

What We Believe

FedKSA Staff Training and Development believes each customer’s need is unique and requires an individual customized approach and solution adapted to their business requirements. At FedKSA, our goal is to help our clients improve performance and provide their members with business skills training that creates value, makes a difference, and enables both members and organizations to realize their full potential. Whether your business is a commercial, not-for profit, or government organization, our customized data capture and reporting solutions and our workforce development training focus on bringing people, software, and processes together to take your company to the next level, while providing superior customer service!

Key Differentiators

- Experienced staff—over 20 years in workforce training and development
- Technical Certifications – Microsoft Office Certified
- Small but agile size—allows for supplementing and subcontracting from prime vendors for jobs below their thresholds

What We Do

FedKSA is a woman-owned, service-disabled veteran, workforce training and development company specializing in providing services and support in the following industry areas:

Capabilities

Excel (basic and intermediate)	Public Speaking & Presentations
Pivot Tables (basic and intermediate)	Project Mapping
PowerPoint (basic and Intermediate)	Spreadsheet Planning & Design

Performance History

**Air Force Services Center, Staff Development Branch (JBSA-Lackland, TX)
Jun – Jul 2022**

Contact: George T. Reynolds Jr, *Chief, Workforce Development*
Email: george.reynolds.2@us.af.mil
Phone: (713) 210-9125

- Redesigned Air Force Services Center Staff Development Branch student registration form for direct “PDF-to-MS Excel 2016” import, effectively mimicking the “Get/Transform Data” option found in later/nongovernment versions of Excel—cut transfer time 90%.
- Responded adeptly to a quick-turn training request to develop a course to show Unit Training Managers (UTMs) how to speed up data input, streamline data management processes, and get quick data retrieval using MS Excel. Using UTM-specific examples, she formulated course objectives, wrote the lesson plans, exercises, and accompanying quick reference guides. Instructor-led, synchronous, virtual course delivered to UTMs from 30 organization across the Globe—huge success with requests for more classes.

FEDERAL CERTIFICATIONS

(VA-CVE Certified for Veterans First program)

- Service Disabled Veteran Owned Small Business (SDVOSB)

STATE AND LOCAL CERTIFICATIONS

(Certified by the South Central Texas Regional Certification Agency [SCTRCA])

- African-American Bus. Entity (AABE)
- Emerging Small Business Entity (ESBE)
- Minority Business Entity (MBE),
- Veteran Business Entity (VBE)
- Small Business Entity (SBE)
- Woman Owned Bus. Enterprise (WBE)
- Historically Underutilized Bus. (HUB)
- Disadvantaged Business Entity (DBE)

NORTH AMERICAN INDUSTRY

CLASSIFICATION SYSTEM (NAICS) CODES

- 541611 – Administrative Management and General Mgt Consulting Services
- 541512 – Software Consulting Services
- 541611 – Management Consulting Services
- 611420 – Computer Software Training
- 611420 – Software Application Training
- 611430 – Professional and Management Development Training
- 611430 – Continuing Ed. Online Learning
- 611699 – Public Speaking training
- 611710 – Education Curriculum Dev Service
- 611710 – Educational Support Services
- 813410 – Public Speaking Improvement

NATIONAL INSTITUTE OF GOVERNMENTAL PURCHASING (NIGP) CODE

- 918 – 00 – Consulting Services
- 918 – 06 – Administrative Consulting
- 918 – 29 – Computer Software Consulting
- 918 – 38 – Education & Training Consulting
- 924 – 00 – Education & Training Services
- 924 – 05 – Advisory Services, Educational
- 924 – 16 – Course Development Services, Instructional and Training
- 924 – 35 – In-Service Training, Employees
- 924 – 40 – Instructor-led, Classroom Training, Technical
- 924 – 41 – Instructor-led, Classroom Training, Non-Technical

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Air Force Personnel Center, CSA (JBSA-Randolph, TX) Feb 2020 – Jun 2022

Contact: Anthony C. Rosser, *Team Lead, Central Salary Account Non-Competitive Actions HR Team*
Email: anthony.rosser@us.af.mil
Phone: (210) 313-4823

- Authored numerous Air Force Personnel Center (JBSA-Randolph) forms, spreadsheets, and job aids that leveraged Adobe Acrobat’s data capture strengths and Microsoft Excel’s date calculation, analysis, and reporting features to streamline the division’s onboarding and student record management efforts--saved the section time and energy, improved accuracy, and ramped up efficiency across the division—conducted follow-up training on each tool.

City of San Antonio Parks and Recreation (San Antonio, TX) Jul 2007 – Jul 2018

Contact: *(contact has since retired)*

- Designed and maintained City of San Antonio (COSA), Parks and Recreation Summer Youth Program Databases – 6K students annually, 6 years in use.
- Consulted on and led primary validation/usability efforts during of launch of COSA online registration portal functionality and served as primary staff instructor for the initiative.

**NATIONAL INSTITUTE OF GOVERNMENTAL
PURCHASING (NIGP) CODE (cont.)**

924 – 42 – Classes for the Public
924 – 60 – Not for Credit Classes, Seminars,
Workshops, etc.

**ACQUISITIONS PRODUCT SERVICE CODES
(PSC)**

U001 Education/Training - Lectures
U006 Education/Training - Voc/Tech
U008 Education/Training - Trng/Curric Dev
U009 Education/Training - General
U012 Education/Training - IT
U099 Education/Training - Other

BUSINESS INFORMATION

Registered Company Name: FedKSA, LLC
DBA: FedKSA Staff Training and
Development
Year Incorporated: July 28, 2022
State of Incorporation: Texas
Corporation Type: Limited Liability
Corporation (LLC)
UEI Number: HM2XQKTBLQD6
CAGE Code: 9DBY5

CONTACT INFORMATION:

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