



IN DEPTH THE

U.S Federal Government Services

NAICS 611430

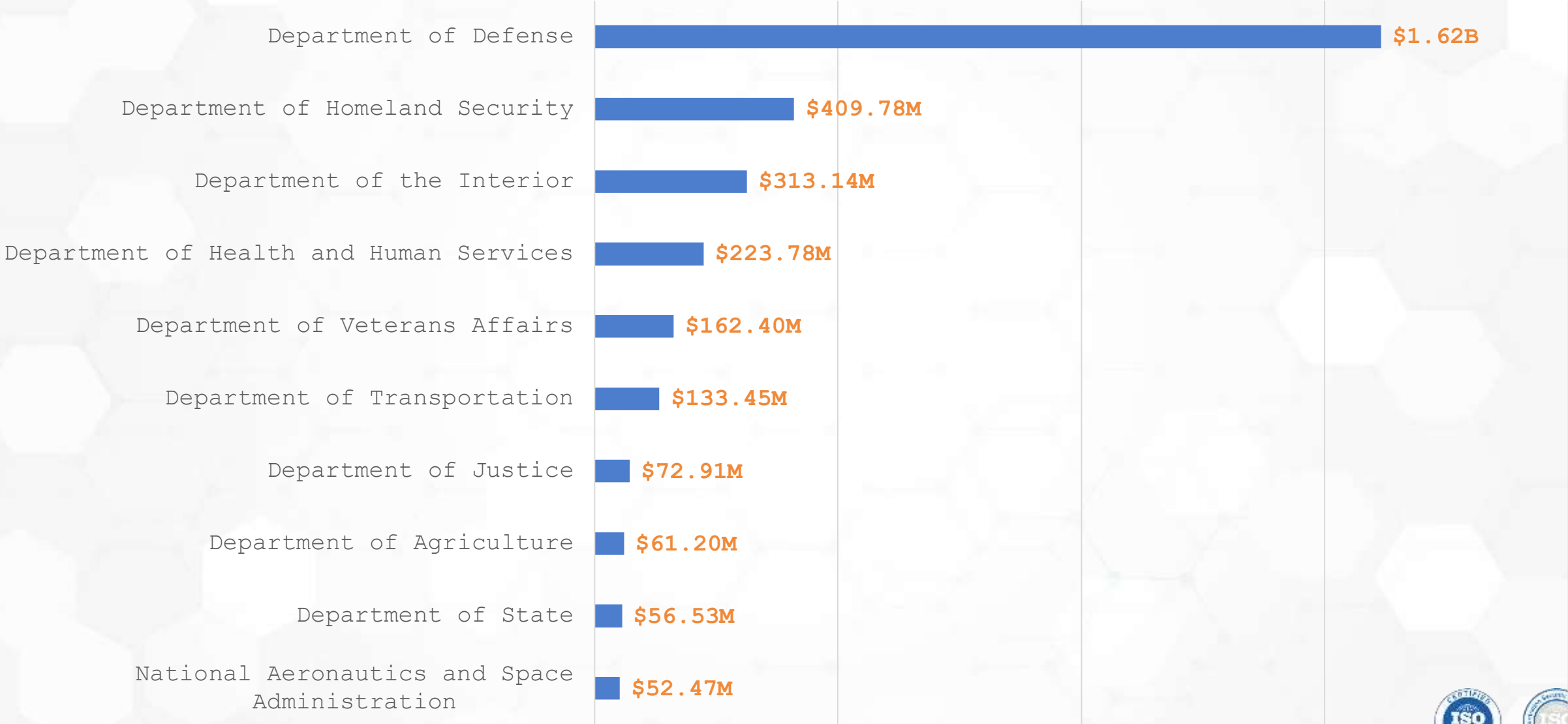
Professional and Management Development

Training

What is NAICS 611430 and Why is it important?

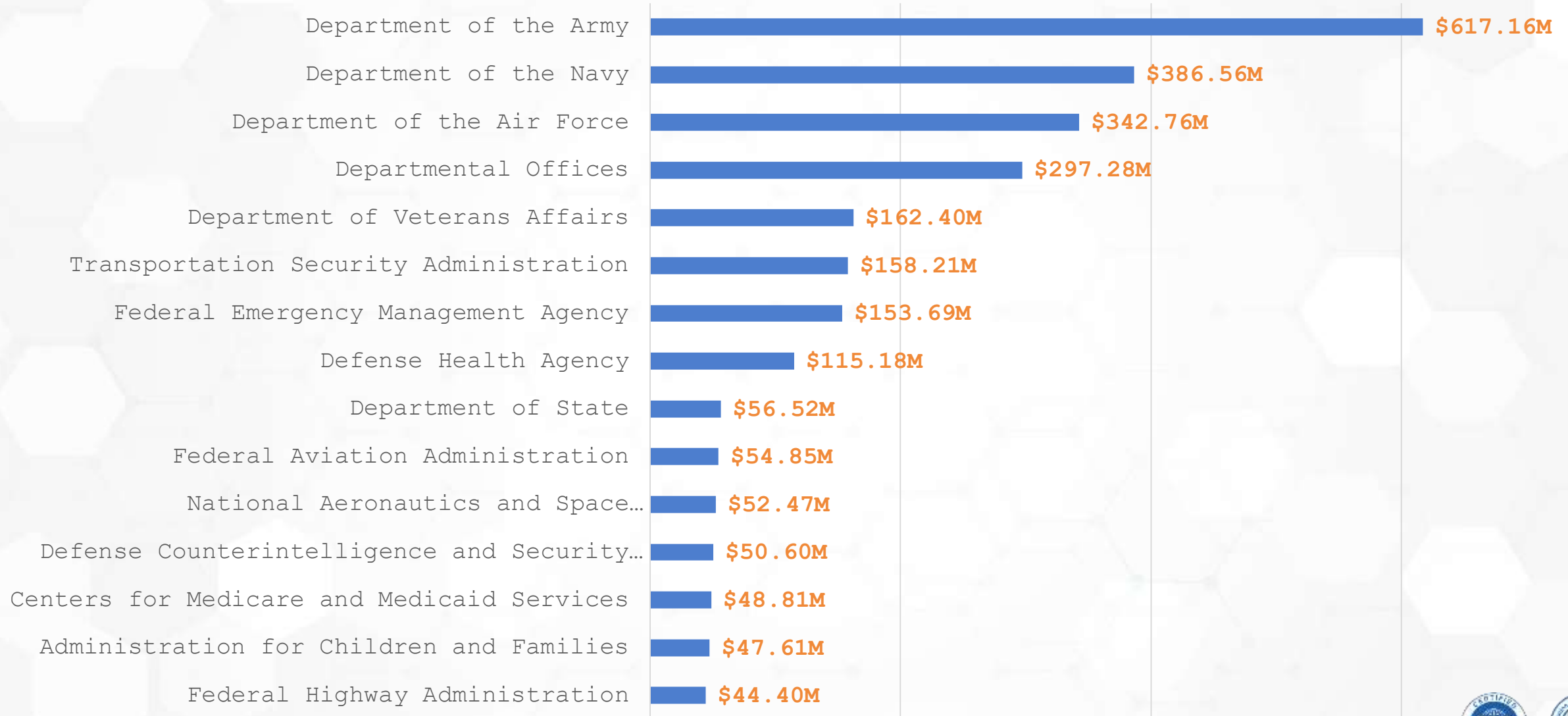
FY21-FY25 AGENCIES Cumulative Contract Dollars Awarded

Under NAICS 611430 - Professional and Management Development Training



FY21-FY25 Sub-Agency Cumulative Dollars Awarded

Under NAICS 611430 - Professional and Management Development Training



Agency Awards More Than 100 Contracts Awarded over FY 21-25



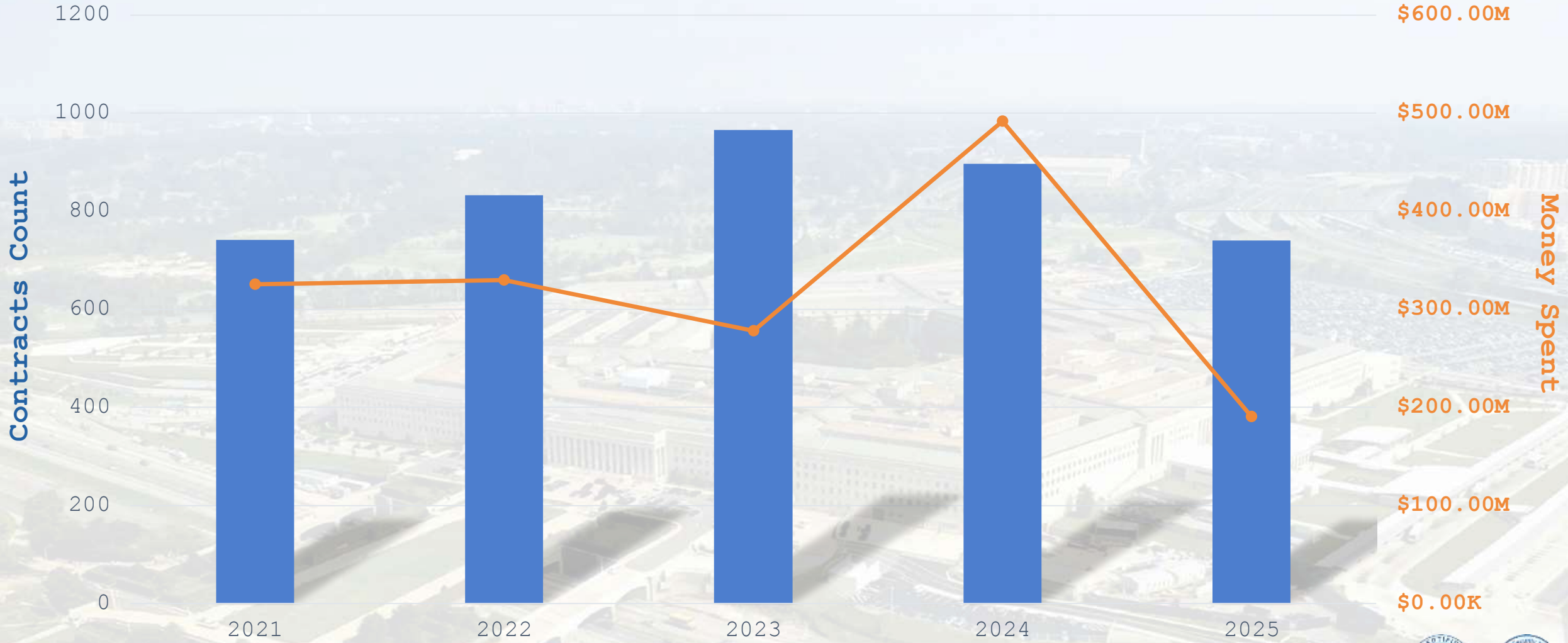
Under NAICS 611430 – Professional and Management Development Training

