professional learning environment.



## FACULTY

ISG has a diverse faculty team grounded in professional experience from academic, military, government, and civil sectors. The core faculty are augmented by experts drawn from other parts of government, and American and international subject matter experts drawn from universities, industry, think tanks, international organizations, and non-governmental organizations.

## ENROLLMENT

Courses are conducted with partner nations as part of the US Government security cooperation effort. Participation in ISG courses is managed through the Security Cooperation Office of the US Embassy in-country. Interested partner nation personnel should work through their government’s international cooperation section, or the relevant US Embassy’s security/military cooperation section for selection processes and enrollment. Where appropriate, ISG reserves limited space in courses for US citizens. Interested US citizens may contact ISG to discuss availability.

## FUNDING

ISG can accept most types of US Government funding. Courses are typically funded by IMET, FMF, FMS, CTIWWP/RDFP, PKO, and other DoD-wide O&M funds (333, 332, MSI, etc.). Cost estimates can be obtained by contacting ISG or the applicable NETSAFA Country Program Manager.

## ABOUT ISG



The Institute for Security Governance (ISG) is a Defense Security Cooperation Agency (DSCA) schoolhouse, and leading Institutional Capacity Building (ICB) implementer, focused on helping partners build effective and accountable security institutions. ISG’s tailored ICB approach supports partners in developing, resourcing, and sustaining the institutional capabilities and professionalization necessary to pursue common security cooperation objectives.