

# PREPARE YOURSELF TO FIGHT THE SOFTWARE DRAGON!

*Attend one of our courses in  
Software Acquisition Management*

DEFENSE SYSTEMS MANAGEMENT COLLEGE  
INFORMATION RESOURCES MANAGEMENT COLLEGE

**S**oftware Acquisition Management is the process of acquiring DoD software, managing its development, and ensuring its supportability for the entire life cycle. This process applies to all three major software domains: weapon systems, C4I systems, and automated information systems. It includes the development of specialized software as well as the purchase and integration of commercial off-the-shelf software.

Software acquisition management issues impact anyone who works on software-intensive systems. This is especially true for those who work in the career fields of Acquisition Management; Contracting; Acquisition Logistics; Systems Planning, Research, Development, & Engineering; or Test & Evaluation.

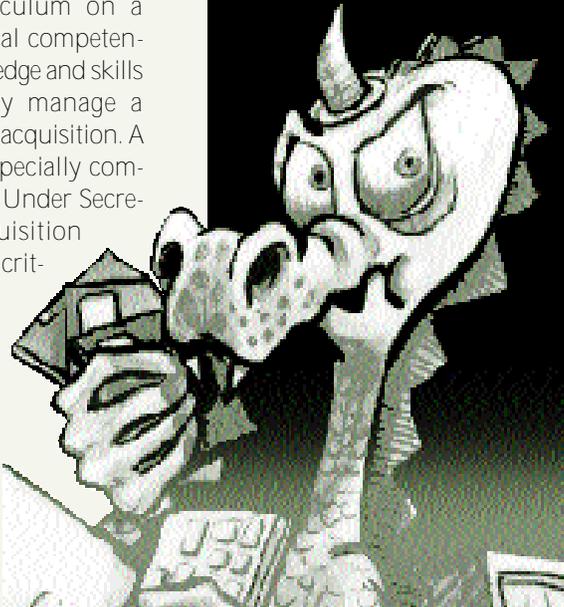
The DSMC and IRMC course development team built this software acquisition management curriculum on a foundation of nine "critical competencies" that reflect the knowledge and skills required to successfully manage a software-intensive system acquisition. A high-level review team especially commissioned by the Deputy Under Secretary of Defense for Acquisition Reform, established these critical competencies.

*We offer three software acquisition management courses:*

The first tier is our **Basic Software Acquisition Management (SAM-101)** course. It presents "the

"There is currently  
a shortage of  
sufficiently qualified  
software personnel  
at all levels within  
the Department."

- 1994 Defense  
Science Board



basics" to those who are just starting out in software acquisition.

This self-paced, online course delivers a basic understanding of the tools and techniques used by software acquirers.

The **Intermediate Software Acquisition Management (SAM-201)** course builds on the students' basic software experiences and knowledge obtained from successful completion of the SAM-101 course.

During this two-week course, students will study and apply tools, techniques, and best practices via real-world exercises. We emphasize problem solving via integrated product teams.

Our senior course is **Advanced Software Acquisition Management (SAM-301)**. In this two-week course, you will develop broad analysis and synthesis skills through discussion and intensive case studies.

Students are expected to focus their training on the needs of their current programs.

SAM-201 is a prerequisite for this course.

*Who should take these courses?*

If you are managing the acquisition of software for today's software-intensive systems, these courses are for you! Whether your system domain is weapons, C4I, or automated information systems, these courses will prepare you to deal with software issues on any program.

“Software is on the critical path for nearly all our weapon and support systems.”

- DUSD(AR)

#### *Why three courses?*

We could have packed it all into a single course. But not everyone needs all of the information up-front. Also, part of learning how to acquire software is actually doing it. Newcomers complete SAM-101 to learn the basics of acquiring software. Mid-level managers can attend SAM-201 to learn the latest tools and techniques. Senior, experienced managers can study the overall management structure of a software-intensive program during SAM-301. So, we have developed three software acquisition management courses to match your educational needs!

For more information, please contact one of the following course directors or contact either college.

BSAM (SAM-101)  
sam-101@dsmc.dsm.mil

ISAM (SAM-201)  
sam-201@dsmc.dsm.mil

ASAM (SAM-301)  
sam-301@dsmc.dsm.mil

DSMC  
(703) 805-3788  
DSN 655-3788  
www.dsmc.dsm.mil

IRMC  
(202) 685-4880  
DSN 325-4880  
www.ndu.edu/irmc

Our courses teach these  
Nine Critical Competencies to prepare YOU  
to fight the SOFTWARE DRAGON!

#### *Critical Competency 1:*

Identify software acquisition risks, select appropriate risk mitigation strategies, and evaluate the relative merits of the strategies.

#### *Critical Competency 2:*

Identify DoD regulatory and technical frameworks that apply to the software-intensive system and select techniques appropriate to the management of the three software domains (weapon systems, C4I systems, and automated information systems).

#### *Critical Competency 3:*

Describe the software development and integration process and the software technical life cycle; relate these to the overall system acquisition process.

#### *Critical Competency 4:*

Understand the roles of government and industry in software acquisition management activities.

#### *Critical Competency 5:*

Explain software procurement requirements, apply appropriate software source selection best practices, and evaluate proposal documentation and evaluation criteria associated with the acquisition of software systems.

#### *Critical Competency 6:*

Identify, select, and apply appropriate tools and techniques for planning, measuring, and predicting software development progress.

#### *Critical Competency 7:*

Explain and select current policies and “best practices” for software test program planning and execution; illustrate software test sufficiency.

#### *Critical Competency 8:*

Critically evaluate program office and developer planning efforts for development, integration, management, and support of software-intensive systems.

#### *Critical Competency 9:*

Explain the relationship among the economic factors of software systems, business case analysis, management of obsolescence, and cost versus performance technology trends.