Agencies	FY					Total
	2021	2022	2023	2024	2025	
Department of Defense	742	833	965	896	740	4,176
Department of Justice	525	459	399	369	225	1,977
Department of State	159	157	268	258	149	991
Department of Veterans Affairs	167	150	185	183	98	783
Department of Health and Human Services	170	166	163	183	76	758
Department of Agriculture	194	188	145	105	22	654
Department of Homeland Security	169	129	153	131	68	650
Department of Transportation	107	93	136	119	48	503
General Services Administration	93	75	116	128	87	499
Department of the Interior	59	58	63	68	21	269
Department of the Treasury	65	60	51	40	20	236
Agency for International Development	29	47	81	54	15	226
National Aeronautics and Space Administration	32	51	62	46	33	224
Department of Commerce	25	31	36	23	17	132
Department of Energy	28	24	32	27	13	124
National Science Foundation	19	29	29	30	6	113
Grand Total	2,583	2,550	2,884	2,660	1,638	12,315



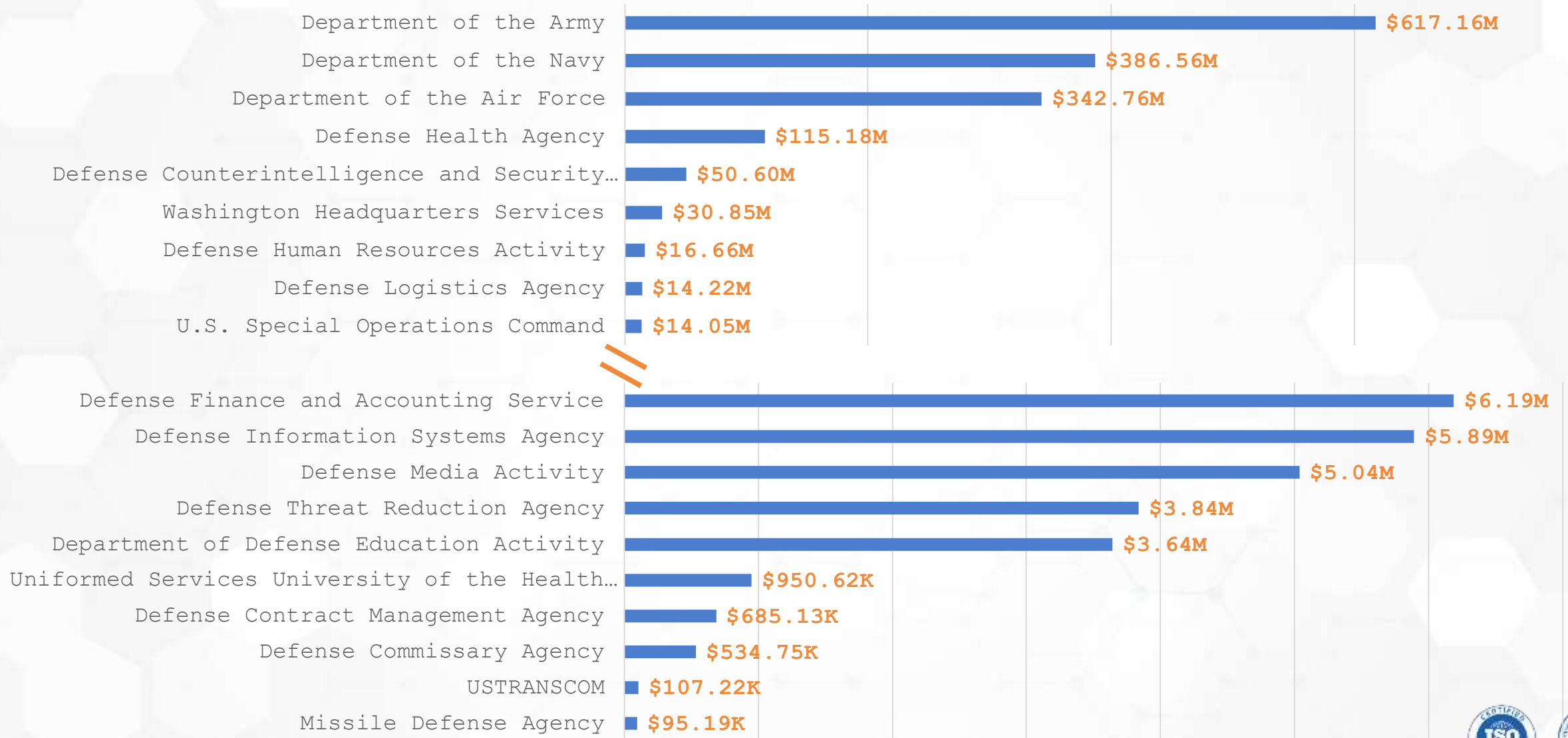
FY21-FY25 Department of Defense

Contracts Distribution and Total Money Spent for NAICS 611430 - Professional and Management Development Training



DOD Sub-Agency Cumulative Contract Dollars Awarded

Under NAICS 611430 - Professional and Management Development Training



DEFENSE Subagencies - Awards and Spend (FY21-FY25)

Under NAICS 611430 - Professional and Management Development Training



Subagencies	Award Count	Money Spent
Department of the Navy	1,830	\$386,556,733.80
Department of the Army	967	\$617,163,185.81
Department of the Air Force	688	\$342,764,108.31
Defense Logistics Agency	197	\$14,215,934.73
U.S. Special Operations Command	170	\$14,047,317.05
Defense Health Agency	87	\$115,183,961.04
Washington Headquarters Services	73	\$30,850,311.67
Department of Defense Education Activity	49	\$3,640,687.97
Defense Information Systems Agency	22	\$5,890,867.89
Defense Finance and Accounting Service	21	\$6,185,627.29
Defense Counterintelligence and Security Agency	21	\$50,599,768.24
Defense Human Resources Activity	14	\$16,659,708.57
Defense Media Activity	13	\$5,035,102.00
Defense Contract Management Agency	7	\$685,127.76
Defense Threat Reduction Agency	5	\$3,835,914.56
Defense Commissary Agency	4	\$534,750.00
Uniformed Services University of the Health Sciences	4	\$950,615.00
Missile Defense Agency	3	\$95,191.72
USTRANSCOM	1	\$107,224.96
Grand Total	4,176	\$1,615,002,138.37



4,176
contracts awarded

\$1.61B
in total money
spent over five
years



DOD - Small Business and Large Business (FY21-FY25)

Top Performers across under 611430 - Professional and Management Development Training



Companies	Total Obligated Amount Awarded
Large Business	
Amentum Technology, Inc.	\$147,918,232.02
The Boeing Company	\$111,098,694.56
ESG Aerosystems, Inc.	\$42,287,956.91
Management Concepts, Inc	\$30,139,425.41
Calibre Systems, Inc.	\$26,295,427.25
Small Business	
CIQIMA Federal Services, LLC	\$102,771,670.61
Mass Virtual, Inc.	\$92,815,389.10
Janus Research Group, LLC	\$39,872,026.68
Team Carney, Inc.	\$35,426,221.49
Goldbelt Apex, LLC	\$33,226,060.13



