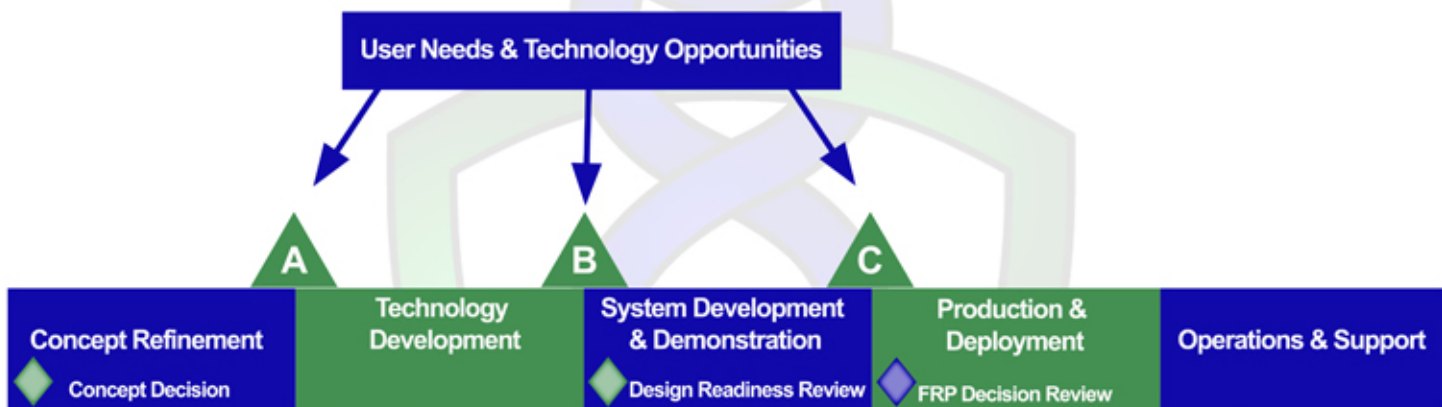




## Defense Acquisition Overview

### A Two Day Primer

Intended for those with limited knowledge of the Department of Defense (DoD), this two day program provides the essential information necessary to gain a perspective and general understanding of the broad subject of Defense Systems Acquisition.










**Covering topics ranging from Concept Exploration through Production and Deployment**, attendees will learn the basic concepts that drive defense acquisition. They will also have the opportunity to discuss fundamental questions relating to how their programs might be better aligned with the DoD's processes; or to dig into very specific issues facing their programs today.

**Taught at your location** by qualified acquisition professionals, this course will enhance your organization's understanding of the DoD without time-consuming and expensive off-site venues.







# Course Agenda

## The Department of Defense – Brief overview

-  Defense Acquisition - Defined
-  Defense Acquisition Process – High Level Overview
-  Defense Acquisition Overview – Phase breakout
-  Program Management Essentials
  - ◆ Cost
  - ◆ Schedule
  - ◆ Performance
  - ◆ Risk
-  Service Specific Acquisition Guidelines (Tailored for client)
-  Gov't Procurement (including Solicitations & Contracts)
-  The Customer

**This two day course is an excellent learning tool for those new to Defense Systems Acquisition, or a great refresher resource for professionals that have been focused on particular areas.**

## Takeaways from this course include:

-  Phases of System Acquisition Process
-  Understanding what really matters to Program Mangers
-  Overview of the Defense Budget Process
-  Overlay of key Program Management elements to the Acquisition Life Cycle
-  Synopsis of How the Government buys goods and services
-  And more...

For more information, please contact Jim Tierney at 508-405-1599, email [jim@jtierneyassociates.com](mailto:jim@jtierneyassociates.com), or visit our website at [www.jtierneyassociates.com](http://www.jtierneyassociates.com)

J. Tierney Associates LLC is a Boston Metropolitan area based market and business development firm dedicated to connecting private industry and government for mutual success. Drawing upon more than 25 years of experience in federal defense and homeland security, J. Tierney Associates provides targeted assistance to companies seeking to expand business opportunities with the government, and to government organizations desiring to improve relations with private industry or improve program performance.