

U.S. Army Advanced Program in Acquisition Excellence

Program Length: 5 days

Location: Darden Graduate School of Business, University of Virginia, Charlottesville, Virginia.

Course Description:

This program presents the latest thinking on the strategic sourcing model. DoD and government agency case histories are used to illustrate how the strategic sourcing model can provide rigor, new insights and outstanding results for acquisition professionals for both commodities and weapons systems.

As a result of attending this course participants will be able to:

- Apply the five elements of the strategic sourcing model
- Structure acquisitions in light of DoD and defense industry trends
- Structure contracts to provide performance incentives
- Develop a business case for complex acquisitions

Content includes total cost of ownership; segmentation of the category and supply market; spend analysis using internal sources, consumption model estimates and forecasts; market research using public domain and field interviews of suppliers; supplier roundtables to develop effective sourcing strategies; engaging customers and suppliers to understand and develop requirements; value chain mapping and Porter five forces industry analysis model application; supply market and sourcing levers use; and procurement technology such as reverse auctions and spend management tools.

Participants: The course is relevant for Army acquisition and contracting professionals that have completed the two week Darden Commercial Business Environment course or have equivalent education/work experience.

Continuing Education Credits: 4 Continuing Education Units (CEU's) and 28 Continuing Professional Education (CPE's) credits are awarded by UVA for program completion. This equates to 40 Continuing Learning Points. The course counts toward one of the four weeks required for a Darden Certificate of Management.