FY21-FY25 Smallest & Largest Contracts

Contracts Samples for 611430 - Professional and Management Development Training

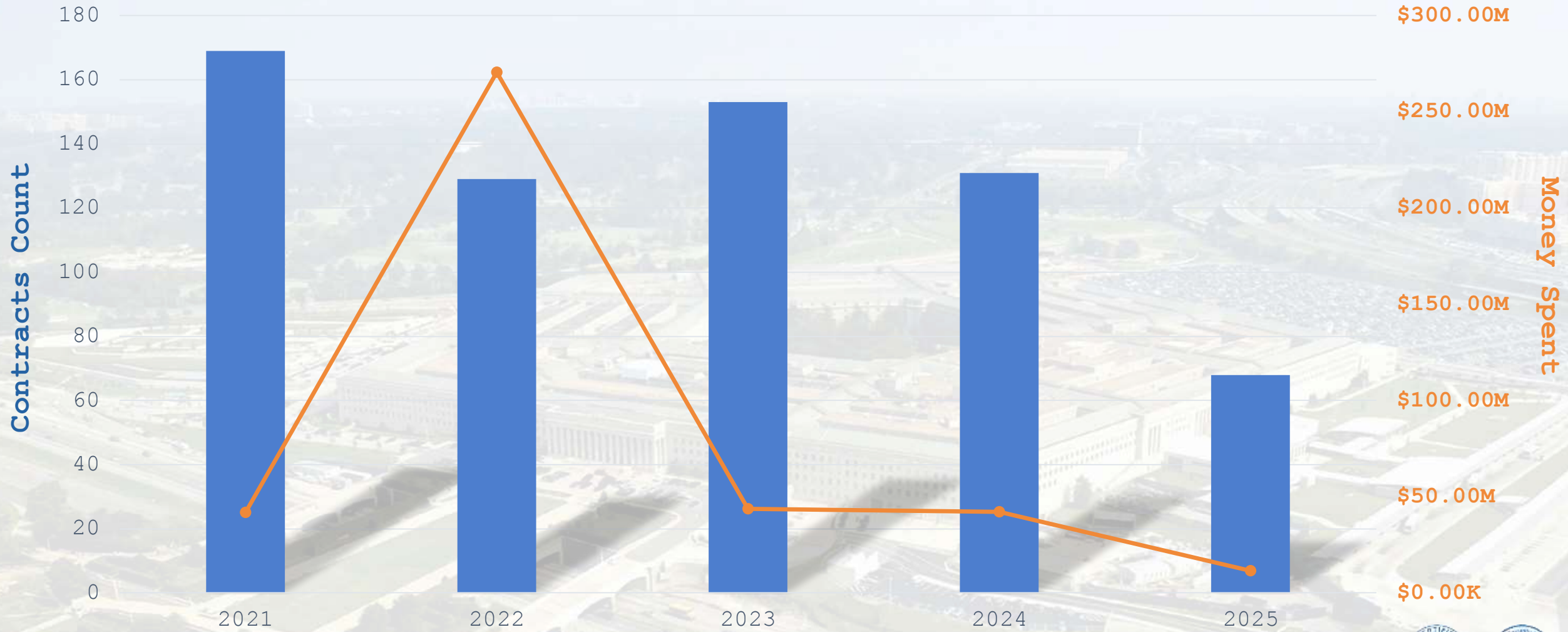


Contract ID	Department of Defense	Estimated Contract Value
N0016725F1027	Project Management Intermediate and Excel Intermediate Courses BPA Call	\$5,999.96
M6700124P1039	Web Based Training	\$148,192.08
HT001425P0047	Functional Medicine In Clinical Practice Training Courses.	\$166,937.50
N6247025F4012	Project Management Training	\$177,410.00
W9124924C0006	Cyberspace Defense Training Support	\$1,545,528.78
N0018925F0140	Career-long Learning Continuum (CLLC) Maintenance And Assess	\$1,652,247.53
W900KK25F0039	Procure program management (PM) support that will include the areas of instructional design, environments, training aids and products, instructional content in classroom and within specified systems for fort Huachuca, Arizona.	\$1,862,464.48
W9124923F0004	CCOE Instructor Support Services	\$18,734,175.79
FA251824C0004	The Instruction Of OTC Classes And Maintenance Of Course Materials.	\$19,739,366.37
W9124924F0002	CCOE Instructor Support Services	\$23,887,889.01
W900KK24F0124	HTASC 111th MI BDE Labor Support	\$50,972,421.33



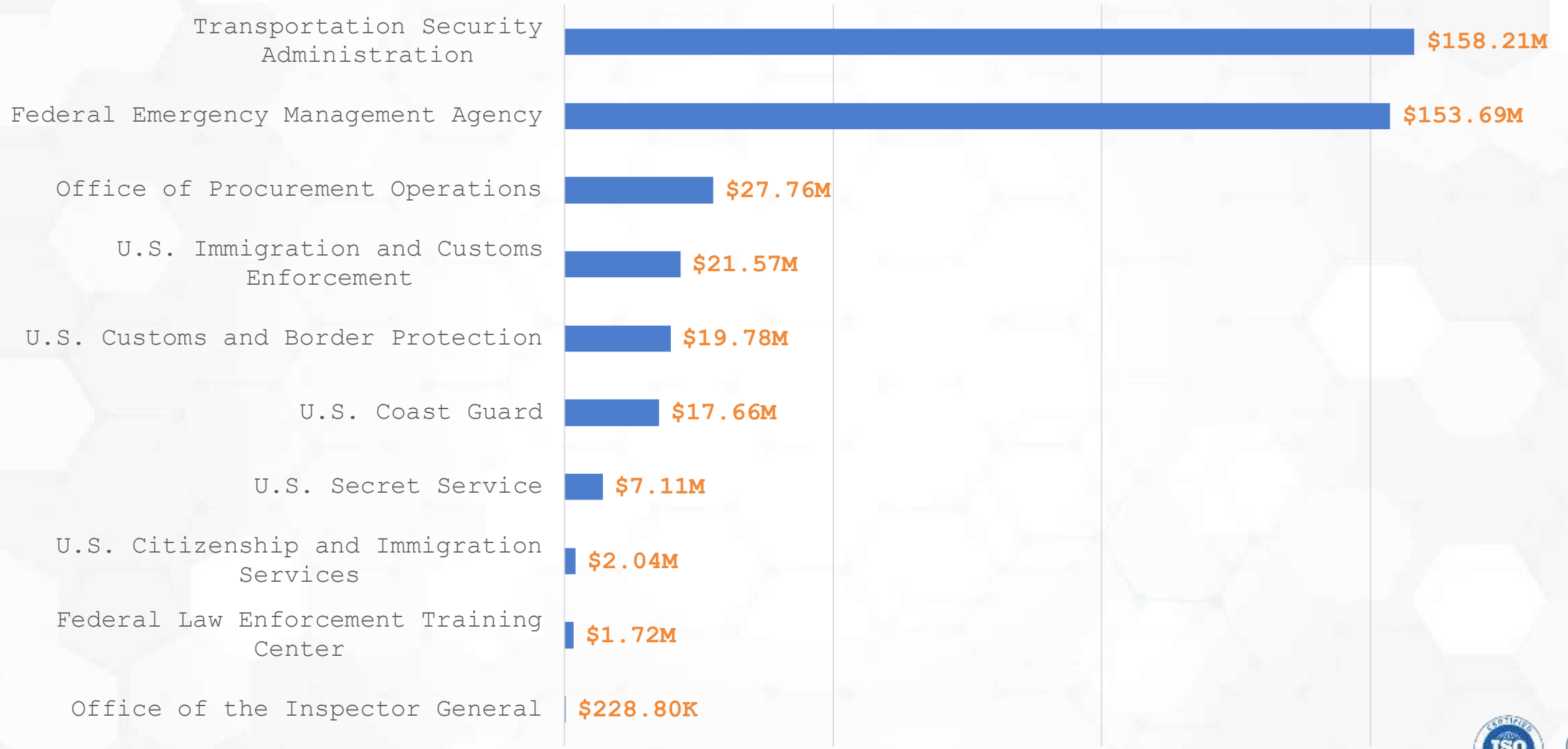
FY21-FY25 Department of Homeland Security

Contracts Distribution and Total Money Spent for NAICS 611430 – Professional and Management Development Training



DHS Sub-Agency Cumulative Contract Dollars Awarded

Under NAICS 611430 - Professional and Management Development Training



DHS Subagencies - Awards and Spend (FY21-FY25)

Under NAICS 611430 - Professional and Management Development Training



Subagencies	Award Count	Money Spent
U.S. Coast Guard	192	\$17,663,820.35
Federal Emergency Management Agency	149	\$153,688,629.28
U.S. Immigration and Customs Enforcement	87	\$21,571,838.50
U.S. Secret Service	57	\$7,114,216.54
Office of Procurement Operations	49	\$27,756,487.00
U.S. Customs and Border Protection	43	\$19,780,005.58
Federal Law Enforcement Training Center	27	\$1,722,240.16
U.S. Citizenship and Immigration Services	23	\$2,043,069.85
Transportation Security Administration	20	\$158,206,041.16
Office of the Inspector General	3	\$228,802.60
Grand Total	650	\$409,775,151.02



650

contracts
awarded

\$409.7M

in total money
spent over five
years



DHS - Small Business and Large Business (FY21-FY25)

Top Performers across under 611430 - Professional and Management Development Training



Companies	Total Obligated Amount Awarded
Large Business	
Deloitte Consulting, LLP	\$148,507,024.62
Leidos, Inc.	\$65,640,047.88
Guardian Centers Of Georgia, LLC	\$3,714,145.70
Poma North America, LLC	\$2,508,127.83
University of Virginia Darden School Foundation	\$2,454,136.39
Small Business	
Constant Eagle Hill, LLC	\$21,801,327.65
Sgc23 Joint Venture, LLC	\$17,548,691.27
R3 Government Solutions, LLC	\$15,270,409.95
Pherson Associates, LLC	\$11,507,462.07
Bloomsburie, LLC	\$9,549,784.85



FY21-FY25 Smallest & Largest Contracts

Contracts Samples for NAICS 611430 - Professional and Management Development Training

