

How to Effectively Use Projection Plans

How to Use Projection Plans

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Program Administrator
DAS/Equal Opportunity Division

How to Use MB Projection Plans

Topics

- Program Requirements
- Plan Components
- How to Maximize Opportunities

How to Use Projection Plans

Program Requirements

Expenditure Goals

- EDGE Expenditures = Currently 5%
- MBE Contracts (Agency Level) = 15%
- MBE Purchases = 15%

Projections

- Department of Education is responsible for reviewing its annual procurements and submitting a plan for meeting its requirement

How to Use Projection Plans

Plan Components

- Section I
 - Agency Information
 - Designation of Responsibility
 - Agency Director, Agency MBE/EDGE EEO Officer, Agency Procurement Officer, and Chief Fiscal Officer
- Section II
 - DAS Projected Contracts
 - Contract Information

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Plan Components

- Section III
 - Agency Projected Contracts
 - Contract Information
- Section IV
 - Purchases

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Section I.

Agency Information

Agency:	Ohio Department of Education
Director/Executive First Name:	Richard
Director/Executive Last Name:	Ross
Director/Executive Title:	State Superintendent of Public Instruction
Address:	25 South Front Street
City:	Columbus
ZIP:	43215

Designation of Responsibility (Agency MBE/EDGE EEO Officer)

First Name:	Amadu
Last Name:	Sankoh
Title:	Fiscal Officer 2 - EEO Officer
Address:	25 South Front Street
City:	Columbus
ZIP:	43215
Telephone:	614-752-1553
Email:	Amadu.Sankoh@education.ohio.gov

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Section II.

DAS PROJECTED CONTRACTS FY2016 ONLY | Agency to have DAS administer or award - ONLY New and/or Renewal

Do not include: purchases to be made from state contracts (e.g., STS, MMA, GDC, LDC, MSA, MCSA, etc.); required sources such as CRP, OPI; or sole-source purchases for which your agency has a "No Competitive Opportunity."

Contract Information

Commodity/Service	Account Code	Contract Description (Do not use the Account Code Description. Please provide details of the type of purchase.)	Projected Total Contract Value	Agency Requests DAS to Set-Aside (Yes/No)
(Example) Diabetic Study	510057	Statewide study to determine causes of advanced diabetes.	\$125,000	Yes
STORAGE AND DELIVERY OF COMMODITY FOODS (EDU003)	524056, 527050	STORAGE AND DELIVERY OF FOOD FROM WAREHOUSES TO SCHOOLS	\$2,500,000	Yes
GRILLED EGG PATTIES (EDU004)	520050	CONVERT USDA COMMODITY FOOD TO SERVICE PORTIONS	\$190,000	Yes
ASIAN STYLE CHICKEN PRODUCTS (EDU008)	520050	CONVERT USDA COMMODITY FOOD TO SERVICE PORTIONS	\$400,000	Yes
PEAR SAUCE (EDU009)	520050	CONVERT USDA COMMODITY FOOD TO SERVICE PORTIONS	\$80,000	Yes
PORK RIB PATTIES (EDU013)	520050	CONVERT USDA COMMODITY FOOD TO SERVICE PORTIONS	\$70,000	Yes
BEEF PATTY WITH SOY (EDU018)	520050	CONVERT USDA COMMODITY FOOD TO SERVICE PORTIONS	\$295,000	Yes
BEEF PATTY RIB-SHAPED, REDUCED SODIUM, BARBECUE-FLAVORED (EDU024)	520050	CONVERT USDA COMMODITY FOOD TO SERVICE PORTIONS	\$70,000	Yes
TACO FILLING (EDU026)	520050	CONVERT USDA COMMODITY FOOD TO SERVICE PORTIONS	\$445,000	Yes
BEEF CRUMBLES (EDU028)	520050	CONVERT USDA COMMODITY FOOD TO SERVICE PORTIONS	\$95,000	Yes
APPLESAUCE, FLAVORED, SHELF STABLE FRUIT CUPS (EDU031)	520050	CONVERT USDA COMMODITY FOOD TO SERVICE PORTIONS	\$1,235,000	Yes

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Section III.

AGENCY PROJECTED CONTRACTS FY2016 ONLY | Agency to award under its own authority - ONLY New and/or Renewal

Include contracts that the agency will award using its direct procurement authority, including those for which the agency will seek a Release and Permit from DAS in order to be able to award independent purchases to be made from state contracts (e.g., STS, MMA, GDC, LDC, MSA, MCSA, etc.); required sources such as CRP, OPI; or sole-source purchases for which your agency will seek a Controlling B Competitive Opportunity."

