

Business With The MoD Demystified

Overview

A course in Defence Procurement as practiced by the UK Ministry of Defence (MoD) in their continuing efforts to acquire cost effective Defence capability.

This course provides an insight into the concepts and methodologies behind the MoD Acquisition organisation. The course describes the Mod Acquisition organisation as a whole before identifying how organisations become suppliers to the MOD, entering into contracts, Supplier performance/Supplier Relations groups, Electronic Contracting Environment and Export Control. Related initiatives such as Defence Industrial Policy and the Acquisition Change programme are discussed.

A combination of advanced presentation techniques and informal delegate instructor interaction are used to facilitate this workshop based event.

Target Audience

The course is designed principally to provide the delegate with an appreciation of MoD Acquisition within the defence sector from a commercial perspective.

It is aimed at personnel from the UK MoD, organisations wishing to supply equipment to the UK MoD, Government Defence organisations and Defence Contractor personnel. This course is ideal for personnel within defence organisations involved in contracting with the UK MoD or organisations that require a head start in contracting within the Defence Sector. It will also be of benefit to new managers in acquisition posts, senior managers who require an overview of the acquisition process will find this course invaluable in providing the information necessary to best understand how Defence Acquisition works and allow application of this knowledge when dealing with or bidding into the UK MoD.

Objectives and Utility

On completion of this training course the delegate will appreciate the need for and scope of Defence Acquisition. They will have gained an understanding of the terminology, technical and management issues pertinent to an acquisition programme.

The delegate will benefit professionally from the knowledge which has been given. The sponsoring organisation gains personnel who are confident and competent and who are more knowledge about UK MoD Procurement. The individual is better equipped for their role and they will have undergone a degree of personal development through the expansion of their knowledge base.

The Training Process

The course establishes the basic principles and terminology of the Defence Acquisition process. The course covers all the key components, organisations (such as Integrated Project Teams) and methodologies.

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Course Programme

Day 01 - AM

700-P **Mod Acquisition Organisation**

This element will provide an overview of the MoD organization and the MoD acquisition process looking at Defence Values for Acquisition and the MoD Unified customer. We will then focus upon key areas for procurement – MoD Defence Equipment and Support, the Defence Commercial Directorate and the relationship between MoD and Industry

701-P **Becoming a Supplier to MoD**

This module focuses upon the practical issues of becoming a supplier to the UK MoD. How to identify MoD future business, quality requirements, legal and regulatory requirements, QMACs and the Government profit formula, the MoD bid process and competitive and non competitive contracting.

702-P **Entry into Contracting**

Here we look at the MoD offer and acceptance process, the use of standard conditions – DEFCONS. We also focus on pricing, post costing and payment issues and a number of key contractual issues concerning non performance, warranties and post contract liabilities. The final section of this module examines intellectual property rights within the context of MoD contracts

Day 01 - PM

703-P **Supplier Performance/Supplier Relations Group**

This module concentrates on the MoD performance measurement process – who it applies to and what it consists of as well as the impact it may have on future business

704-P **Electronic Contracting Environment**

Within this module we examine the extent to which MoD use a number of e commerce processes- shared working environments, purchase to payment and reverse auctions and the impact this has on their contractors. We also review where they are moving to.

705-P **Export Control**

This final section provides an overview of the restrictions and requirements applicable when doing military business overseas looking at the export of both goods and technology.