

Developing Staff Skills in Bidding on Federal Contracts

Blended Solution Cuts Training Time By 80%

The Challenge

A major consulting firm wanted training for their staff to enhance their ability to bid on Federal contracts. With limited time and an immediate need for the training, the firm required:

- An aggressive schedule to improve staff time to completion
- Training to be conducted online to the extent possible
- Online classes to be as short as possible

The Process

Based on the firm's needs, Management Concepts created a blended solution of online and classroom training, which included developing custom online classes that would deliver the necessary training in a streamlined way in order to minimize the time burden on the learners and accelerate the development process.

The Solution

With Management Concepts *Grants Management Certificate Program*™ as the foundation, the solution included a mix of classroom and asynchronous online courses, including the abbreviated custom online classes.

The Results

Because the solution proved to be a good fit for the firm's needs, the client ordered the training program for three cohorts over a two-year period. Client cohorts completed the program in six months—80% faster than the typical completion time for the certificate program.

Student evaluations highlighted the flexibility of the online courses, the comprehensiveness of the materials, and the applicability of course topics to their work. Based on the program's effectiveness, a participant who has moved to another organization has since contacted Management Concepts about replicating the solution for her new employer.

KEY FACTS

CLIENT

A major consulting firm

PROJECT GOALS

- Develop staff ability to successfully bid on Federal contracts
- Deliver training as quickly as possible

KEY OUTCOMES

- Program completion time of six months represents 80% decrease in amount of time typically required
- Flexibility, applicability, and comprehensiveness of materials ensured learning outcomes and participant satisfaction were not sacrificed for speed

CLIENT

“Provides essential resources to succeed with grants management programs.”

“Excellent materials that will serve as a good reference in my daily work.”

“Discussion helped explain complicated issues, allowed participants to relate.”

CALL TODAY to learn how Management Concepts can help you achieve your performance improvement objectives.

888.545.8579