Contract Information

Commodity/Service name, if known) (Contract	Account Code	Contract Description (Do not use the Account Code Description. Please provide details of the type of purchase.)	2nd-Tier Language included in Contract (Yes/No)	Plan to Request Release and Permit from DAS (Yes/No)	Projected Solicitation Post Date
(Example) Personal Services Contract (Orient Prison)	510057	Research Project - Mental Health Disorder	Yes	Yes	11/15/2015
PERSONAL SERVICES CONTRACT (PROGRAM IMPLEMENTATION AND MONITORING CONTRACTORS)	510050	MULTIPLE PROGRAM IMPLEMENTATION AND MONITORING CONTRACT FOR VARIOUS AMOUNTS	No	No	4/1/2016
PERSONAL SERVICES CONTRACT (SEARCHSOFT WBRS WEB HOSTING)	510050	WEB HOSTING	No	No	4/1/2016
PERSONAL SERVICES CONTRACT (PRESCHOOL AND SCHOOL AGE CHILD CARE LICENSING REVIEWERS)	510050	MULTIPLE PRESCHOOL AND SCHOOL AGE CHILD CARE LICENSING REVIEWERS CONTRACTS FOR VARIOUS AMOUNTS	No	No	4/1/2016
COMMUNITY ELIGIBILITY AND SCHOOL MEAL COMPLIANCE AUDITOR)	510050	SCHOOL MEAL COMMUNITY ELIGIBILITY AND SCHOOL MEAL COMPLIANCE AUDITOR	No	No	4/1/2016
PERSONAL SERVICES CONTRACT (STATE DIAGNOSTIC REVIEW TEAM CONTRACTOR)	510050	MULTIPLE STATE DIAGNOSTIC REVIEW TEAM CONTRACTOR CONTRACTS FOR 18,000 OR 30,000	No	No	4/1/2016
PERSONAL SERVICES CONTRACT (PERFORMANCE-BASED TASK WRITING WORKSHOP FACILITATOR)	510050	17 CONTRACTS FOR 15,000 OR 25,000 WORKSHOP FACILITATION FOR PERFORMANCE BASED TASK WRITING	No	No	8/1/2015
PERSONAL SERVICES CONTRACT (ACADEMIC DISTRESS COMMISSION REVIEW)	510050	18 ACADEMIC DISTRESS COMMISSION REVIEW CONTRACTS FOR 13,600 OR 27,200	No	No	4/1/2016
PERSONAL SERVICES CONTRACT (STATE LEVEL REVIEW OFFICER)	510050	3 STATE LEVEL REVIEW OFFICER CONTRACTS AT \$24,500 STATE LEVEL REVIEW OFFICER	No	No	4/1/2016

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Section IV.

AGENCY ELIGIBLE PURCHASES FY2016 ONLY | All purchases for FY2016 in the quarter which the voucher is planned - INCLUDE open encumbrances

include disbursements for the purchasing represented in Section II (DAS Projected Contracts) and Section III (Agency Projected Contracts) plus all purchases to be made from existing DAS contracts (e.g., contract expenditures and debit purchases in the quarter the agency intends to voucher the payments. Include disbursements to be made by vouchers that reference FY2015 encumbrances. Do not include sources such as CRP, OPI; purchases that reference non-MBE-eligible account codes; or sole-source purchases for which your agency will seek a Controlling Board waiver for "No Competitive Opportunity"

PURCHASE INFORMATION

Purchase Type (Agency Direct Purchase or DAS Term Contract)	Account Code	Description (Do not use the Account Code Description. Please provide details of the type of purchase.)	2nd-Tier Language included in Contract (Yes/No)	Total Purchases
(Example) Agency Direct Spend	539151	Other Security Equipment	No	\$12
AGENCY DIRECT SPEND	510050	INDIRECT COST REVIEW (MAXIMUS)	No	\$20,000
DAS TERM CONTRACT	510050	EVENT PLANNING (PMM AGENCY)	No	\$300,000
DAS TERM CONTRACT	510050	MEAL COMPLIANCE AUDITING (RITE BITE)	No	\$160,000
AGENCY DIRECT SPEND & DAS TERM CONTRACT	510050	VARIOUS PERSONAL SERVICE CONTRACTS	No	\$18,000,000
DAS TERM CONTRACT	510050	GRAPHIC DESIGN (WARHOL & WALL ST LTD)	No	\$130,000
DAS TERM CONTRACT	510052	COURT REPORTING (ARMSTRONG & OKEY)	No	\$60,000
DAS TERM CONTRACT	510052	LEGAL STAFF AUGMENTATION (GDC004)	No	\$400,000
DAS TERM CONTRACT	510055	IT & NETWORK (COLYAR CONSULTING GROUP)	No	\$1,000,000
DAS TERM CONTRACT	510055	IT & NETWORK STAFF AUGMENTATION(COMPUTER AID INC)	No	\$2,680,000
DAS TERM CONTRACT	510055	IT & NETWORK (DEDICATED TECHNOLOGIES)	No	\$55,270
DAS TERM CONTRACT	510055	IT & NETWORK (IBM)	No	\$692,643

