

## Smart Acquisition - An Overview

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### Overview

A short introduction Course to Smart Acquisition as practiced by the UK Ministry of Defence (MoD) to acquire defence capability.

This course provides an insight into the concepts and methodologies behind the Smart Acquisition Process. A combination of advanced presentation techniques and informal delegate instructor interaction are used.

The course describes the phases of the acquisition cycle and looks at the various plans and policies that have been developed in order to obtain a defence capability that is of high quality, is more integrated with existing systems and strategies, is faster from concept to introduction into service, and is, in terms of cost through the life of the system, cheaper. Related initiatives such as Defence Industrial Policy are also covered.

### Target Audience

The course is designed principally to provide the delegate with an appreciation of Smart Acquisition within the defence sector.

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. New managers in acquisition posts, or senior managers who require an overview of the acquisition process will find this course invaluable in providing the information necessary to best understand how Smart Acquisition works and allow application of this knowledge when dealing with or bidding into the UK MoD.

This course will also provide Supportability Engineers (e.g. Integrated Logistic Support (ILS) / Logistic Support Analysis (LSA), Reliability, Safety, Technical Publications, Supply Support and Human Factors Managers and Personnel) with the basic understanding of the process in the context of Supportability Engineering.

### Objectives and Utility

On completion of this training course the delegate will appreciate the need for and scope of Smart 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 knowledgeable 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 Smart Acquisition process. The course covers all the key components, organisations (such as Integrated Project Teams) and methodologies.

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## Course Programme

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### Day 01 - AM

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- 301-T Smart Acquisition - Course Introduction**  
This module addresses course administration, introduces the course format and objectives.
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- 302-T Smart Acquisition - Aims & Objectives**  
This module provides the 'What, why, when and Who' answers to the Smart Acquisition Process.
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- 303-T Smart Acquisition - The Acquisition Cycle**  
The CADMID and CADMIT acquisition cycles are introduced in this module. The activities that are carried out during each of the cycle phases are described, along with the agencies involved in each process. Aspire's in-depth knowledge of Integrated Logistic support (ILS) adds to the value of this module.
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- 304-T Smart Acquisition - Requirements & Risks**  
This module looks at the documentation required, in order to provide a baseline for analysis of a new system. The User Requirements Document (URDs) and System Requirements Documents (SRDs) are introduced.  
Risk is defined, Technology Readiness Levels and modelling, as risk reduction tools, are also discussed.
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- 305-T Smart Acquisition - Through Life Management**  
Through Life Management Plans (TLPs) are introduced and their function is explained. This module also looks at the relationship of Lines Of Development (LOD) to overall capability.

### Day 01 - PM

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- 306-T Smart Acquisition - Cost Of Ownership**  
The various Cost of Ownership (COO) activities that are carried out during the Acquisition Life cycle are discussed. Aspire has significant responsibility within several defence programmes for Whole Life Cost (WLC), Through Life Cost (TLC) and COO activities and this experience adds to the content of this module.
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- 307-T Smart Acquisition - Smart Acquisition Organisation**  
This module describes the rationale behind the Support Solutions Envelope (SSE), and looks at the 'customer' structure and frameworks that underpin Smart Acquisition, including the Acquisition Competence framework, and industrial policy.
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- 308-T Smart Acquisition - The Smart Approvals Process**  
The management and responsibilities of various stakeholders are covered and a brief overview of the Smart Approvals process is discussed.
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- 309-T Smart Acquisition - Conclusion**  
A brief summary of the key points of the course provides a final opportunity for the delegates to discuss areas of interest. Followed by course close.