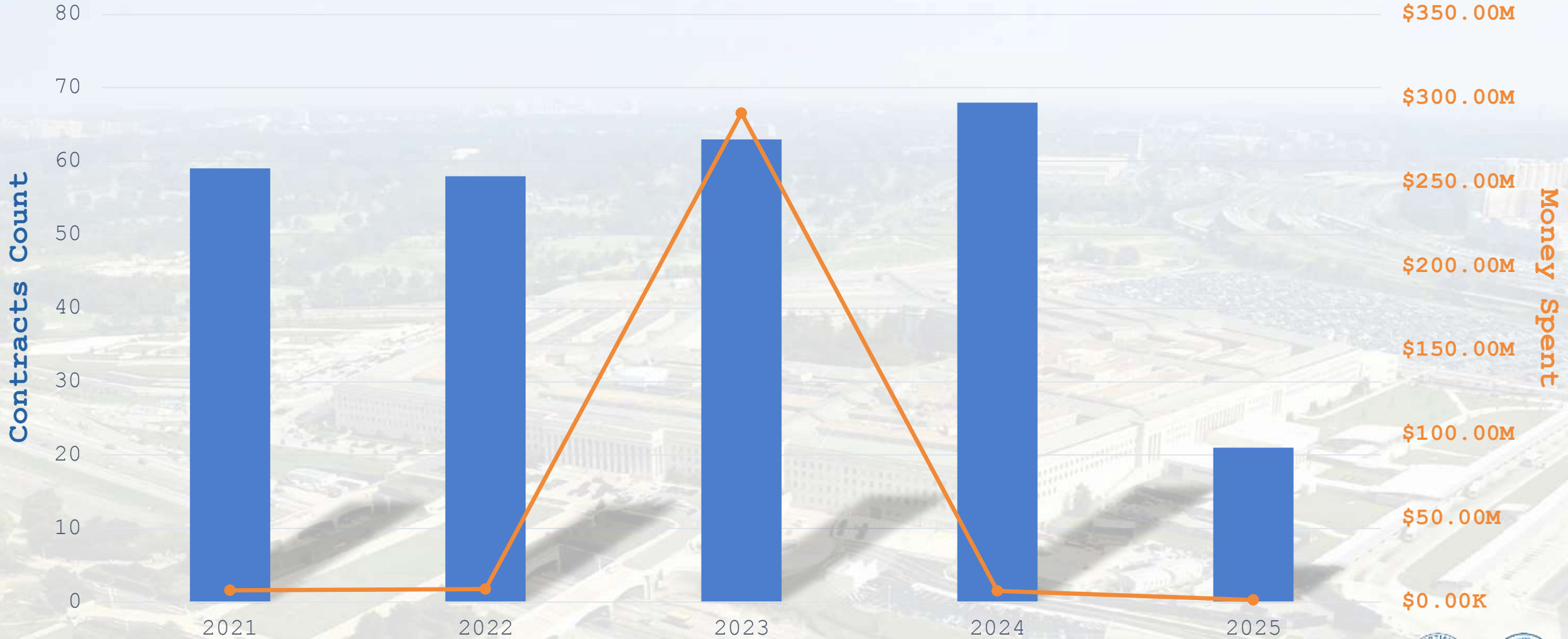


Contract ID	Department of Homeland Security	Estimated Contract Value
70CMSD25P00000026	The purpose of this award is to procure executive leadership training for the high potential executive (HPE) Leadership program for ICE office of human capital	\$14,100.00
70VT1524P00015	Peer Training	\$25,550.00
70US0924C70093919	The Purpose Of This PR is to Provide Private Tours for RTC Trainees and Staff.	\$60,000.00
70B04C24P00000050	Purchase for Access to Carahsofts' LinkedIn Learning Web-based Software	\$88,000.00
70FA2024F00000076	NFDRC Strategic research agenda and research product alignment	\$499,866.22
70US0924C70094119	The purpose of this PR is to provide specialized training and education for MICT CADRE	\$523,240.00
70T01025F7670N002	Task order to provide leadership training and coaching for the TSA.	\$1,364,719.36
70CMSD23P00000023	Establish A Base + Two Options Contract For Specialized Training Facility and Support for HSI-IO Training Requirements	\$2,635,397.15
70FB8024F00000034	FY24 FQS Curriculum Development	\$4,090,578.96
70RDA224FR0000044	ITA Blended Learning Course Development, Delivery, and Support Services.	\$4,512,684.50
70FA2022F00000016	CDP Training Delivery Services	\$52,840,033.22
70T01022F7663N012	Human Capital Operation Support (HCOS) Services	\$148,507,024.62

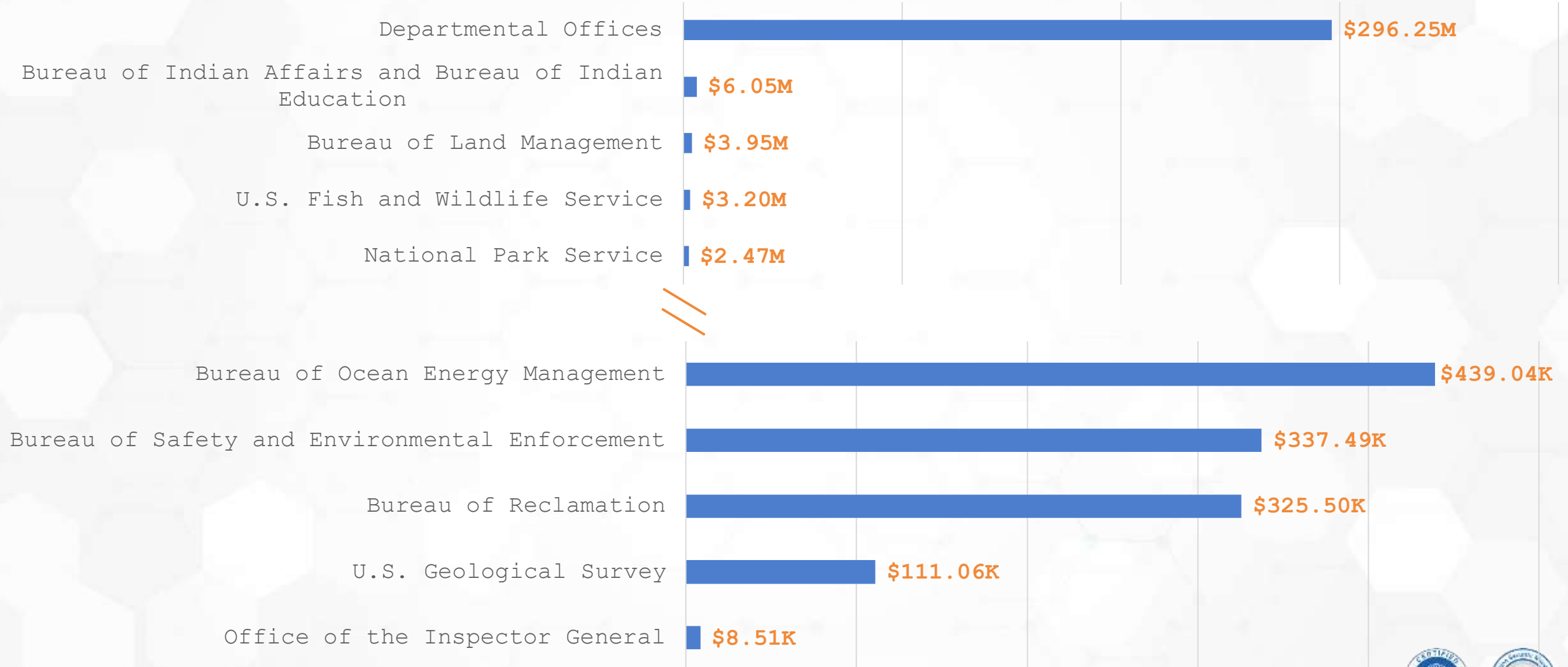


FY21-FY25 Department of the Interior

Contracts Distribution and Total Money Spent for NAICS 611430 - Professional and Management Development Training



DOI Sub-Agency Cumulative Contract Dollars Awarded Under NAICS 611430 - Professional and Management Development Training



DOI Subagencies - Awards and Spend (FY21-FY25)

Under NAICS 611430 - Professional and Management Development Training



Subagencies	Award Count	Money Spent
Bureau of Indian Affairs and Bureau of Indian Education	61	\$6,054,218.27
U.S. Fish and Wildlife Service	51	\$3,199,161.01
Bureau of Land Management	47	\$3,947,144.78
Departmental Offices	46	\$296,246,465.56
National Park Service	30	\$2,472,121.84
Bureau of Reclamation	12	\$325,500.00
Bureau of Safety and Environmental Enforcement	8	\$337,485.56
U.S. Geological Survey	7	\$111,059.00
Bureau of Ocean Energy Management	6	\$439,037.09
Office of the Inspector General	1	\$8,507.00
Grand Total	269	\$313,140,700.11



269
contracts awarded

\$313.1 M
in total money
spent over five
years



DOI - Small Business and Large Business (FY21-FY25)

Top Performers across under 611430 - Professional and Management Development Training



Companies	Total Obligated Amount Awarded
Large Business	
Redhorse Corporation	\$1,899,593.63
Franklin Covey Client Sales, Inc.	\$592,576.24
Society Of Defense Financial Management	\$487,000.00
Broadbus Defense, LLC	\$458,500.00
VitalSmarts, LLC	\$384,571.99
Small Business	
Deep Mile Networks LLC	\$282,870,845.55
Team Carney, Inc.	\$3,979,536.65
Sister Sky Enterprises, Inc.	\$2,994,682.24
Avantgarde, LLC	\$2,215,806.09
Parker Tide, LLC	\$1,966,856.68



FY21-FY25 Smallest & Largest Contracts

Contracts Samples for NAICS 611430 - Professional and Management Development Training

