

Office of Small and Disadvantaged Business Utilization

U.S. Department of Education (ED)

Doing Business with ED

Prepared for

**Minority Business Development Agency (MBDA)
Business Summit**

April 27, 2022

Small.business@ed.gov

(202) 245-6300

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.



Calvin Mitchell, Jr.
Director,

**Office of Small and
Disadvantaged
Business Utilization
(OSDBU)**

**US Department of
Education**

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



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 FY21 Spending

1. Total Spend

- ▶ SB
- ▶ SDVOSB
- ▶ HUBZone
- ▶ WOSB
- ▶ SDB

2. NAICS

- ▶ 522390: Other Activities Related to Credit Intermediation
- ▶ 561440: Collection Agencies: Collection Agencies
- ▶ 541512: Computer Systems Design Services
- ▶ 541720: Research and Development in the Social Sciences and Humanities
- ▶ 541611: Administrative Management and General Management Consulting Services
- ▶ 541511: Custom Computer Programming Services
- ▶ 541519: Other Computer Related Services
- ▶ 522110: Commercial Banking
- ▶ 611710: Educational Support Services
- ▶ 517110: Wired Telecommunications Carriers

Top POCs by Contract Spend, FY21

Program Office

FSA – Federal Student Aid

IES – Institute of Education Sciences

OCIO – Office of the Chief Information Officer

OFO – Office of Finance and Operations

OESE – Office of Elementary and Secondary Education

Top ED Contracting Vehicles

Contracting Vehicle

CIO-SP3

NASA SEWP V

OASIS Unrestricted POOL 2

8(a) STARS III

CIO-SP3 SB

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>

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

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

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

What is SBCX?



Who can use sbcx?



ED EMPLOYEES

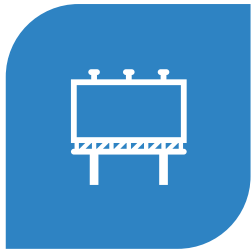


BUSINESS
OWNERS/EMPLOYEES



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

(202) 245-6300