

Office of Small and Disadvantaged Business Utilization

U.S. Department of Education (ED)

Doing Business with ED

Prepared for

**National Veteran Small Business Coalition
Webinar**

April 4, 2022

www.ed.gov

U.S. Department of Education

ED's mission is to promote student achievement and preparation for global competitiveness by fostering educational excellence and ensuring equal access.

ED serves America's students by four major activities:

1. Establishing policies relating to federal financial aid for education, administers distribution of those funds and monitors their use.
2. Collecting data and overseeing research on America's schools and disseminating this information to Congress, educators and the general public.
3. Identifying the major issues and problems in education and focusing national attention on them.
4. Enforcing federal statutes prohibiting discrimination in programs and activities receiving federal funds and ensuring equal access to education for every individual.

ED's Office of Small and Disadvantaged Business Utilization (OSDBU)



VISION

Achieving educational excellence through strategic partnerships with small businesses and stakeholders.



MISSION

OSDBU works as an advocate to maximize participation of small businesses in ED contracts, through outreach to the business community and partnerships with ED offices to develop and implement acquisition strategies for achieving ED's mission.



KEY ROLES

- Conduct Outreach
- Establish Strategic Partnerships
- Provide Guidance on Acquisition Planning & Market Research
- Oversee Procedures
- Establish and Facilitate the Achievement of Small Business Goals



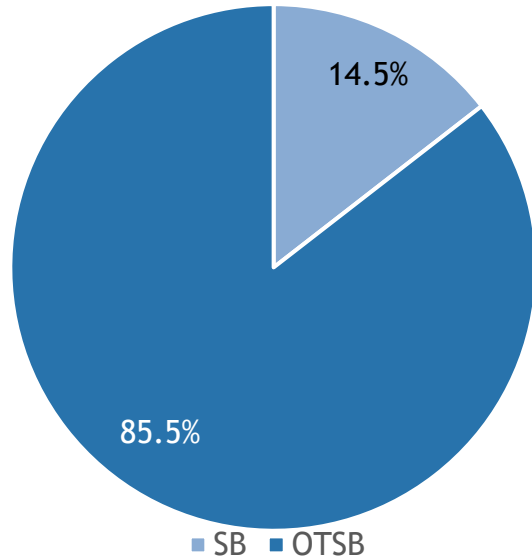
Calvin Mitchell, Jr.
Director,
OSDBU

ED's 2022 Small Business Goals

	Prime	Subcontracting
Small Business	14.00%	37.00%
SDB	8.25%	5%
WOSB	5%	5%
SDVOSB	3%	3%
HUBZone	3%	3%

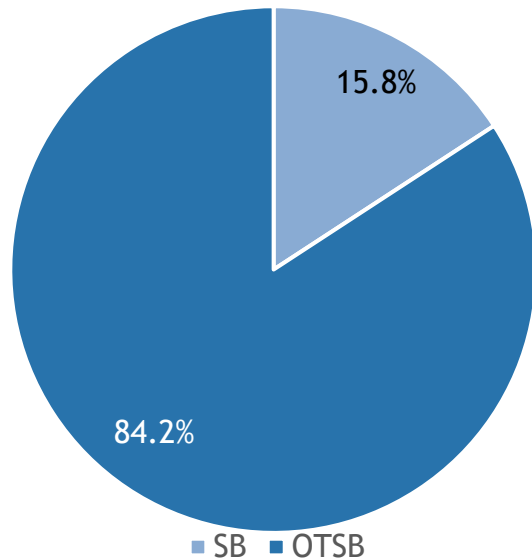
Overview of ED Spending FY20-FY21

FY20



Category	Total \$	Goal %	% Achieved
Total Spend	\$2.43B	N/A	N/A
SB	\$411.38M	16.0%	14.88%
SDVOSB	\$29.62M	3.0%	1.07%
HUBZ	\$14.67M	3.0%	0.53%
WOSB	\$163.29M	5.0%	5.91%
SDB	\$230.58M	5.0%	8.34%

FY21



Category	Total \$	Goal %	% Achieved
Total Spend	\$2.52B	N/A	N/A
SB	\$398.33M	14.0%	15.81%
SDVOSB	\$27.91M	3.0%	1.11%
HUBZ	\$20.82M	3.0%	0.83%
WOSB	\$137.56M	5.0%	5.46%
SDB	\$211.30M	5.0%	8.39%