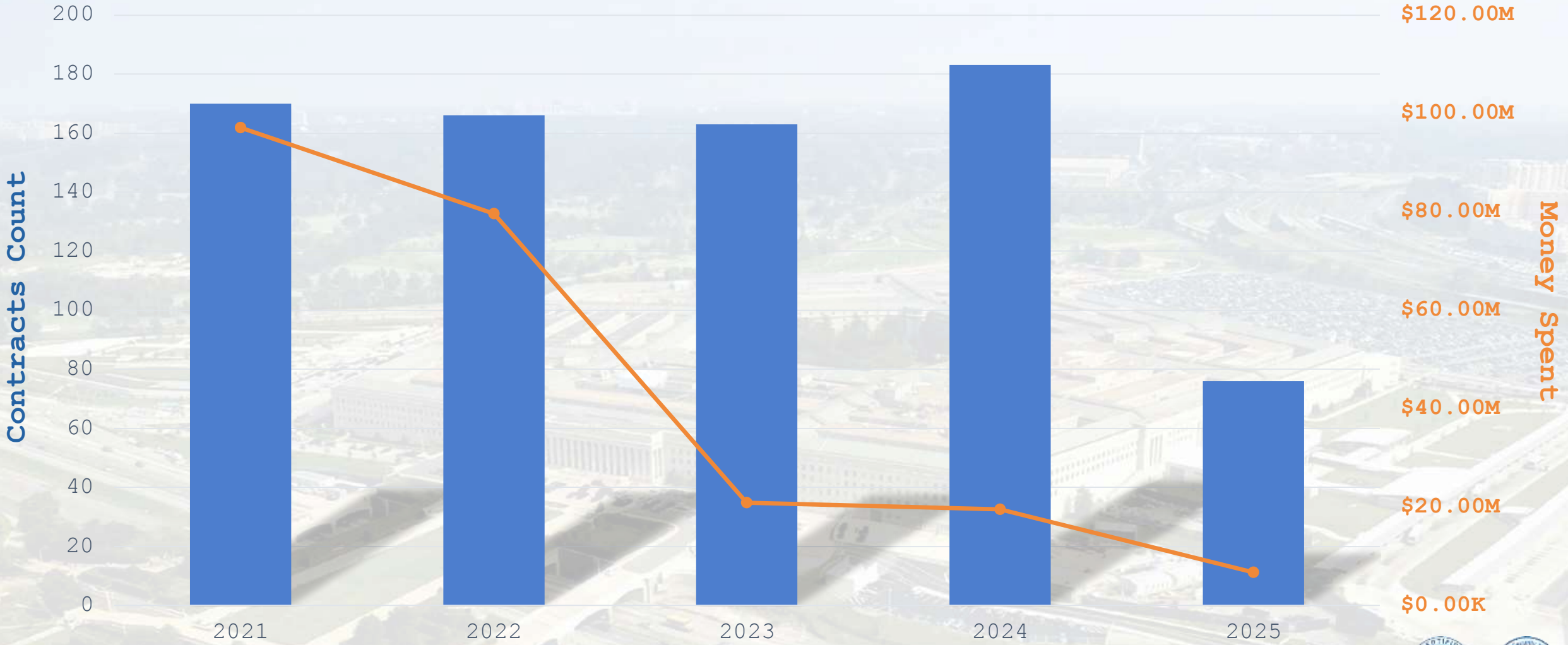


Contract ID	Department of the Interior	Estimated Contract Value
140L0125P0019	Managing by Network Training Course	\$49,000.00
140A2325P0256	Professional Development, TOHS	\$61,530.00
140F1S24F0017	Supply: NM-office of the RD-mentoring Program	\$63,916.34
140A2324P0228	Professional Development - Tuba City Boarding School	\$96,000.00
140D0425F0734	DOIU - Tribal Consultation Training Class	\$101,224.80
140P2124P0109	Law-based OTS Training	\$220,000.00
140A2324P0585	Professional Development, JFK	\$240,000.00
140D0425P0112	U.S. Army Communications-electronics Command (CECOM) Senior Leadership Cohort 17 at Aberdeen Proving Ground	\$340,258.00
140D0424P0093	Defense Health Agency, Certified Defense Financial Management-healthcare Exam Development	\$487,000.00
140L0621F0273	Blanket Purchase Agreement (BPA) For Bureau Of Land Management (BLM) Geospatial Technology and Data Support Services for One (1) On-site GIS DEVOPS Specialist	\$1,008,670.88
140A1621P0112	Training Support Services for BIA Office of Indian Services	\$1,345,963.00
140D0423F0030	EUESWS	\$282,870,845.55



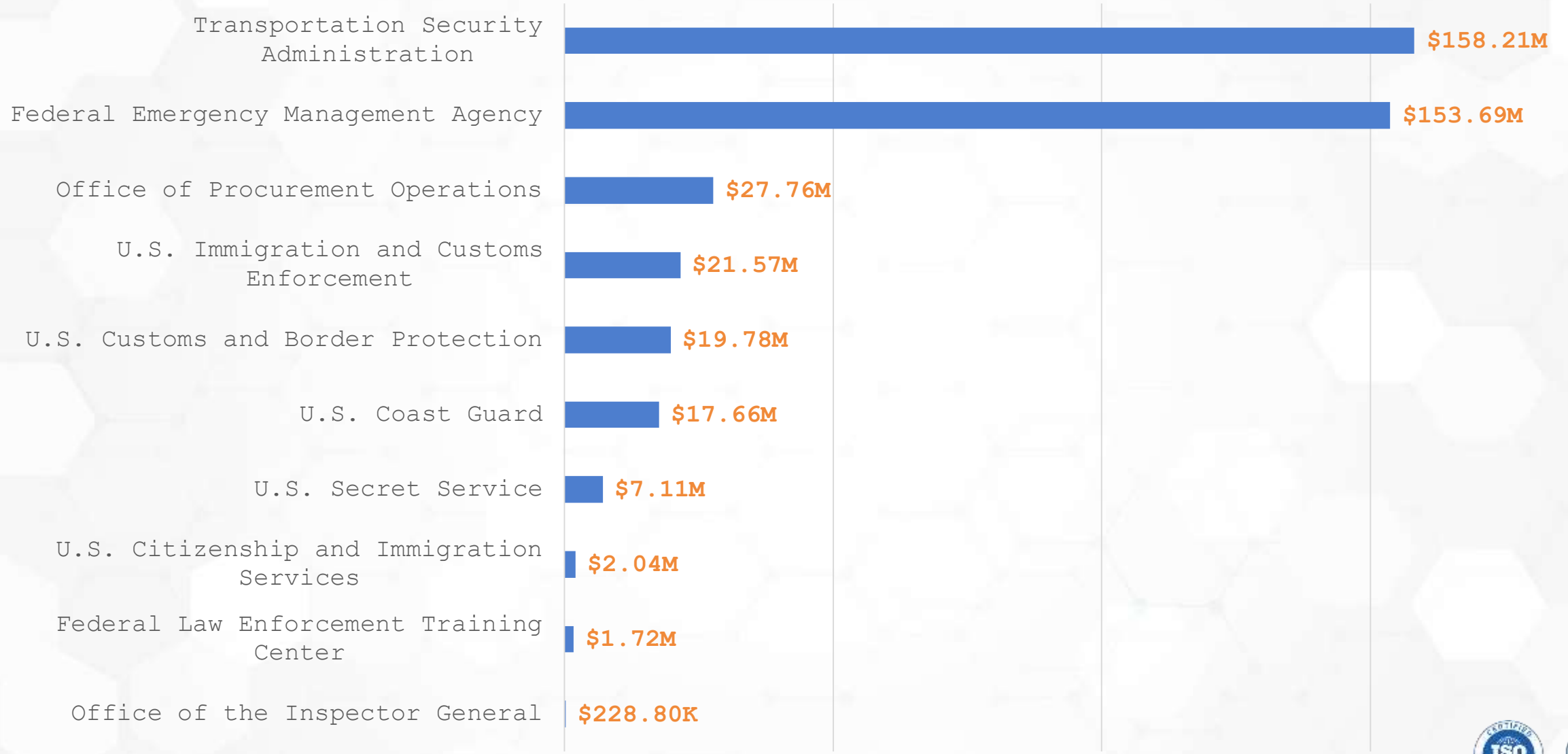
FY21-FY25 Department of Health and Human Services

Contracts Distribution and Total Money Spent for NAICS 611430 - Professional and Management Development Training



HHS Sub-Agency Cumulative Contract Dollars Awarded

Under NAICS 611430 - Professional and Management Development Training



HHS Subagencies - Awards and Spend (FY21-FY25)

Under NAICS 611430 - Professional and Management Development Training



Subagencies	Award Count	Money Spent
National Institutes of Health	307	\$30,983,794.06
Indian Health Service	150	\$16,438,834.49
Food and Drug Administration	121	\$26,108,344.39
Centers for Disease Control and Prevention	66	\$22,486,826.60
Office of the Assistant Secretary for Administration	42	\$23,768,741.55
Office of Assistant Secretary for Preparedness and Response	25	\$5,679,646.49
Administration for Children and Families	18	\$47,610,430.42
Centers for Medicare and Medicaid Services	14	\$48,814,340.07
Health Resources and Services Administration	14	\$1,847,644.38
Substance Abuse and Mental Health Services Administration	1	\$36,730.00
Grand Total	758	\$223,775,332.45



758
contracts awarded

\$223.7 M
in total money
spent over five
years



HHS - Small Business and Large Business (FY21-FY25)

Top Performers across under 611430 - Professional and Management Development Training



Companies	Total Obligated Amount Awarded
Large Business	
WEBMD Health Corp.	\$8,137,378.14
GP Strategies Corporation	\$6,033,908.73
Duke University	\$5,440,237.00
Biocomx	\$2,358,357.00
Alaska Native Tribal Health Consortium	\$2,328,505.00
Small Business	
Precise Federal Consulting, LLC	\$47,930,656.97
Miami Environmental & Energy Solutions, LLC	\$27,834,156.55
Po`okela Solutions, LLC	\$23,162,718.00
Metcor Ltd	\$13,944,800.26
The Efficiency Group, LLC	\$7,454,200.08



FY21-FY25 Smallest and Largest Contracts

Contracts Samples for NAICS 611430 - Professional and Management Development Training

