

Maximizing Training Investment Amid Government Funding Constraints

Enabling a U.S. Army Organization to Secure Critical Training

Business Problem Statement

A U.S. government organization supporting Army operations faced a significant challenge when a planned training initiative was disrupted by government shutdown uncertainty. Although funding for Red Hat training had already been approved and allocated in Q2, the postponement of training delivery into Q3 created a risk that the budget could expire before being used. Because government funds could not be reallocated between quarters, they risked losing its approved budget.

Key Challenges

► Budget Timing Constraints

Funds were tied to Q2 with a strict expiration deadline, limiting flexibility to reschedule training.

► Approval Complexity

Securing new funding later would require additional approvals and administrative effort.

► Global Training Coordination

Training needed to accommodate 16 participants located across multiple regions worldwide.

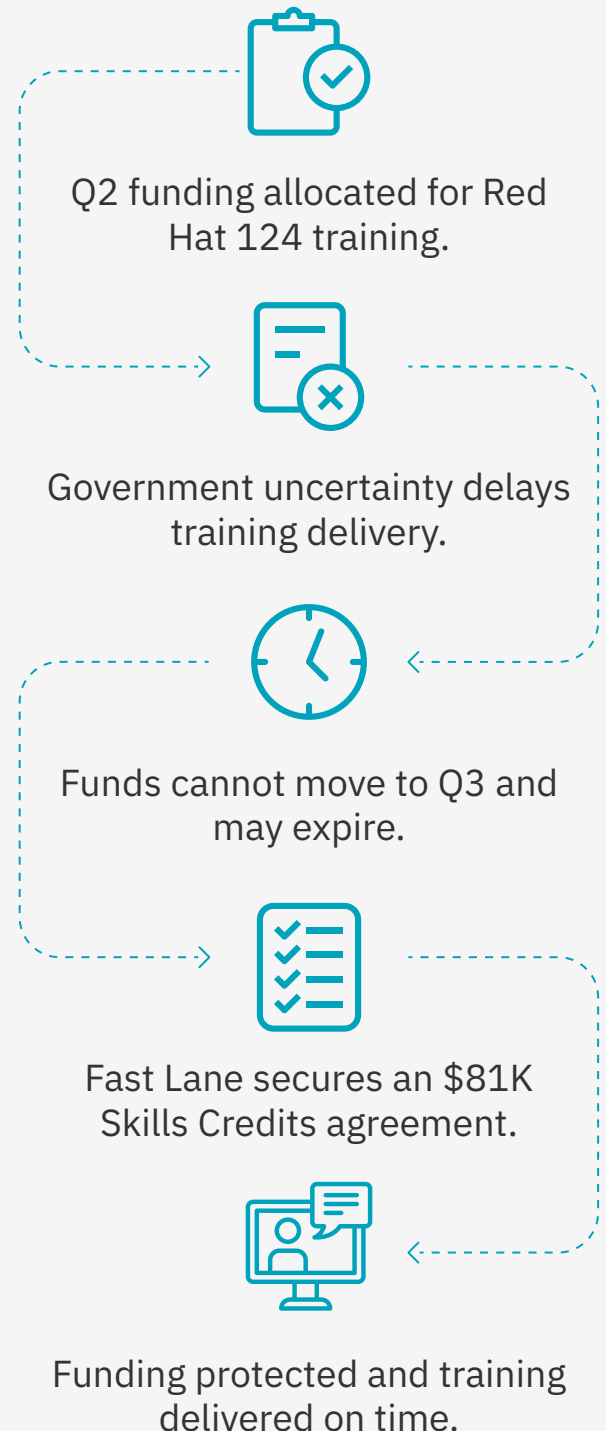
Our Solution

Fast Lane recommended its Skills Credits program as a flexible procurement solution that enabled the customer to preserve budget while maintaining training plans.

The Skills Credits approach allowed the organization to:

- Secure Red Hat 124 training pricing despite delayed delivery.
- Utilize existing Q2 funding while scheduling training in Q3.
- Protect against future price increases and budget loss.
- Remain compliant with government procurement requirements.
- Maintain continuity of workforce development plans.

Visualizing the Journey:



Delivery Highlights

- ▶ Red Hat 124 training was delivered to build critical technical skills.
- ▶ 16 learners participated from locations around the world.
- ▶ Funding was preserved within required fiscal deadlines.
- ▶ Administrative effort and approval cycles were significantly reduced.
- ▶ Skills Credits provided flexibility for future training opportunities.
- ▶ An \$81K Skills Credits agreement protected budget and pricing.

Why It Matters

Government organizations often face strict budget cycles, changing operational priorities, and procurement challenges that can jeopardize training investments. Fast Lane's Skills Credits program provided a practical solution that preserved funding, reduced administrative complexity, and ensured mission-critical learning initiatives continued without interruption.

By transforming a potential budget loss into a strategic training investment, the organization maintained workforce readiness while protecting taxpayer-funded resources.

Delivery Modalities:



Live, virtual instructor-led training (ILT)



Onsite Instructor-Led Training



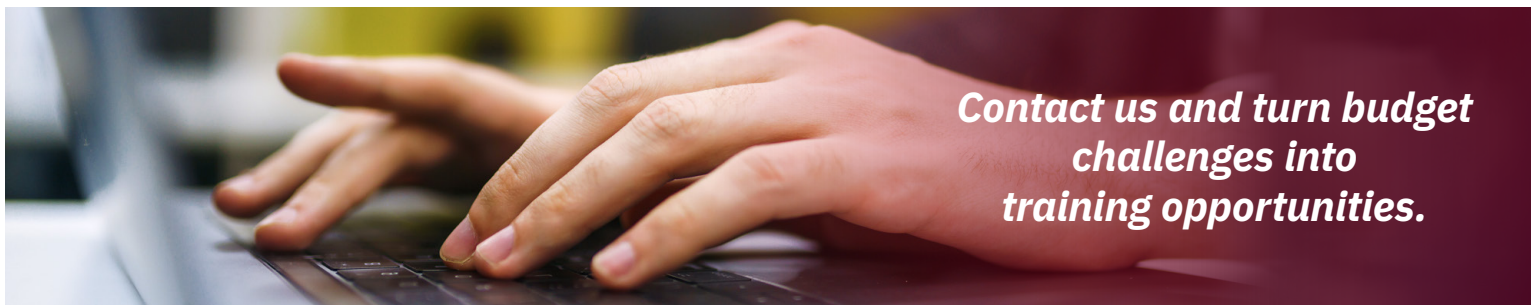
Public Scheduled Classes



Private Group Training

Our strategic approach included:

- Leveraging Skills Credits to preserve funding, protect pricing, and provide flexible training delivery aligned with government procurement requirements.



Contact us and turn budget challenges into training opportunities.

Learn more at:

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