

**FIVE DAYS- DEFENCE ACQUISITION AND PROCUREMENT
MANAGEMENT CAPSULE (DAP-MAC)**

Programme of Work

<u>Time</u>	<u>Topic</u>	<u>Learning Objectives</u>	<u>Speakers (Tentative)</u>
D Day			
0950-1000	Opening Remarks	Gen Brief of Army Procurements	CLAWS
1000-1030	<u>Session 1</u> : Overview of the Defence Procurement	<ul style="list-style-type: none"> • Capability Development process – AAP • Capability Development structures (CD&S vertical – MoD Acquisition – DDP - -DAC/DPR/DCAP/SEPC) 	CD Dte
1030-1100		<ul style="list-style-type: none"> • Capital Procurement cycle & Equipment sustenance (DAP 2020, process flow and timelines) 	CD Dte
1100-1130		<ul style="list-style-type: none"> • Various categories, Categorisation process, structures and process involved – processing of S of C & AoN 	CD Dte

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D Plus 1			
1000-1045	<u>Session 2</u> : Routes for design & development for products / technology in Indian Army	<ul style="list-style-type: none">• Role of MSMEs in defence procurement, Rights and privileges of Start Ups, MSME, Participation of START Ups & MSME in CPDS.• Suo Moto proposals.• Technology Development Fund (TDF) and D&D, MAKE cases, ATB• Overview of iDEX: funding, challenges, and success stories.• Initiatives for Hand holding of industry.	ADB
1045-1100	<u>Session 3</u> : Qualitative Requirements	<ul style="list-style-type: none">• Process of RFI & Its relation to Qualitative Requirements.	Arty Dte
1100-1135		<ul style="list-style-type: none">• GSQR / PSQR/ JSQR and defence specifications: interrelation, differences and what is expected from industry.	ADB GSQR
D Plus 2			
1000-1030	<u>Session 4</u> : Bidding and Contracting	<ul style="list-style-type: none">• Types of defence contracts : STE, LTE, Open.	CD Dte

		<ul style="list-style-type: none"> RFP formulation & issue (vetting, IPR, ToT, vendor selection, draft trial methodology) 	
1030-1100		<ul style="list-style-type: none"> EPs and their importance to defence : what is expected from industry. 	CD Dte
1100-1135	<u>Session 4</u> : Bidding and Contracting	<ul style="list-style-type: none"> Vendor interaction process : pre-contract, during currency of contract. Conduct of TEC (Pre bid query, TOCC, TEC) 	CD Dte

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D Plus 3			
1000-1045	<u>Session 4</u> : Bidding and Contracting	<ul style="list-style-type: none"> FET (cat & type of trials, trial directive, evaluation plans, User trials, conduct of MET. EMI/EMC trials, staff evaluation) 	CD Dte
		<ul style="list-style-type: none"> Cost negotiations & importance of benchmarking. 	CD Dte
1050-1135	<u>Session 5</u> : Quality Assurance and Trial Evaluation in Defence Contracts	<ul style="list-style-type: none"> Overview of DGQA : Role and responsibilities DGQA registration procedure and advantages Fielding of samples, Trial Evaluation Procedure, Key JSGs. Coping and managing delay. 	DGQA
D Plus 4			
1000-1045	<u>Session 6</u> : Revenue Procurement & post contract management	<ul style="list-style-type: none"> Overview of Revenue Procurement Range & Depth of revenue procurement through industry. Process & Peculiarities of revenue procurement. 	MGS Branch
1045-1135		<ul style="list-style-type: none"> Post Contract Management. Expectations from industry. 	MGS Branch