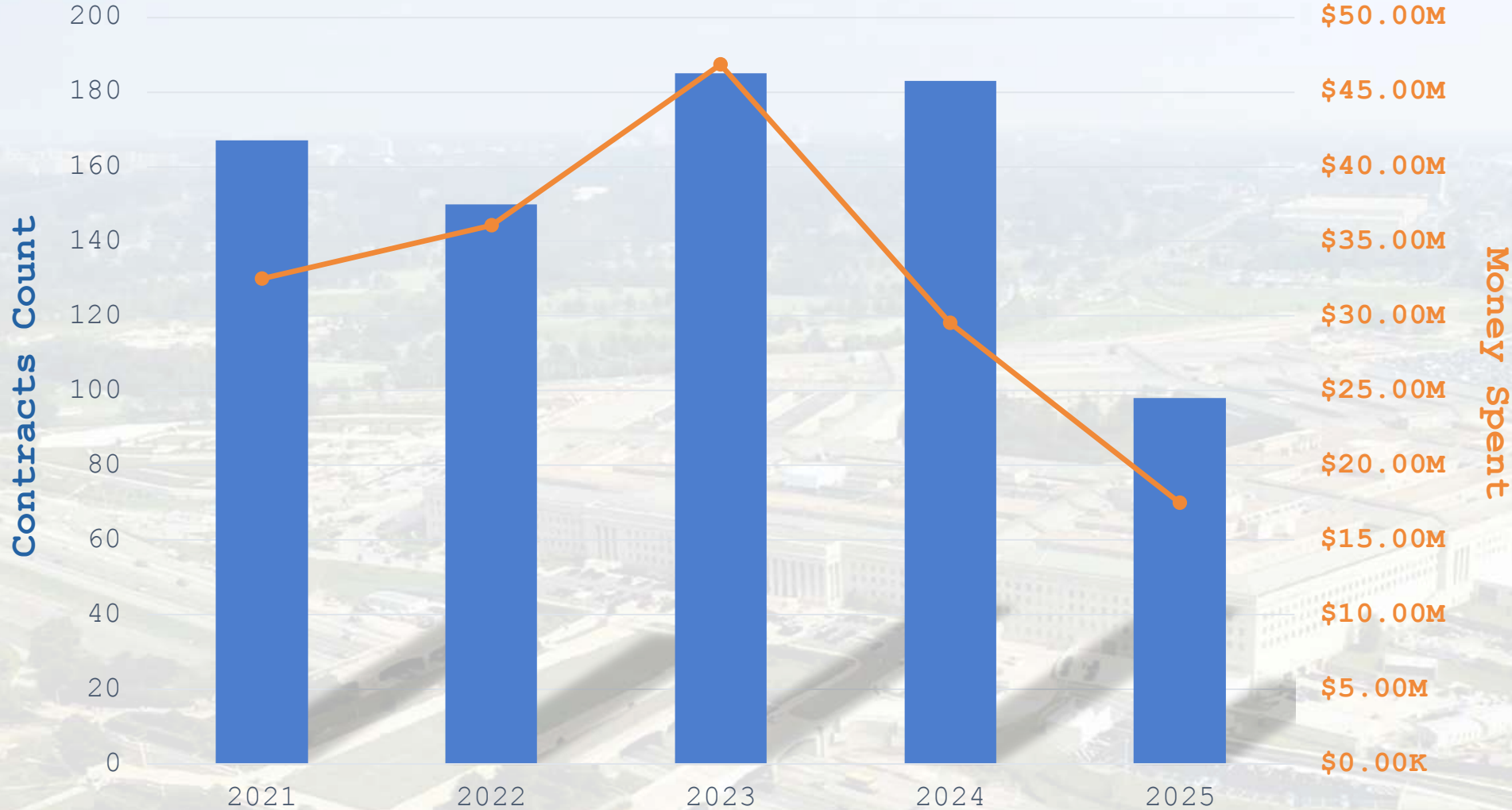


Contract ID	Department of Health and Human Services	Estimated Contract Value
75N95A25P00082	Training Courses for a Necessary Job Duties	\$9,999.99
75H71125P00106	Guideline Based Online Education for Competency Development (Nursing Education) .	\$12,493.00
75H70725F05001	Electrical Control Training Courses- OEHE.	\$35,000.00
75H70725F05001	Technical Writing Training for OEHE.	\$37,560.00
75P00125F37003	BPA ONC Online, Instructor-led Training Classes	\$61,500.00
75H70425P00018	OHR - Training - Executive Development Program (EDP)	\$72,786.00
75F40124F80040	Media Training Services FDA Office of Media Affairs	\$101,098.00
75H70725F05004	EHSC Solid Waste Technical, Managerial, and Financial Support Services.	\$103,500.00
75N95024P00121	NIMH Office of Fellowship Training Annual Grant Writing Workshop	\$130,000.00
75N92024P00268	Grant Writing Training	\$135,592.00
75H70725F05006	Autodesk Product Support for OEHE Web-based Support Web-delivered Training Classroom and Web On-demand Training Direct Telephone Support and AUTOCAD Manager Services	\$157,680.00
75F40125F80062	Biosimilar And Interchangeable Continuing Education	\$1,099,977.66
75N92023F00117	NIBIB Guidance Document Support Services	\$2,599,814.37
75FCMC21F0070	Integrated Surveyor Training Program (ISTP)	\$47,930,656.97



FY21-FY25 Department of Veterans Affairs

Contracts Distribution and Total Money Spent for NAICS 611430 – Professional and Management Development Training



783
contracts awarded

\$162.3 M
in total money
spent over five
years



VA - Small Business and Large Business (FY21-FY25)

Top Performers across under 611430 - Professional and Management Development Training



Companies	Total Obligated Amount Awarded
Large Business	
American Heart Association, Inc.	\$48,975,109.50
Franklin Covey Client Sales, Inc.	\$7,146,075.62
University of North Carolina at Chapel Hill	\$5,633,870.08
National Association for Healthcare Quality	\$4,885,681.00
Management Concepts, Inc.	\$2,395,814.53
Small Business	
Creative Veteran Productions, LLC	\$18,101,294.32
Technical Assent, LLC	\$6,484,921.42
Prometheus Federal Services LLC	\$5,615,788.68
Business Management Research Associates, Inc.	\$5,592,672.80
Kilda Group, LLC	\$3,548,564.84



FY21-FY25 Smallest & Largest Contracts

Contracts Samples for NAICS 611430 - Professional and Management Development Training

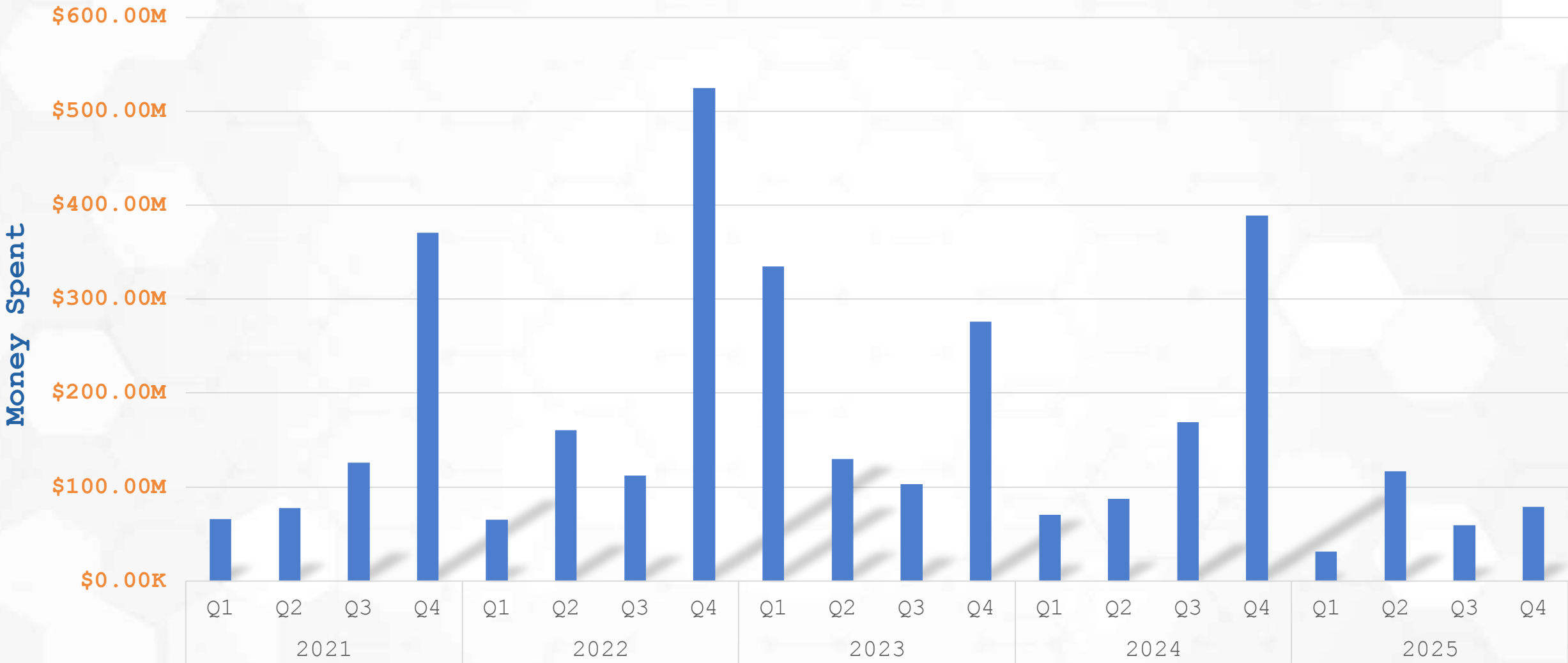


Contract ID	Department of Veterans Affairs	Estimated Contract Value
36C24825P1159	Emergency URONAV Applications Training	\$4,500.00
36C24224P0656	Wolters KLUWER Nurse Training Virtual Simulation Platform for the James J. Peters VAMC (BRONX, NY).	\$20,989.50
36C26224P0865	Integrated Behavioral Couples Therapy	\$26,000.00
36C24524P0380	Nurse Training Materials	\$28,553.00
36C24624P0930	Emergency Nurses Residency Program	\$35,800.00
36C25224P0237	Pathway to Excellence Designation	\$44,167.00
36C24624P0885	Elsevier Online Critical Nursing Training Platform	\$107,164.05
36C24423F0188	Pharmacology Continuing Education Units/Training	\$131,546.40
36C10X25N0159	Delivery Services For Government-off-the-shelf (GOTS) Acquisition Training Courses	\$495,722.35
36C10X23C0011	Pharmacogenomics Training Education	\$513,750.00
36C10X25N0135	Office Of Mental Health & Suicide Prevention (OMHSP)Health & Suicide Prevention (OMHSP), Web-based Self-based Courses For Veterans	\$525,000.00
36C10X24C0007	VHA OWH Mini Residency Clinical Examination Facilities and Gynecologic Teaching Associates	\$634,318.19