ED Spending by NAICS FY21

NAICS	Total \$	SB \$	SB %
522390: Other Activities Related to Credit Intermediation	\$1.06B	\$0.00	0.0%
561440: Collection Agencies: Collection Agencies	\$469.43M	\$83.54M	17.8%
541512: Computer Systems Design Services	\$301.41M	\$59.26M	19.5%
541720: Research and Development in the Social Sciences and Humanities	\$224.21M	\$25.17M	11.2%
541611: Administrative Management and General Management Consulting Services	\$155.93M	\$64.76M	41.5%
541511: Custom Computer Programming Services	\$91.98M	\$40.23M	43.7%
541519: Other Computer Related Services	\$88.63M	\$65.83M	74.3%
522110: Commercial Banking	\$77.38M	\$0.00	0.0%
611710: Educational Support Services	\$61.92M	\$5.79M	9.3%
517110: Wired Telecommunications Carriers	\$36.44M	\$0.00	0.0%

Top POCs by Contract Spend

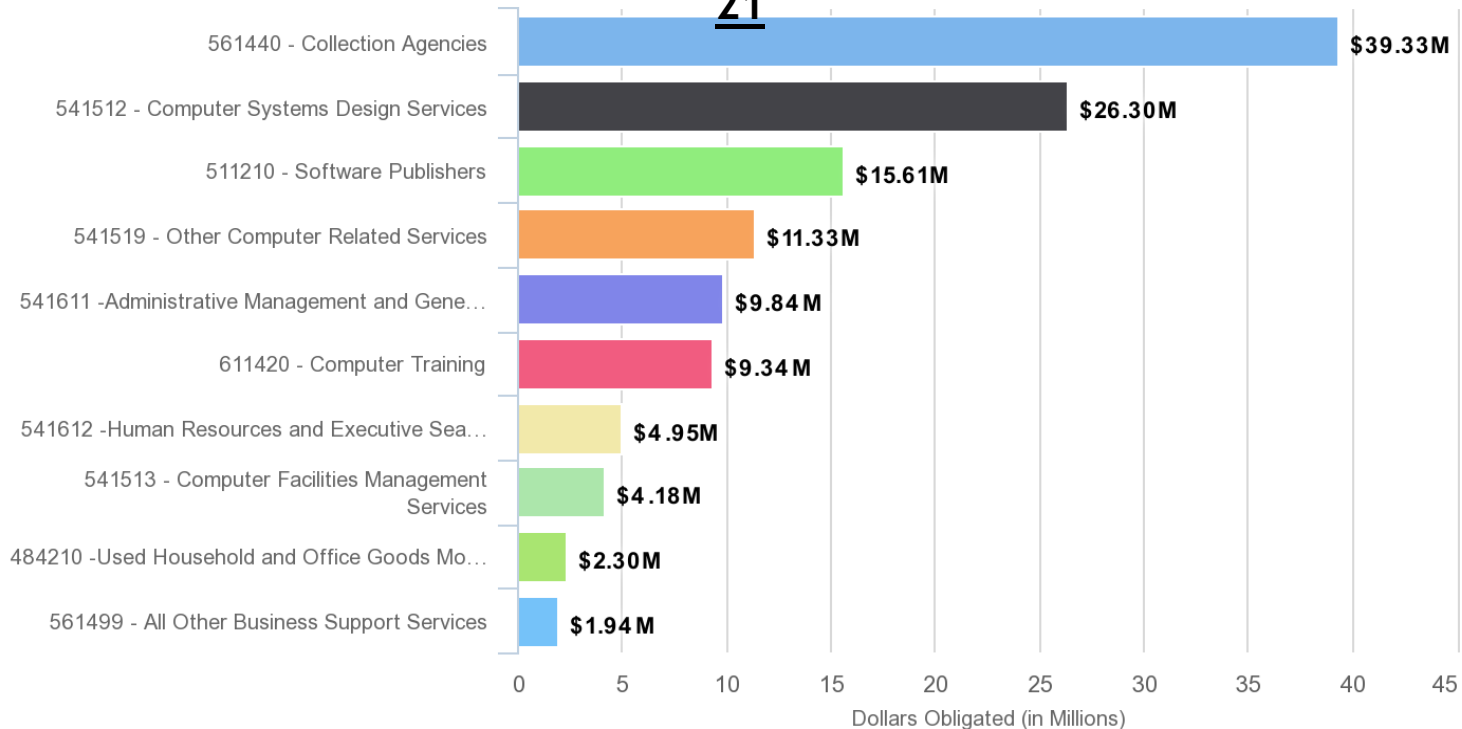
Program Office	FY 19			FY 20			FY 21		
	Total \$	SB \$	SB %	Total \$	SB \$	SB %	Total \$	SB \$	SB %
FSA – Federal Student Aid	\$2.10B	\$650.52M	31.04%	\$2.12B	\$210.33M	9.90%	\$1.87B	\$174.56M	9.35%
IES – Institute of Education Sciences	\$385.89M	\$57.79M	14.98%	\$369.22M	\$48.88M	13.24%	\$363.22M	\$49.53M	13.64%
OCIO – Office of the Chief Information Officer	\$113.46M	\$41.96M	36.98%	\$93.88M	\$51.34M	54.69%	\$73.11M	\$37.33M	51.06%
OFO – Office of Finance and Operations	\$32.45M	\$26.56M	81.83%	\$64.91M	\$39.45M	60.77%	\$86.34M	\$59.43M	68.83%
OESE – Office of Elementary and Secondary Education	\$50.20M	\$27.82M	55.42%	\$38.67M	\$19.92M	51.51%	\$57.22M	\$37.03M	64.71%

