

# NDIA Training Programs

# NDIA Training Programs

- **Provide information and skills to enhance industry participation in the DoD materiel development and acquisition process**
- **Focused principally toward Industry, but some Government do attend**
- **Typically a 'partnership' effort**
- **Multiple offerings / iterations across the U.S.**
- **Discount pricing for Small Business**

# Current Offerings

- **Defense Systems Acquisition Management (DSAM)**  
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  - **Mastering Business Development®**  
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- **“How Washington Works – Navigating the DoD”®**  
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  - **Configuration Data Management (CDM) Training / Certification**

# Defense Systems Acquisition Management (DSAM)

# Defense Systems Acquisition Management

- **Partner:** Defense Acquisition University
- **Duration:** 4.5 Days
- **Frequency:** 4-5 per year
- **Location:** Multiple, across U.S.
- **Target Audience:** Industry program managers, systems engineers and others involved in DoD program development and execution.
- **Objective:** Provide a comprehensive understanding of the environment and driving forces affecting program development.

# Defense Systems Acquisition Management

## Course Overview

- **Defense acquisition policy for weapons and information technology systems**
- **Defense acquisition reform and initiatives**
- **Defense acquisition procedures and processes**
- **The Planning, Programming, Budgeting, and Execution process & Congressional budget process**
- **The relationship between capability needs determination, resource allocation, science and technology activities, and acquisition programs**

# "Mastering Business Development"®

# Mastering Business Development®

- **Partner:** *MBDi* (NDIA Corporate Member)
- **Duration:** 2 Days
- **Frequency:** 4-5 per year
- **Location:** Multiple, across U.S.
- **Target Audience:** Industry business development staff and managers.
- **Objective:** Train participants to identify valid business prospects, effectively qualify them and develop win-win business relationships for their organizations.



# Mastering Business Development

## Course Overview

- **Required business development competencies - thinking, behavior and skills**
- **Identifying and qualifying potential business opportunities**
- **Client engagement / revenue generation**
- **Common Business Development language and culture among an organization's Business Development, Capture, Proposal and Operations teams.**

*" How Washington Works—  
Navigating the DoD " ®*

# *" How Washington Works - Navigating the DoD " ®*

- **Partner:** **WBB, Inc. (NDIA Corporate Member)**
- **Duration:** **2 Days (one-day course available)**
- **Frequency:** **5 per year**
- **Location:** **Reston, VA (WBB HQ)**
- **Target Audience:** **Industry members, Embassy staff and others new to DoD acquisition and contracting**
- **Objective:** **Provide an understanding of the processes that guide DOD acquisition actions and decisions, and how they are implemented**

# *" How Washington Works - Navigating the DoD " ®*

## Course Overview

- **Joint Capabilities Integration & Development System (JCIDS)**
- **Identification of the organizations and processes associated with DOD 5000**
- **Planning, Programming, Budgeting and Execution (PPBE) process**
- **Working with Congress**
- **Military Services priorities & adjudication**
- **Special Operations Forces**

# Configuration Data Management

## Training & Certification

# Configuration Data Management Training & Certification

- **Partner:** NDIA Contract Instructor
- **Duration:** 2 Day Prep course w/ Certification Exam
- **Frequency:** 6+ per year
- **Location:** Multiple, across U.S.
- **Target Audience:** Configuration data management trainees and professionals.
- **Objective:** Provide an understanding of the processes that guide DOD acquisition actions and decisions, and how they are implemented.

# Configuration Data Management Training & Certification

## Course Overview

- **CDM Functions & Principles; Identification; Engineering Drawings; Specifications; RFPs**
- **Change Management; Data Preparation and Accuracy**
- **Configuration Status Accounting: CSA Systems; CSA Data; Reports; Interface Control; Software Libraries;**
- **Verification and Audit; COTS/NDI Issues; International CDM: ISO Standards; Technical Data Inspection**

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**Certification levels: Apprentice / Specialist / Manager**

# QUESTIONS ?



# Pricing

- **DSAM** **\$2100**
- **MBD** **\$1795**
- **HWW** **\$1595**
- **CDM** **\$ 580**