



# ARE YOU AN ONLINE UNIVERSITY, EDUCATION PROVIDER, OR TECH COMPANY **OPERATING IN THE UPSKILLING SPACE?**



The government is interested in partnering with organizations like yours to upskill its **2.1 million federal employees**.

Emerging technology is causing tremendous change within the federal workforce – making many current positions obsolete and creating new roles and processes. The roles created require new skills that are increasingly complex. To succeed, federal employees will need access to continuous learning tools and dynamic training content in a variety of modalities.

## **The Workforce Modernization Initiative**

Part of a broader effort to upskill the Federal workforce, this initiative uses the Federal Financial Management community (approximately 140,000 employees) as a test population. The initiative seeks participation from education providers to provide access to pay-for content that aligns with 54 upskilling competency areas.

The pilot effort aims to create a tool that provides detailed career advancement guidance to sectors of its workforce, helping them identify individual knowledge gaps and directing them to best-in-class education content provided by the private sector for purchase. If the pilot initiative is successful, this model could be expanded to larger segments of the Federal Workforce (currently 2.1M employees).

This novel upskilling approach is structured to be attractive to education providers. This includes those outside-the-beltway tech companies, online universities, and other innovative providers that may be apprehensive about doing work in the government space. Using a novel “Trusted Provider” strategy, it finds an alternate path around most traditional heavyweight contracting processes and instead creates a flexible teaming relationship with a select group of vendors.

**Learn more** →



## ▶ WHAT UPSKILLING CONTENT IS THE GOVERNMENT LOOKING FOR?

We're initially interested in content that aligns with 54 Financial Management competency areas. Our test population for workforce modernization works in the Financial Management sector (across the federal government) and most of the course content would need to serve *that* community's upskilling knowledge needs. This would include topic coverage in areas such as:

- Financial Management
- Accounting
- New Technology Utilization and Adoption
- Data Analytics
- Strategic Decision Making
- Performance Management
- Transformative Leadership
- Process Improvement
- Continuous Learning Skills

## ▶ AN OPEN INVITATION

We want to elevate a few, well chosen, content providers to meet our Financial Management community's upskilling needs by building a promoted, direct pipeline to your course offerings via a workforce modernization career planning tool developed by the government.

If your organization is selected, your course offerings will be enthusiastically endorsed and championed by federal leadership as an integral factor in employee career advancement.

The window to apply is open until August 17th, 2021. The full details can be accessed on [beta.sam.gov](https://beta.sam.gov), available at Solicitation #XXXXXXX, or mirrored on [cfo.gov](https://cfo.gov) at XXXXXXXXXXXX.

## ▶ BENEFITS

- Potential to initially reach up to 140K-person workforce, **with an estimated spend budget of \$140M+**, with your content offerings
- Expansion possibility to reach larger segments of the **2.1M Federal workforce**
- Possible opportunity to collaborate with the government to **perfect your workforce modernization and upskilling offerings**
- Help the government create a better workforce and meet the needs of the American public. **This initiative has been identified as a year-1 Biden Administration priority.**

## ▶ PRESS INTERACTION

Are you a news outlet seeking more information? We're eager to get the word out about this initiative and will make available information and resources to answer your questions. Members of the media should email questions to [press@gsa.gov](mailto:press@gsa.gov). Please use the subject header "Workforce Modernization Pilot" in all inquiries.

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