# Defence Industry Management and Armaments Programmes Training

1 – 5 November 2027
Paris - Right Bank business hotel



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**Ref:** 2255_31315 **Date:** 1 – 5 November 2027 **Location:** Paris - Right Bank business hotel **Fees:** 23500 SAR

## Introduction:

The Defence Industry Management and Armaments Programmes Training is a one-week course for defence procurement coordinators, armaments contract managers, industrial offset analysts, and military programme directors, culminating in an Armaments Programme Acquisition and Industrial Participation Dossier. Fragmented contract governance, unaligned industrial participation commitments, and export control discrepancies expose capital armaments programmes to extensive operational delays, regulatory penalties, and unmonitored lifecycle cost inflation. Nominees already oversee supplier evaluations, verify technical requirements, and monitor baseline defence deliverables, advancing their capabilities through structured case study analysis. CoreConcept Training Center delivers this Defence Industry Management and Armaments Programmes Training to standardise defence acquisition governance, offset execution, and complex system lifecycle management.

## Course Objectives:

- Formulate armaments acquisition strategies aligned with PMBOK Guide 7th Edition systems development lifecycles
- Structure industrial participation frameworks meeting statutory offset percentages and local manufacturing commitments
- Audit defence supplier quality and operational airworthiness using AS9100D and ISO 9001:2015 criteria
- Enforce international trade compliance protocols under ITAR and EAR technology transfer regulations
- Execute whole-life costing models balancing spares obsolescence, fleet maintenance, and supply chain resilience

## Target Audience:

- Defence procurement coordinators responsible for establishing competitive tender requirements, supplier solicitations, and commercial evaluations
- Armaments contract managers responsible for administering major acquisition agreements, change proposals, and milestone acceptance gating
- Industrial offset analysts responsible for negotiating local value addition, supply chain transfer, and industrial participation compliance
- Defence programme directors responsible for supervising whole-life asset sustainment, fleet modernisation, and programme governance frameworks
- Defence quality assurance managers responsible for auditing supplier manufacturing standards, configuration baselines, and quality management systems

## Course Outline:

### Day 1: Armaments Sector Governance, Programme Architecture, and Acquisition Foundations

- PMBOK Guide 7th Edition Principles Governing Defence Acquisition Frameworks
- CIPS Global Standard Practices Structuring Armaments Sourcing Procedures
- Defence Procurement Threshold Models Categorising Major Systems Requirements
- Industrial Participation Baselines Establishing Domestic Capability Development Requirements
- Armaments Capability Needs Assessments Evaluating Complex Weapon Systems Portfolios

### Day 2: Quality Standards, Industrial Participation, and Compliance Frameworks

- AS9100D Quality Management Standards Auditing Defence Manufacturing Operations
- ISO 9001:2015 Quality Systems Verifying Defence Subcontractor Operational Readiness
- ITAR Regulatory Frameworks Administering Defence Technology Export Licences
- EAR Dual-Use Regulations Tracking Critical Hardware Transfer Compliance
- Industrial Participation Offset Multipliers Structuring Technology Transfer Agreements

### Day 3: Armaments Contracting, Supplier Governance, and Life-Cycle Costing

- CIPS Global Standard Templates Drafting Performance-Based Defence Contracts
- Earned Value Management Systems Monitoring Armaments Programme Cost Variance
- Life-Cycle Costing Models Calculating Total Equipment Ownership Expenses
- Milestone Acceptance Testing Protocols Validating Subsystem Operational Readiness
- Supply Chain Mapping Tools Evaluating Tiered Defence Component Sourcing

### Day 4: Programme Risk, Obsolescence Mitigation, and Fleet Sustainment

- ISO 31000 Risk Management Protocols Mitigating Defence Programme Slippage
- Diminishing Manufacturing Sources Frameworks Managing Electronic Component Obsolescence
- Maintenance Repair And Overhaul Charters Scheduling Depot-Level Armaments Sustainment
- Technical Configuration Baselines Controlling Engineering Modifications And Upgrades
- Single-Source Justification Protocols Reviewing Proprietary Weapon System Procurements

### Day 5: Case Study Analysis, Programme Assurance, and Dossier Integration

- Case Study Review Assessing Complex Multi-Tier Armaments Procurement Portfolios
- Case Study Evaluation Resolving Critical Defence Export Control Breaches
- Case Study Simulation Auditing Industrial Offset Verification Submissions
- Case Study Reconciliation Rebalancing Armaments Life-Cycle Sustainment Budgets
- Armaments Programme Acquisition And Industrial Participation Dossier Completing Final Frameworks

## Skills You Will Gain:

- Armaments Acquisition Lifecycle Structuring
- Defence Quality Systems Auditing
- Industrial Offset Multiplier Calculation
- Defence Export Control Compliance
- Earned Value Cost Analysis
- Whole-Life Fleet Sustainment Planning
- Military Component Obsolescence Management

## Why Attend This Course:

- Deliver an Armaments Programme Acquisition and Industrial Participation Dossier to executive procurement boards to formalise institutional acquisition oversight.
- Determine appropriate procurement pathways and contract structures for prime contractors and tier-one defence suppliers with confidence.
- Prevent project delivery stoppages, export compliance penalties, and unbudgeted through-life maintenance costs across armaments fleets.
- Train internal procurement and engineering teams on standardised offset monitoring tools, quality audits, and configuration change protocols.

## Conclusion:

Following this course, the organisation integrates the Armaments Programme Acquisition and Industrial Participation Dossier across defence procurement and programme management offices. Executive acquisition committees, defence commercial directors, and programme managers consult this dossier to authorise tender solicitations, evaluate prime contractor offset proposals, and enforce strict trade control compliance before awarding major defence contracts. Within ninety days of deployment, the defence oversight committee should review contractor milestone performance, audited local value addition metrics, and initial whole-life operating expenditures to confirm that armaments acquisition programmes execute within targeted operational, budgetary, and statutory baselines.

## Frequently Asked Questions FAQ:

### Which roles should an organisation nominate for the Defence Industry Management and Armaments Programmes Training?

Defence procurement specialists, armaments programme managers, contract administrators, industrial offset analysts, and military supply chain coordinators should attend. Nominees oversee equipment acquisition, negotiate supplier agreements, manage major defence projects, or verify compliance with defence quality, offset, and export control regulations.

## What should nominees already do at work before attending the Defence Industry Management and Armaments Programmes Training?

Nominees should already manage supplier contracts, evaluate technical proposals, coordinate procurement files, or track project milestones within defence or heavy industrial environments. Familiarity with basic project schedules, commercial tenders, and operational supply chain logistics ensures immediate engagement with advanced armaments governance models.

## What does the organisation receive when the participant returns from the Defence Industry Management and Armaments Programmes Training?

The organisation receives a validated Armaments Programme Acquisition and Industrial Participation Dossier. This institutional deliverable includes acquisition lifecycle templates, industrial offset evaluation frameworks, export compliance checklists, quality assurance matrices, and through-life sustainment plans ready for immediate operational deployment across armaments programmes.

## Which standards and frameworks does the Defence Industry Management and Armaments Programmes Training follow?

The course follows the PMBOK Guide 7th Edition for programme governance, the CIPS Global Standard for procurement, AS9100D and ISO 9001:2015 for quality management, and international export trade control frameworks including ITAR and EAR for technical data and defence hardware transfers.