IDARM PRESS RELEASE:

In conjunction with the Defense Governance Management Team (DGMT), IDARM conducts one-week “International Defense Acquisition Negotiations and Contracting” workshop during 7-11 September 2015 in Belgrade, Serbia

In conjunction with the Defense Governance and Management Team (DGMT), the International Defense Acquisition Resource Management (IDARM) program conducted an “International Defense Acquisition Negotiations and Contracting” workshop in Belgrade, Serbia during 7-11 September, 2015. DGMT works under the direction of OSD Policy to engage NATO and Partnership for Peace (PfP) countries throughout the year in defense institution building. IDARM supported DGMT in providing subject matter experts to execute this workshop which examined the key considerations in pre- and post-contract award and contracting activities and the negotiation of complex contracts. Emphasis was placed on the planning, analysis, and development of techniques for conducting successful negotiations. Participants completed small group activities, case studies, and multi-day negotiation exercises to reinforce concepts. 10 participants were in attendance from various units within the Serbian Ministry of Defense (MoD) such as the Procurement Department, Logistics Department, Planning and Research Department, Technical Test Center, and the Military Technical Institute. IDARM subject matter experts provided participants with detailed feedback on all aspects of the simulated negotiations from the start of the negotiations to when the negotiations teams had an agreement in place. IDARM will continue to support DGMT in providing expertise as required for the Serbian Armed Forces and the MoD in their defense acquisition reform efforts.