

Focused on Their No. 1 Asset, ManTech Accelerates Delivering Best-in-Class Solutions



Staying Ahead in a Competitive Arena

ManTech provides mission-focused technology solutions and services for the U.S. defense, intelligence community and federal civilian agencies. The Herndon, Virginia-based contractor is focused on increasing its position in the competitive landscape and driving strong organic growth. For that reason, it has developed and put in place a strategic plan to drive corporate priorities, initiatives, and focus on maximizing their number one asset: their people. This plan includes:

- Aligning training with the company's goals.
- Focusing on specific customer mission requirements.
- Adapting and implementing proven best-practice industry solutions to improve performance, ensuring employees have the right skills.
- Reducing time to competency from when the training need is identified to when the training is delivered.
- Selecting the right blend of delivery options.
- Considering buy vs. build when evaluating whether it is better to purchase training or use internal resources to build.
- Replicating successful programs and swiftly detecting and correcting challenge areas.

Organization

Customer: ManTech

Site: mantech.com

Industry: Defense, intelligence community, federal civilian sector

Headquarters: Herndon, VA

Employees: Nearly 8,000

Challenge

- Remain competitive
- Align to strategic plan
- Recruit and retain top talent

Solutions

- Broad curriculum from leading technology vendors
- Customized training that incorporated business practices
- Flexible delivery of training
- Prepay savings program
- Access to subject matter experts
- Account liaison for single point of contact

Benefits

- Highly effective workforce prepared to manage cutting edge technologies, quickly respond to customer needs, and deliver top quality solutions
- Time savings so ManTech can stay focused on business and deliver contracts on time
- Maintain contract costs and provide client with cost efficient solutions
- Streamlined processes



Global Knowledge®

ManTech

Developing Its Top Asset for Mission Success

In order to lead the charge in the ever-changing and competitive technology arena, ManTech provides best-in-class solutions supported by highly-skilled, next-generation technical talent—all while offering cost-effective solutions.

Often, when ManTech is awarded a contract, it is given a short time to respond to the customer's need. The company must assemble the right team with the right skills to support a contract. Sometimes that means “upskilling” its teams—and fast.

“At ManTech, we are focused on increasing our speed, agility, precision and efficiency in delivering best-in-class solutions. It's not only completing the contract in the agreed upon time, but leaving the customer in a better place than when we started. Our goal is to deliver faster than the contract's deadline.”

Karen Gardner, executive director, training and organizational development, ManTech University.

ManTech Snapshot

- Specialize in cybersecurity, data collection and analytics, enterprise IT, systems engineering and software development
- Supports over 40 government agencies on more than 900 contracts
- Ethos: Always put customer's missions first and consider people the core to its success

To help deliver on these goals, ManTech turned to Global Knowledge

“Global Knowledge enables us to get our people's skills up to speed faster so we can complete contracts faster,” said Gardner.

ManTech University, the company's first-class, industry award-winning training program, partnered with Global Knowledge because of its extensive capabilities and proven track record to deliver highly effective, tailored training programs. The partnership resulted in ManTech quickly aligning its workforce skill sets with increasingly sophisticated customer needs.

ManTech needed	Global Knowledge delivered
Reduced number of training providers it worked with.	Global Knowledge's vast training portfolio provided the critical convenience of working with one training partner to secure the latest technology and professional training needed to support specific customer-mission requirements (e.g., Department of Defense 8570 training requirements).
Assistance for employees to build required skills and certifications to fulfill contract requirements.	Certification-based, skills-based, and continuing education (CE) in CompTIA, Cybersecurity/Certified Ethical Hacker, (ISC) ² , ITIL®, Microsoft and Red Hat (with some courses incorporating ManTech's internal processes).

ManTech needed	Global Knowledge delivered
Delivery formats that could adapt to the needs of every contract.	A customized, blended delivery approach that included training in: • Classrooms • On-site at customer locations with groups of 10 to 20 students with a custom schedule. • On-Demand, which let personnel train at their own pace and convenience. This enabled ManTech to optimize its time at customer sites and keep project costs down.
Consistent pricing and reduced costs and billing logistics.	• Streamlined contracts to reduce the approval process, alleviating the potential to delay projects. • Volume-based pricing that let ManTech manage contract costs and focus on upskilling its employees—not paperwork/billing.
Development of the right skills for their projects.	Subject matter experts with real-world experience to teach and prepare ManTech's employees for what they encounter in the field.
Single point of contact to help coordinate training and understand what success looks like.	A dedicated Global Knowledge account team who oversees the program and understands the system integrator's business needs and challenges, which results in faster speed to market of skilled employees.

Committed to Customer Excellence While Delivering Measureable Results

Global Knowledge continues to provide ManTech with the ability to quickly upskill its employees, which has contributed to its success in delivering best-in-class technology solutions with speed, agility, precision and efficiency.

We train more than 500 personnel annually through this program, which continues to grow. Adhering to its strategic plan, ManTech offers its customers more value by being an agile and responsive partner that arms its workforce with the skills needed to be highly effective and efficient. By retaining and sustaining top workforce talent, credentialed to meet the varying sophisticated needs of each and every customer, ManTech is equipped to design, manage and deploy the most effective cutting-edge solutions—on time and within budget. And ManTech is reaping the benefits—more than half of its significant growth is from contracts awarded for new business.

For More Information

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