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ORGANIZATIONAL AND WORKFORCE PERFORMANCE EXPERT, HARKCON, EXPANDS IN COMMERCIAL MARKET

Harkcon, Inc., a leading human capital consulting firm with roots in government services, announces its expansion to the commercial market. Harkcon's expertise in workforce analysis and training design and development will bring efficiency to large and small businesses and non-profits.

McLEAN, VA – Harkcon's Board of Directors announced its strategic decision to expand operations in the private sector. After five successful years in the public sector, largely as a federal government contractor, Harkcon is prepared to expand service offerings to corporate and non-profit organizations.

Organizations of any size, in any industry, anywhere can benefit from Harkcon's services which include organizational and workforce analysis, training design, development and implementation, competency modeling and business process reengineering. "We believe every business owner wants to have an efficient and effective team of employees who have the tools and materials available to them to do the best job possible," said Kevin Harkins, Harkcon's President and CEO. "Sometimes they need help quantifying and qualifying the work done by their team in order to know how to structure, right-size and motivate their workforce. Sometimes businesses need help developing training for a specific task or for companywide policies. We do all of that and we do it very well."

During their semi-annual meeting in November, Harkcon's Board of Directors placed the goal of significantly increasing its presence in the private sector as one of its top focuses for the next five years. In 2010, less than 10% of the company's revenue was generated from non-government contracts. In addition to expanding in the commercial market, Harkcon is committed to continuing to provide the highest level of service to its new and existing government clients.

"We've undertaken some specific actions and activities that we think will move us forward in the private sector," said Harkins, "Relationships are critically important and we simply don't yet have a lot of private sector contacts who know us and our work. We're working hard to overcome that."

Harkcon's Chief Capabilities Officer, Jim Sweet, reaffirmed the company's direction by stating, "One of the results of our strategic planning sessions is continued emphasis on deepening and expanding our corporate capabilities and capacity to better meet our clients' needs. We strongly believe a balanced, two-prong approach focusing on the growth and development of existing personnel, tools and services, and attracting and developing new personnel will best position us to accomplish our goals."



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Harkcon, a veteran-owned small business, founded in 2005 and based in McLean, Virginia, was recently recognized by Inc. magazine as one of the fastest growing privately held companies in the U.S.

For more information on Harkcon, Inc. and the services they provide, please visit www.harkcon.com.

