

Seeking Innovative Business Education Providers to Help Upskill a 140K+ Federal Workforce (FEDS140K)

The Federal CFO Council, which directly manages a 140,000+ interagency workforce, is about to begin a new fed-wide 2+ year technology pilot and is **seeking innovative business education providers** that can help us continuously modernize, educate, and upskill our Financial Management workforce.

Through this RFI process, we hope to bring attention to this initiative and establish a collaborative, financially rewarding, and *flexible* teaming relationship with a *select group* of innovative training/education providers.

In short – **we want to embed web links to YOUR innovative pay-for course/content offerings directly into our approved and online-accessible, workforce career skills guide.** When our 140,000+ employees (typically with individual annual training budgets of \$1000+) seek direction on how to advance their career and upgrade their skills/knowledge – we want to point them directly to you (as officially *Trusted Providers*), via our Executive Branch endorsed, online career guide, so that they can directly purchase what they need.

We're seeking training and education content that is graduate and undergraduate-level equivalent (i.e., insightful, intelligent, practical, relevant), using various modalities and delivery models – that best meet the needs of our Financial Management workforce.

If this effort is successful, the two-year pilot (estimated duration) would be converted into an ongoing initiative and could potentially be expanded to address much larger segments of the Federal workforce.

This is a *collaborative effort* - which we hope to make as easy and seamless as possible. We want this initiative to also attract modern/innovative educational/training organizations that might not typically consider partnering with the government.

To help make this teaming relationship an extremely low-risk proposition, in lieu of a binding service agreement or contract, we will instead be using a 2-page non-binding plain language Memorandum of Understanding (MOU). In partnering with us, we'll also make available data and feedback from the pilot effort, give structured access to agency, and Office of Management and Budget (OMB), leadership (helpful in getting feedback/input), and do what we can to help improve the service (hopefully creating a "virtuous cycle" effect).

How Will this Work?

1. Interested applicants will have two opportunities to ask questions and propose suggestions. We encourage everyone to take advantage of both opportunities.
 - a. We'll receive all **Round 1 questions submitted by October 7th, 2021** to <https://www.menti.com/1scb5un2vw>

- i. After receiving your initial Round 1 questions/suggestions we'll publicly publish answers, make updates as needed, and post any changes.
- b. You will also have a second opportunity to submit follow-up questions to the same link (<https://www.menti.com/1scb5un2vw>) by **December 13, 2021**.
 - i. After receiving your Round 2 questions/suggestions we'll publish answers, make updates as needed and post any changes.
2. Attend the "Virtual Open House", tentatively planned for **December 16th, 2021**, and learn more about this initiative.
3. Monitor [sam.gov](https://www.sam.gov), and [cfo.gov](https://www.cfo.gov) (<https://www.cfo.gov/workforce-modernization/application-guidance/>), for updates, answers, and copies of presentation materials and more.
4. If interested in applying/responding, submit your information to us in the format requested by **January 17, 2022** (see Application Package guidance posted on [sam.gov](https://www.sam.gov), and [cfo.gov](https://www.cfo.gov), for more details).
5. If your Information Package is selected for further evaluation, be available for a virtual interview and technology demo around the January timeframe. Scheduling is dependent on how quickly we can review submitted information packages.

Note: To keep it *manageable* for us, and *attractive* to potential teaming partners, we're going to LIMIT this partnering opportunity to a small number of innovative providers (approximately 5-7) that can best meet the needs of our 140,000+ workforce.

What Else Should You Know?

- Within the information package we'll ask you to "map" your course content offerings into our Version 1.0 career model. The 1.0 career model is a beta version that we'll use to go live. Once provider applicants are selected, they are welcome to collaborate with us on building out the career guide and helping us to refine the broader shape of this overall initiative (i.e., more than just what is mentioned in the RFI).
- We hope that selected training providers can provide a version of a best/lowest price guarantee to our community. This will help drive "traction" to this initiative and foster the "virtuous cycle" effect.
- Our stakeholder sponsors are the Executive Office of the President / Office of Management and Budget, the Department of the Treasury, the Department of Defense, and the CFOs and Deputy CFOs of the 24 CFO Act Agencies. We are also making information available to the Office of Personnel Management and other fed-wide Executive Councils.