Top ED Contracting Vehicles

Contracting Vehicle	FY 2020 Spend	FY 2021 Spend
CIO-SP3	\$197.27	\$214.23M
NASA SEWP V	\$17.82M	\$16.19M
OASIS Unrestricted POOL 2	\$25.93M	\$12.86M
8(a) STARS III	\$9.56M	\$9.16M
CIO-SP3 SB	\$29.09M	\$5.49M

SDVOSB Spend FY19-21

Top 10 NAICS in Spend for SDVOSB FY19-21



ED Total SDVOSB Spend and Achievement

	FY19	FY20	FY21
Contract \$	\$69.39M	\$29.62M	\$27.91M
% Achieved	2.52%	1.07%	1.11%

Equity in Federal Procurement: What we are focusing upon

- **OSDBU**
 - Creating Awareness and Understanding
 - Inreach Training and POC-wide Engagement
 - Extending Outreach to Small and Disadvantaged Communities
 - Building New Partnerships & Strengthening Existing Ones

Engage with OSDBU!

1. Schedule a One-on-One virtual Consultation:

Small.business@ed.gov

2. Register your Small Business in SBCX – ED's Small Business Database:

<https://mysbcx.ed.gov/#home>

3. Attend OSDBU's Virtual Small Business Conferences

4. Visit OSDBU's Resource Page:

<https://www2.ed.gov/about/offices/list/of/osdbu/index.html>

OSDBU Points of Contacts

Calvin Mitchell Jr.	Director
Debra Suarez	Program Manager
Gabriella Epstein	Small Business Specialist
Javette Johnson	Small Business Specialist
Marcella Coverson	Small Business Specialist
Samira Zewari	Policy Lead Small Business Specialist

Small.business@ed.gov

(202) 245-6300

1-1 Consultations with ED OSDBU Small Business Specialist

- ▶ Virtual, using TEAMS
- ▶ Provide a Capability Briefing
- ▶ Learn about ED's Program Offices (POC)
- ▶ Connect with other Small Business Advocates
- ▶ Discuss ED Resources
- ▶ Review Your SBCX Profile

Register your Small Business in SBCX – ED's Small Business Database

What is SBCX?



Who can use sbcx?



ED EMPLOYEES

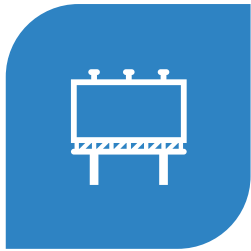


BUSINESS
OWNERS/EMPLOYEES



OTHER GOVERNMENT
ACQUISITION STAFF

Why SBCX?



**USER-
FRIENDLY**



**PROVIDED
BY OSDBU**



**SPECIFIC
TO ED**

1

1. Visit the Site:
mysbcx.ed.gov

2

2. Click
“Register”

3

3. Fill out the
form with your
information

4

4. Await approval
from an OSDBU
administrator

Account Creation

Key Notes About Using SBCX:



You need an account to see site details



Only departmental staff can view sensitive information

Company capabilities

Contract data

Resources (Links)

About [OSDBU](#)

Small Business
Customer
Experience [\(SBCX\)](#)

Register to join ED's vendor list

[Forecast](#) of Contract
Opportunities

Contract awards anticipated this
year

[Active
Contracts List](#)

Current ED contracts

[Beta.SAM](#)

Find government contract
opportunities

[PTAC Directory](#)

Locate your local procurement
technical assistance center

Thank you!

Small.business@ed.gov

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