

**Training is an  
Investment in Your  
Future Success**

One constant about the DoD's acquisition process is that it is always changing.

Since its introduction in 1971, the DoD 5000 series has undergone a major revision about every 2.5 years.

Our training courses help your team keep up with the changes.

Some of the benefits you should expect from our acquisitions training services include:

Increased understanding of acquisitions policy & process

Improved capture effectiveness

Increased productivity by your capture and PTW personnel

Improved protest decision-making

Increased amount of usable information from USG debriefs

Improved, customer-focused, solutions

**Can you afford not  
to put your  
company in its best  
position to win?**

## DoD Acquisitions Training

Understanding key aspects of the United States (U.S.) Department of Defense (DoD) acquisitions processes can help you:

- Identify the key touch points throughout the process where you have the best opportunity to influence the upcoming procurement
- Understand the various processes that your U.S. Government (USG) counterparts must adhere to as they move through the acquisitions lifecycle
- Determine the key deliverables needed by the USG for each phase of the acquisitions lifecycle
- Understand the government's source selection processes for competitive procurements
- Navigate through both agency and Government Accountability Office (GAO) protests procedures

Leveraging nearly 50 years of DoD acquisitions, business development, capture management, and proposal management experience, we offer one-half or full-day courses covering various DoD acquisitions topics that can help your team increase the effectiveness of your new business acquisitions efforts. The table below lists each available instructor-led course, a summary description, and its length.

Course Name	Summary Description	Length
Program Planning & Budget Execution	Explains the PPBE process from requirement to funding. Topics include budget creation & cycles, and how to read & understand the various budget documents	Half Day
Understanding the DoD Life Cycle Framework	Walks participants through the entire DoD Acquisition Life Cycle chart, explaining each phase, its entry and exit criteria, and key milestones	One Day
An Overview of DoD Source Selection Evaluation Methodologies & Processes	Discussion of the various competitive acquisition methodologies employed & their related evaluation processes. Also included is an overview of the source selection evaluation team's roles & responsibilities	Half Day
Understanding the USG's Debriefing Process	Explains the FAR and DFARS requirements for both pre-award and post-award debriefs & what you can expect to receive from each	Half Day
Understanding the Protest Process	A look at both agency and GAO protest guidelines, decision-making, and processes	Half Day

Contact us for any of your acquisitions, capture, or proposal management training needs.