



## Introduction to Colleague Consulting LLC:

Founded in 1997, Colleague Consulting LLC is a small business providing training and human capital services. We were awarded the HcaTS Unrestricted and Small Business Pool 1 contracts to provide a wide-range of customized training products and services designed to enhance workforce productivity and effectiveness. We were an OPM TMA vendor providing training and leadership training services for ten years and won nearly \$10 million over the contract period. TMA projects included leadership development, customer service, project management, acquisition, and highly technical flight training. Our clients under TMA have included OPM, the FAA, Defense Logistics Agency, Millennium Challenge Corporation, the Air Force, DCIPS, FEMA, and GPO.

Our team of 120 subject matter experts provide classroom-based, webinar-based, and online curriculum development and delivery, coaching, and organizational development and human resources consulting to Federal agencies. We have over 80 courses that we customize to meet an organization's specific needs. Colleague was rated by Dun and Bradstreet as a "Top Performer" (its highest rating) in customer satisfaction and in the top 1% of all training providers. Colleague is a Global Registered Education Provider with the Project Management Institute (PMI®) and is certified to provide NASBA CPEs.

## Core Capabilities:

- Training needs analysis
- Competency analysis, development and assessment
- Curriculum design and development
- Classroom, online, virtual, self-paced course development and delivery
- Program/project management training
- Acquisition/grants management training
- Leadership development and training
- Supervisor and management training
- Customer service training
- Individual and team coaching
- 360 assessments
- Workforce and succession planning
- Performance management
- Strategic planning
- Teambuilding and facilitation
- Change management
- Process improvement
- Program and training evaluation

Colleague's training courses focus on competencies to ensure that training improves performance in the workplace. Nearly all of our instructors are former Federal senior managers and subject matter experts, and many are certified Project Management Professionals (PMP®s). In OPM's comparison of the effectiveness of Colleague courses against the Metrics that Matters database of training provided to Federal customers, our training ranked significantly higher in all tracked categories, including the ability to apply knowledge and skills in the class to one's job.

Colleague Consulting has provided leadership coaching to over 1,600 SES and senior managers, frontline managers, and emerging leaders in four large Federal agencies. We offer stand-alone coaching as well as coaching that supports an organization's leadership program. Nearly all of our 40 coaches are certified by the International Coaching Federation and many of them are former Federal SES and senior managers.

## Past Performance:

Colleague's partial client list includes:

- Agency for International Development
- Department of Defense
- Department of Energy
- Department of the Interior
- Environmental Protection Agency
- Federal Aviation Administration
- Department of Homeland Security
- Internal Revenue Service
- Federal Deposit Insurance Corporation
- Federal Reserve Board of Governors
- Government Publishing Office
- National Science Foundation
- Housing and Urban Development
- Millennium Challenge Corporation
- Office of Personnel Management
- UN Foundation

## Differentiators:

We are a valued HcaTS partner for several reasons:

1. **Colleague has been a successful OPM TMA vendor for nearly 10 years.** Colleague has a proven track record of submitting successful TOC proposals against a vendor pool of nearly all large businesses. As a small business, Colleague won \$9.6 M in task orders.
2. **Colleague has a suite of over 80 courses in acquisition, grants, leadership and supervision.** Colleague tailors its courses to the agency's mission, directives, and guidance, which is what sets our training apart from those courses generically available in the open market place.
3. **Colleague has a proven track record in Federal contracting.** Colleague has been serving Federal agencies since 1997 and holds several large prime contracts including GSA's Professional Services Schedule, and large multi-year contracts with the Department of Energy, OPM, IRS, and GSA. We are particularly proud of the Exceptional ratings recently reported in the government's Contractor Performance Assessment Reporting System for all categories from our largest and longest standing client.
4. **Colleague provides the broad set of capabilities you would expect to find in a large firm.** Colleague has steadily built a talent pool of more than 120 on-call experts who bring specialized skills in curriculum design, certification programs, course development, online learning, and instructor-led and virtual training. We also supplement our training with a large cadre of coaches certified by the International Coaching Federation.
5. **Colleague has a winning track record under competitive IDIQs and BPAs.** Under our 3 largest multiple award BPAs, Colleague has won over 75% of the task orders and an estimated 90% of the revenues.
6. **Colleague repeatedly demonstrates managerial excellence.** Under 11 prime BPAs over the past 10 years, Colleague has successfully over 700 task orders.

## Corporate Data:

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### Relevant Codes:

DUNS #: 13-705-8413  
CAGE Code: 3QVF7  
Vet-4212 #: T133956  
Federal Principal Business Code: 541600 (Management, Scientific, and Technical Consulting)  
NAICS Code: 611430 (Professional and Management Development Training)  
PMI Provider #: 2038 (Global Registered Education Provider)