

# FOOD & DRUG ADMINISTRATION

## Management Concepts Solutions

### FDA Blanket Purchase Agreement

Management Concepts, Inc. was awarded on a \$100 million, 5-year Blanket Purchase Agreement (BPA) from the Food and Drug Administration for workforce development, training and consulting services.

The Integrated Services BPA, awarded through the FDA University (FDAU), allows Management Concepts and its partners to provide professional development support to an estimated 17,000 FDA employees across five key service areas.

#### FDA INTEGRATED SERVICES

#### HOW MANAGEMENT CONCEPTS CAN HELP

Training Support Services	Training Support Services	Training Support Services
<ul style="list-style-type: none"> <li>• Instructional Design and eLearning Support</li> <li>• Training Delivery Services</li> <li>• Training Administration Support</li> </ul>	<ul style="list-style-type: none"> <li>• Assessment and Evaluation Services</li> <li>• Facilitation Services</li> <li>• Train-the-Trainer Services</li> <li>• Instructional Design                             <ul style="list-style-type: none"> <li>◦ Custom content and curriculum development</li> <li>◦ Maintain, recommend, review, and revise existing training</li> <li>◦ Tailor COTS materials to be agency-specific</li> </ul> </li> <li>• Multiple modalities of training                             <ul style="list-style-type: none"> <li>◦ Instructor-led classroom</li> <li>◦ Instructor-led blended (in-person &amp; remote)</li> <li>◦ Instructor-led virtual</li> <li>◦ Self-paced online</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Blended and Virtual Learning Support Services</li> <li>• Training Topics (COTS)                             <ul style="list-style-type: none"> <li>◦ Acquisitions &amp; Contracting</li> <li>◦ Analytics</li> <li>◦ Financial Management</li> <li>◦ Government Auditing</li> <li>◦ Grants &amp; Assistance</li> <li>◦ Human Capital &amp; Human Resources</li> <li>◦ Leadership &amp; Management</li> <li>◦ Professional Skills</li> <li>◦ Project &amp; Program Management</li> </ul> </li> </ul>
Human Capital Management	Human Capital Management	Human Capital Management
<ul style="list-style-type: none"> <li>• Leadership Development Support</li> <li>• Coaching Services (Traditional &amp; Agile)</li> <li>• Team Building Services</li> <li>• Organizational Development (Traditional &amp; Agile)</li> <li>• Performance Improvement Services</li> <li>• Change Management</li> <li>• Workforce Planning Services</li> </ul>	<ul style="list-style-type: none"> <li>• Leadership/Executive Coaching</li> <li>• Business Process Improvement &amp; Transformation</li> <li>• Career Planning &amp; Individual Development Plans</li> <li>• Change Management Services</li> <li>• Competency Modeling</li> <li>• Human Capital Planning &amp; Support Services</li> <li>• Leadership Development Programs (leadership pipeline from high-potential to executive level)</li> </ul>	<ul style="list-style-type: none"> <li>• Management Consulting Services</li> <li>• Organizational Assessments &amp; Development</li> <li>• Strategic Planning Services</li> <li>• Teambuilding &amp; Development                             <ul style="list-style-type: none"> <li>◦ Workshops</li> <li>◦ Facilitated sessions</li> <li>◦ Assessments</li> </ul> </li> <li>• Workforce Management &amp; Planning</li> </ul>
Learning Management Systems (LMS) Support	Learning Management Systems (LMS) Support	Learning Management Systems (LMS) Support
<ul style="list-style-type: none"> <li>• Capability Assessments and Requirements Development Support</li> <li>• Administration Support</li> </ul>	<ul style="list-style-type: none"> <li>• LMS Training Materials</li> <li>• LMS Administration Services</li> </ul>	
Strategic Communications Services	Strategic Communications Services	Strategic Communications Services
	<ul style="list-style-type: none"> <li>• Business Operations Services</li> <li>• Communications Services</li> </ul>	
Program and Project Management Services	Program and Project Management Services	Program and Project Management Services
	<ul style="list-style-type: none"> <li>• Business Operations Services</li> <li>• Program Management/Mission Support</li> </ul>	<ul style="list-style-type: none"> <li>• Program/Project Management Support</li> <li>• Support Program Improvement Management Accountability Act (PIMAA)</li> </ul>

## Current FDA Projects

9/30/2019 through 9/29/2020

### FDA Center for Drug Evaluation and Research (CDER) Office of Translational Sciences (OTS) Leadership Development Program

- Deliver 40 classroom courses in data analytics, visualization, writing, communication, negotiation, management and leadership

9/23/2019 through 9/22/2020

### FDA Center for Drug Evaluation and Research (CDER) Clinical Informatics Training

- Assess, develop and facilitate a clinical informatics training framework and curriculum

9/30/2020 through 9/29/2020

### FDA Office of Regulatory Affairs (ORA) Office of Training, Education, and Development (OTED) Pathlore LMS Requirements Assessment and Validation

- Review and recommend critical requirements for a new Learning Management System (LMS)
- Evaluate up to 20 FedRAMP-Approved Learning Management Systems against critical requirements list

## Other Agency Programs

### United States Patent and Trade Office (USPTO)

- Cohort-based Supervisor Certificate Program Support Services (SCP) training program
- Design, develop and deliver customized supervisory skills program to include on-site instructor-led sessions and virtual instructor-led sessions
- Design, develop, implement computer-based training



### Administration for Children and Families (ACF)

- Consulting services for executive leadership team and the leadership of their operating teams in the areas of organizational development and employee engagement including:
  - Teambuilding assessments
  - Facilitated team sessions
  - Individual coaching
  - Strategic action planning
  - Process improvement
  - Creation of organizational values



### United States Postal Service (USPS)

- Designed, developed and deliver three cohort-based leadership development programs
  - Individual contributor audience
  - Executive level audience
- Provide group, individual and executive coaching services
- Developed customized assessment instrument for one of the leadership programs based on USPS' competency model



## How to Buy from Management Concepts

CONTRACT NUMBER: HHSF223201910002B	ORDER TYPES: Firm Fixed Price, Time and Material, Labor Hour
CONTRACT TYPE: GSA PSS Schedule BPA	AWARD TYPES & VALUES: Orders with rapid competition among three BPA holders
MANAGEMENT CONCEPT'S VEHICLE ESTIMATE VALUE: \$100 million	MANAGEMENT CONCEPTS DUNS NUMBER: 082355652
PERIOD OF PERFORMANCE: 28 February 2019 - 27 February 2024	MANAGEMENT CONCEPTS RELEVANT NAICS CODES: 541611, 611430, 541612, 611710, 611619

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