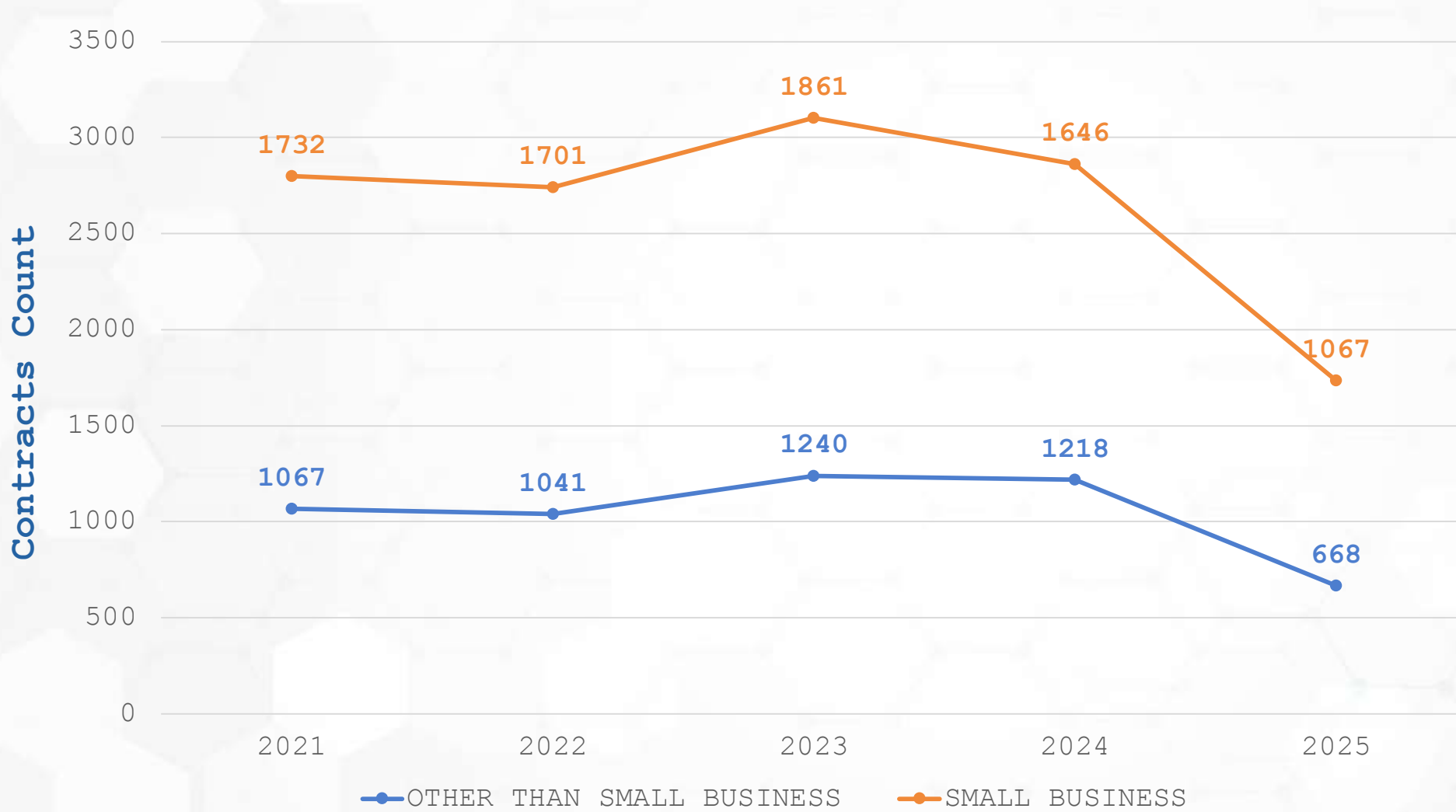
FY21-FY25 Quarterly Spending Patterns

Under NAICS 611430 - Professional and Management Development Training



Small Business vs Large Business (FY21-FY25)

