CONCEPT

Defence Industrial Participation and Offset Programmes Course: Obligations, Credits and Contracts

18 – 22 January 2027
Dubai - Five-star CBD venue



Defence Industrial Participation and Offset Programmes Course: Obligations, Credits and Contracts

Ref: 1652_26089 **Date:** 18 – 22 January 2027 **Location:** Dubai - Five-star CBD venue **Fees:** 19500 SAR

Introduction:

Defence industrial participation and offset programmes, covering obligations, credits and contracts, is a 1-week course for defence procurement staff, offset managers at original equipment manufacturers and primes, and defence supplier firms, ending with an Offset Fulfilment Plan for a case acquisition. Poorly sized obligations, multipliers misread at signature, unclaimed credits and weak performance guarantees leave buyers without the industrial capability they paid for and leave vendors exposed to shortfall penalties. Nominees already draft, negotiate or administer defence contracts and work through case files. CoreConcept Training Center delivers this defence industrial participation and offset course.

Course Objectives:

- Classify proposed offset activities as direct or indirect and test each against the eligibility rules of an industrial participation policy
- Calculate the offset obligation for a defence acquisition from contract value, thresholds, percentage requirements and milestone schedules
- Value offset credits by applying multipliers, credit caps and banking rules to co-production, investment and technology transfer activities
- Design localisation, joint venture and technology transfer packages that convert offset credit into lasting defence industrial capability
- Negotiate industrial participation clauses, performance guarantees, shortfall penalties and credit transfer terms in the offset agreement
- Prepare fulfilment reports, evidence files and audit responses, and assemble an Offset Fulfilment Plan for a case acquisition

Target Audience:

- Staff responsible for preparing and evaluating defence acquisition requests that carry industrial participation requirements
- Staff responsible for managing offset agreements and credit portfolios at original equipment manufacturers and prime contractors
- Staff responsible for negotiating and administering defence supply contracts and their linked offset agreements
- Staff responsible for business development and partnering at defence suppliers seeking offset-funded work packages
- Staff responsible for reporting offset fulfilment, compiling evidence and answering audits from the defence authority
- Staff responsible for assessing technology transfer, licensed production and joint venture proposals in the defence sector

Course Outline:

Day 1: Offset Policy Architecture and Current-State Review

- Industrial Participation Policy Objectives and Defence Capability Priorities
- Direct Versus Indirect Offset Typology With Eligible Activities
- Supply Contract and Offset Agreement Parallel Contract Structure
- Offset Thresholds, Percentage Requirements and Covered Contract Value
- Current-State Review of an Open Offset Agreement Portfolio

Day 2: Obligation Sizing, Multipliers and Credit Valuation Methods

- Offset Obligation Calculation Worksheet From Contract Price Breakdown
- Actual Value Versus Credit Value Conversion Using Multipliers
- Multiplier Schedules for Technology Transfer and Priority Capabilities
- Credit Caps, Category Limits and Non-Creditable Activity Lists
- Milestone Schedule and Fulfilment Period Phasing for Offset Credit

Day 3: Designing Localisation, Joint Venture and Technology Transfer Packages

- Co-Production and Licensed Manufacture Work Package Definition
- Joint Venture Equity, Governance and Exit Terms for Offset Credit
- Technology Transfer Package Scope, Know-How Absorption and Training
- Maintenance, Repair and Overhaul Capability Packages for Fleet Support
- Supplier Qualification and Export Assistance as Indirect Credit

Day 4: Offset Clause Negotiation, Credit Banking and Penalty Exposure

- Offset Agreement Clause Map With Negotiation Positions
- Performance Guarantee and Bank Guarantee Sizing for Shortfall
- Liquidated Damages Formulae and Best Effort Clause Comparison
- Offset Credit Banking, Certificate Issue and Transfer Between Primes
- Offset Fulfiller Engagement and Third-Party Credit Arrangements

Day 5: Case Study Work on an Offset Fulfilment Plan

- Case File Review for an Air Defence System Acquisition
- Obligation and Credit Value Model for the Case Acquisition
- Fulfilment Report, Evidence Pack and Audit Response Drafting
- Shortfall Scenario Testing With Penalty and Guarantee Exposure
- Offset Fulfilment Plan Completion and Review Panel Defence

Skills You Will Gain:

- Offset Typology Classification
- Obligation Sizing
- Multiplier and Credit Valuation
- Technology Transfer Package Design
- Offset Clause Negotiation
- Performance Guarantee Assessment
- Credit Banking Administration
- Fulfilment Evidence Management

Why Attend This Course:

- Deliver an Offset Fulfilment Plan to the head of acquisition, the offset director or the contracts committee for approval
- Judge whether a proposed co-production, joint venture or technology transfer package will earn enough credit before it is committed
- Avoid shortfall penalties, called bank guarantees and rejected credit claims caused by weak evidence or misread multipliers
- Brief engineering, finance and partner teams on how their work packages generate offset credit and what records each must keep

Conclusion:

Back at work, the participant presents the Offset Fulfilment Plan to the head of acquisition, the offset director at a prime or the contracts committee of a defence supplier. The plan supports decisions on which packages to offer or accept, how much credit to bank or transfer, and what guarantee and penalty exposure to carry. After the first reporting period, the unit should compare credits approved against credits claimed, review rejected evidence and adjust package phasing, multiplier assumptions and guarantee levels.

Frequently Asked Questions FAQ:

What should participants know before a defence industrial participation and offset course?

Participants should already draft, negotiate or administer defence supply contracts, or manage partner work packages at a defence supplier. Familiarity with contract pricing and milestone schedules helps. Bringing an anonymised offset agreement or acquisition request makes the case work closer to their own portfolio.

How does a defence industrial participation and offset course differ from a local content strategy course?

It concentrates on the offset agreement attached to a defence acquisition: obligation sizing, multipliers, credit banking, guarantees and penalties. Local content strategy courses cover national localisation targets, supplier spend scoring and civil procurement, which this course treats only as background.

Why do multipliers matter in defence industrial participation and offset programmes?

Multipliers convert the actual value of an activity into credit value, so a priority technology transfer can discharge far more of the obligation than its cost. Misreading a multiplier schedule at signature can leave a vendor short of credit and exposed to penalties.

What do participants take back from the defence industrial participation and offset course?

Participants take back an Offset Fulfilment Plan for a case acquisition, with an obligation and credit value model, package phasing, a guarantee and penalty exposure test and a fulfilment reporting pack ready to adapt to their own agreements.