

COTS-Based Systems for Program Managers – Course Syllabus

Course by Invitation only, please contact your command-training representative for command nomination information. (a current listing of command training representatives can be found at: <https://www.atrs.army.mil/channels/clm/>)

Who should attend?

Program Managers and their Direct Reports

COTS-Based Systems for Program Managers addresses the major challenges and opportunities associated with the use of commercial off-the-shelf (COTS) products in software-intensive systems from the perspective of the program manager.

After attending, program managers will be better equipped to

- Devise an action plan to deal with the range of activities affected by COTS
- Anticipate and plan for problems and risks that might otherwise catch managers unaware
- Include COTS-based systems when formulating acquisition strategies

The presentation covers fundamental definitions; an overview of some of the major engineering, business, acquisition, and contractual activities affected by COTS-based systems; and recommendations.

The presenter will describe practices, based on real-world case studies, for COTS business case, vendor and supplier relationships, architecture, license negotiation, requirements, evaluation, risk management, and much more.

The presenter delivers a stand-up presentation and invites questions and discussion as time permits.

Course materials include

Materials will help participants apply the concepts in their programs.

- Slides with extensive notes
- Annotated bibliography on COTS-based systems
- Quick-reference card with the Keys to success with COTS based systems
- "COTS-Based Systems: Keys for Success and CBS Activity Sets"
- "COTS-Based Systems: What Executives Should Look For in Their Programs"
- "The Commandments of COTS: Still in Search of the Promised Land
- "The Opportunities and Complexities of Applying Commercial Off-the-Shelf Components"
- "*Quotations from Chairman A Little Red Book of Truths to Enlighten and Guide on the Long March toward the COTS Revolution*"

Prerequisites

Participants should be familiar with acquisition and program management. Industry attendees should be comfortable with DOD terminology.