

## Seeking Innovative Business Education Providers to Help Upskill a 140K+ Federal Workforce

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 (as a somewhat “captive audience”) 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 (see listing of functional areas further below).

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. We’ll take all Round 1 questions submitted by July 1 via this survey link [[https://feedback.gsa.gov/jfe/form/SV\\_559Un8TvgltR9Ay](https://feedback.gsa.gov/jfe/form/SV_559Un8TvgltR9Ay)]. After receiving your initial Round 1 questions/suggestions we’ll publish answers, make updates as needed and post any changes. You will also have a second opportunity to submit follow-up questions (survey link to be provided) by July 22.
2. Attend the “Virtual Open House”, tentatively planned for July 30, and learn more about this initiative.

## DRAFT - NOT READY FOR RELEASE

3. Monitor beta.sam.gov (and cfo.gov) for updates, answers, and copies of presentation materials and more.
4. Submit your information to us in the format requested by August 17, 2021 (see Application Package guidance posted on beta.sam.gov).
5. If your Information Package is selected, be available for a virtual interview and technology demo around the late August timeframe. Scheduling is dependent on how quickly we can review submitted information packages.
6. 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 (*the "captive audience"*).

### 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. We do have funding to expand it. 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, the 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.
- Our user base target for this two-year+ pilot will consist of approximately 140,000+ federal employees, primarily of Finance Management professionals, that fulfill a wide range of roles that include:

▪ Budget	▪ Financial Systems	▪ Procurement
▪ Finance & Financial Planning	▪ Accounting	▪ Executive Leadership
▪ Performance	▪ Back Office(AP, AR, Debt, Billings, Receipts, Disbursements)	▪ Project Management
▪ Strategic Planning	▪ Financial Reporting	▪ Business Process Improvement
▪ Enterprise Risk Management	▪ Auditing	▪ Data Analysis
▪ Internal Controls	▪ Adapting Technologies	▪ Building Collaboration
▪ Leading/Developing Teams	▪ Driving Change / Acting as Change Agents	▪ Envisioning / Planning for the Future
▪ Implementing Robotic Process Automation	▪ Grants Management	▪ Enterprise Risk Management
		▪ Business Transformation
- Have other questions? Please send them in via the survey link [[https://feedback.gsa.gov/jfe/form/SV\\_559Un8TvgltR9Ay](https://feedback.gsa.gov/jfe/form/SV_559Un8TvgltR9Ay)] mentioned above. We'll do our best to get timely information out to the community of interested providers.