Number of Contracts Awarded across ALL agencies under 611430

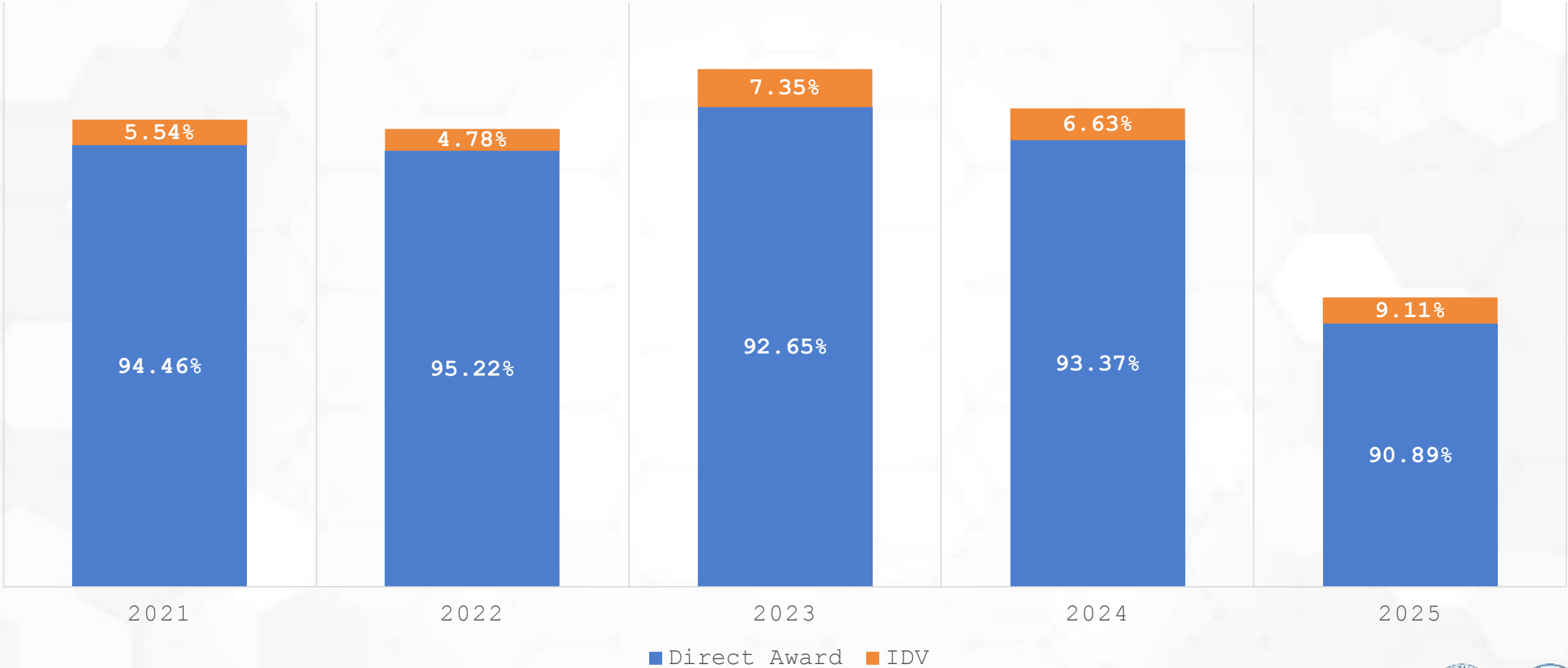


Small Businesses
8,007

Large Businesses
5,234

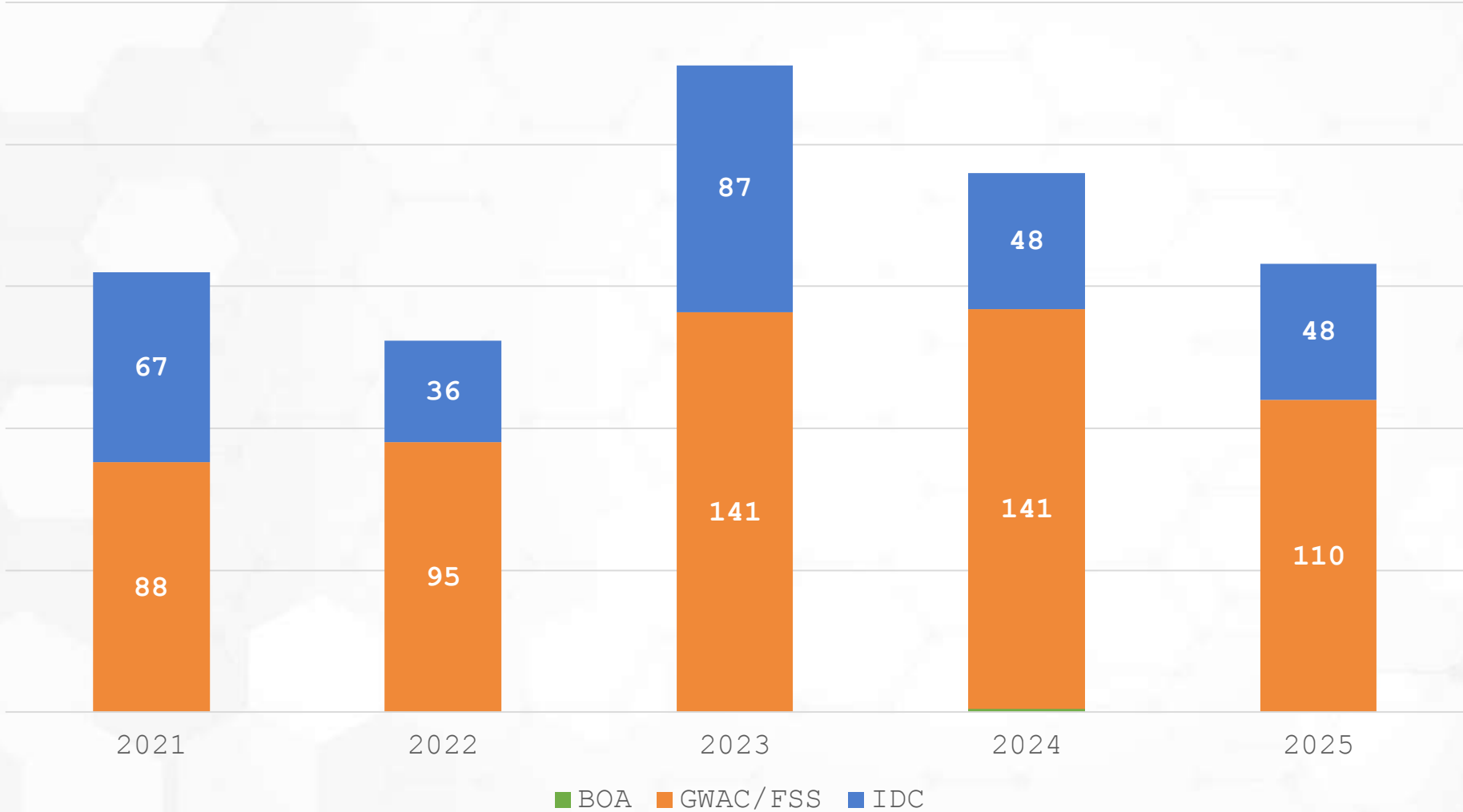
Proportion of Direct Awards to IDVs (FY21-FY25)

Number of Contracts Awarded across ALL agencies under 611430



Contract Vehicle Types (FY21-FY25)

Number of Contracts Awarded across ALL agencies under 611430



Some IDCs awarded under 611430:

- USAID - MEL-SI IDIQ
- DHS - FLETC eContent Development and Maintenance
- GSA - Training Support Services for the office of Acquisition Management
- HHS -DITAP Training Program



Award Distribution by Socio-Economic Set Aside

Under NAICS 611430 – Professional and Management Development Training



Set-Aside	FY					Grand Total
	2021	2022	2023	2024	2025	
No Set Aside Used.	2,125	2,127	2,452	2,284	1,362	10,350
Small Business Set Aside - Total	557	477	474	455	299	2,262
8(a) Sole Source	55	61	46	43	30	235
Service-Disabled Veteran Owned Small Business Set-aside	9	24	47	35	21	136
Women Owned Small Business	14	24	19	20	11	88
SDVOSB Sole Source	7	11	17	6		41
8a Competed	20	5	8	5	2	40
Women Owned Small Business Sole Source	6	3	10	9	4	32
Small Business Set Aside - Partial	1	4	15			20
Indian Small Business Economic Enterprise	1	4	3	1	3	12
Economically Disadvantaged Women Owned Small Business		1	6	2		9
Economically Disadvantaged Women Owned Small Business Sole Source	1		1		2	4
HUBZONE Sole Source			1	1	1	3
HUBZONE Set-aside	1			2		3
Veteran Sole Source			2			2
Veteran Set Aside	1			1		2
Buy Indian		1				1
Indian Economic Enterprise	1					1
Grand Total	2,799	2,742	3,101	2,864	1,735	13,241



Small Business and Large Business (FY21-FY25)

Top Performers across ALL agencies under NAICS 611430 - Professional and Management Development Training



Companies	Total Obligated Amount Awarded
Large Business	
Deloitte Consulting LLP	\$158,259,067.41
Amentum Technology, Inc.	\$147,918,232.02
The Boeing Company	\$111,098,694.56
Management Concepts, Inc	\$77,767,565.53
Leidos, Inc.	\$65,713,203.23
Small Business	
Deep Mile Networks LLC	\$282,870,845.55
CIQIMA Federal Services LLC	\$102,771,670.61
Mass Virtual, Inc.	\$92,815,389.10
Precise Federal Consulting LLC	\$47,930,656.97
Team Carney, Inc.	\$45,385,152.00



Small Business and Large Business

Contractors that received the most number of awards in past 3 years under 611430 – Professional and Management Development Training



Companies	Contract Number
Large Business	
Management Concepts, Inc	17
Miscellaneous Foreign Awardees	15
American Public Training LLC	6
Franklin Covey Client Sales Inc	5
National Institute for Trial Advocacy	3
Neuroleadership Institute Inc	3
Roku Management Consulting - EU	3
American Management Association International	3
National Fire Protection Association, Inc	3
Small Business	
Business Management Research Associates, Inc.	11
Phoenix Technology Solutions, L.L.C.	7
Elevate Usa Inc	6
Jstoogood LLC	6
Parker Tide LLC	5
The Training Connection Inc	5
Bloomsburie LLC	5



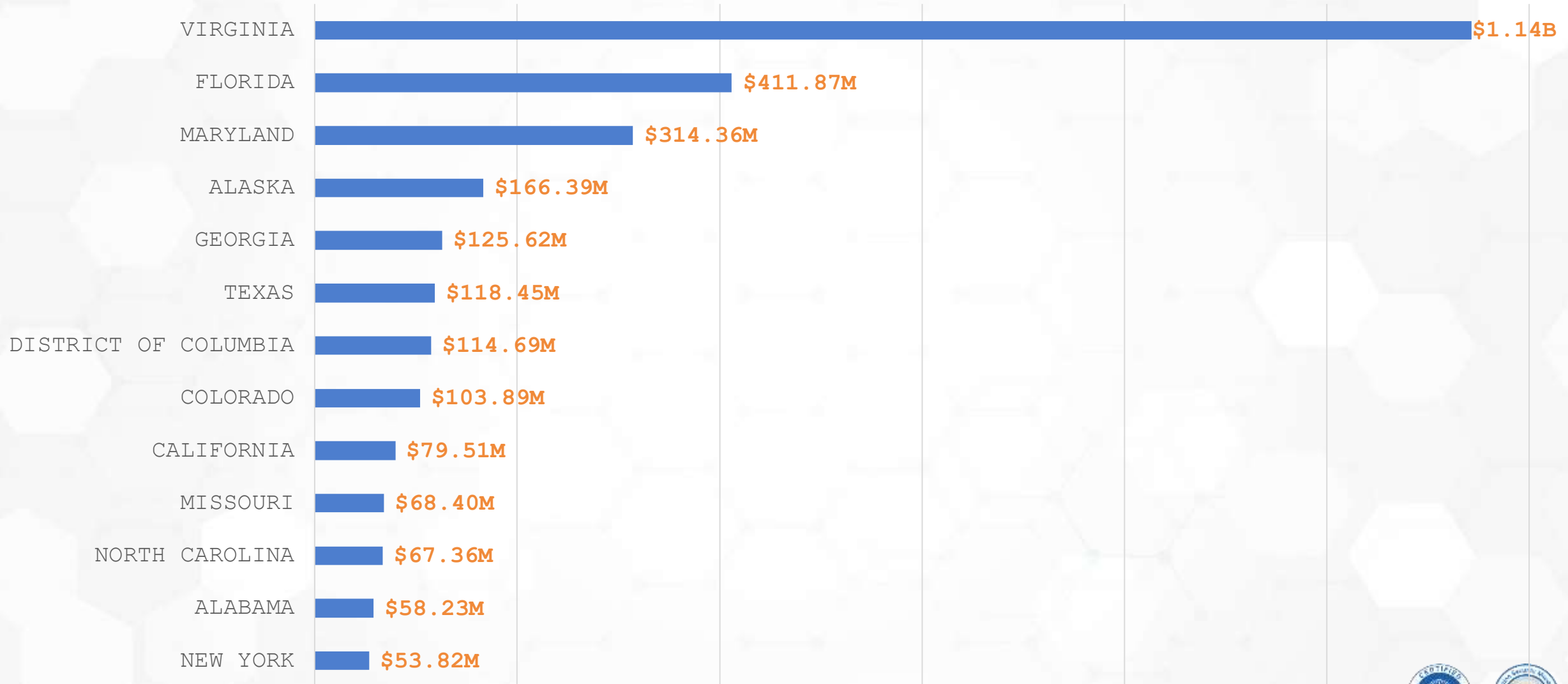
FY21-FY25 Largest Dollar Spend by State of Performance

Under NAICS 611430 – Professional and Management Development Training



FY21-FY25 Largest Dollar Spend by Recipient's State

Under NAICS 611430 – Professional and Management Development Training





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