



## PRINCIPLES OF DEFENSE PROCUREMENT & CONTRACTING

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

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

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 United States and other models of contracting. Participants examine the methodologies that ensure needs-based requirements, work in groups to develop and issue requests for tender and utilize reasoned decision making in supplier selection. Critical post-award contract management considerations are also discussed during the course. International best practices are examined along with the challenges associated with institutionalizing efficient and effective procurement systems. Participants will work in small groups on case study assignments designed to provide the opportunity to apply the concepts presented throughout the course to real-life scenarios.

### OBJECTIVES

- ◆ 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 the 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

- ◆ Key Considerations in International Contracting
- ◆ Contracting Workforce Development
- ◆ Effective Procurement Policy
- ◆ Acquisition Planning and Market Research
- ◆ Cost and Price Analysis
- ◆ Source Selection
- ◆ Foreign Military Sales & Direct Commercial Sales
- ◆ Contracting for Services
- ◆ Post Award Contract Management
- ◆ Transparency, Fraud, and Ethics

### PARTICIPANTS

This course is designed for international military officers and civilian equivalents of grades O4-O6 who directly or indirectly contribute to procurement and contracting from a policy or operational perspective. Examples are materiel planners, requirements developers, end users, contract managers, analysts, tender evaluators, contract negotiators, and source selection decision makers.



## FACULTY

ISG employs a diverse faculty with strong professional, academic, military, and government backgrounds. This faculty core is augmented by other government experts (both civilian and military) and subject matter experts (SMEs) drawn from universities, think tanks, international organizations, and industry.

## ENROLLMENT

Courses are conducted for partner countries as part of the United States government's security assistance and security cooperation efforts. As such, participation in ISG courses is managed through the security cooperation office of the US Embassies in partner countries. Interested, non-US persons should contact the international cooperation section of their own government or the relevant US Embassy for selection processes and enrollment. 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, CTIWFP, PKO, and other DoD-wide O&M funds (333, MSI, etc) on a case-by case basis. Cost estimates can be obtained by contacting ISG.

## ABOUT ISG

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The Institute for Security Governance (ISG) is a global security cooperation organization established to build partner capability and grow the field and practice of institutional capacity building (ICB). Located in Monterey, California, ISG serves as the Defense Security Cooperation Agency (DSCA)'s primary resource for ICB integration and implementation, project scoping and design, and education and advising expertise.

This course is a key component of ISG's 25-year-long effort to provide military and civilian officials with unique education and professional development programs. Designed to cultivate individual understanding of complex issues and foster peer-to-peer learning, this custom-tailored course offering brings theoretical and applied learning practices into a exciting and rich classroom environment.