How to Use Projection Plans: Where Plans are Located

Notice of Proposed EDGE Rules Change

In accordance with the requirements of Senate Bill 2 (SB2) of the 129th General Assembly and Executive Order 2011-01K, the Equal Opportunity Division of the Ohio Department of Administrative Services (DAS) has proposed rules for the Encouraging Diversity, Growth and Equity (EDGE) program in collaboration with stakeholders, and now must assess and justify any adverse impact the proposed rules may have on the business community (as defined by SB2). Therefore, DAS is providing a final opportunity for the affected public to provide input on the proposed rules.

The sixteen proposed rules cover the following topics:

- The criteria and qualifications for participation in the EDGE program;
- Procedures by which a business may apply for EDGE certification;
- The procedure for determining agency procurement goals for contracting with EDGE businesses; and
- Standards to determine when an EDGE business no longer qualifies for EDGE certification.

Information concerning the proposed rules, including recommended additions or deletions, may be found on this page at the links below marked "Proposed Rules," along with the "Rules Summary Sheet" and "Business Impact Analysis."

PLEASE NOTE: Comments on the proposed rules or Business Impact Analysis will be accepted until close of business on June 26, 2015. Please send all comments to das.mbe-edge@das.ohio.gov, copying CSIPublicComments@governor.ohio.gov.

- [Proposed Rules](#)
- [Rule Summary Sheet](#)
- [Business Impact Analysis](#)

Featured Events

Minority Business Enterprise Expo - Ohio Department of Education

The Ohio Department of Education is sponsoring a **free** networking event for certified and prospective certified Minority Business Enterprise (MBE) businesses. To learn more about the department and their specific procurement needs, please join them in Columbus on June 16. Advance registration is preferred (link below).

[download certificates](#)

- [Locate EDGE-certified businesses and download certificates](#)
- [Business Resource Toolkit](#)
- [Check procurement bid announcements](#)
- [Check construction bid announcements](#)
- [Submit EDGE complaint](#)

Agencies, Boards, and Commissions' Toolkit

Affirmative Action Program Verification

- [Apply](#)
- [Download certificate](#)

Certificate of Compliance

- [Apply](#)
- [Download certificate](#)

Submit I-29 (Work-hour Utilization)

File a Discrimination Complaint

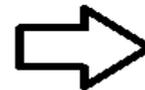
Publications

[FY2015 MBE Projection Plans](#)

[FY2015 MBE Projection Plan Analysis](#)

[MBE/EDGE Scorecard Reports](#)

[Know Your Rights brochure](#)



How to Use Projection Plans: Where Plans are Located

Agency MBE Expenditure P... x +

das.ohio.gov/Divisions/EqualOpportunity/MBEEDGEContractingOpportunityToolkit/AgencyMBEExpenditurePlans.aspx

OmniCom - Contract ... Argosy Log In CS CSCC

OhioDAS
Service · Support · Solutions

Search... GO

Home | for Business/Public | for State Agencies | for State Employees | Divisions | Contact Us

You are here : Divisions > Equal Opportunity > MBE/EDGE Contracting Opportunity Tool Kit > Agency MBE Expenditure Plans

Agency MBE Projection Plans

Each fiscal year, state agencies, boards and commissions submit a projection of their upcoming expenditures with Minority Business Enterprises (MBEs). These plans should allow you as the MBE to see where agencies spend dollars as well as in what quarter they plan to do so.

Below, for your reference, are the FY2015 MBE Projection Plans. Click on the icon(s) to view.

Cabinet Agency MBE Projection Plans (FY15)

Agency Name	Projection Plan	1st Quarter Addendum	2nd Quarter Addendum	3rd Quarter Addendum	4th Quarter Addendum
Adjutant General					
Board of Regents					
Bureau of Workers' Compensation					
Dept. of Administrative					

Services

- MBE/EDGE Certification Unit
- Construction Compliance Unit
- Affirmative Action/Equal Employment Opportunity Unit
- Dr. Martin Luther King, Jr. Holiday Commission

Quick Links

EOD HOME

Certified Businesses

- Apply
- Locate MBE-certified businesses and download certificates
- Locate EDGE-certified businesses and

How to Use Projection Plans

- Step #1** - Section III – Review “Agency Contracts” (\$50,000) for products or services your company provides.
- Step #2** - Section IV – Review “Agency Purchases” for products or services your company provides.
- Step #3** - Identify those purchases that have not been committed
 - Purchases not tied to a contract
 - Focus on “direct spend” purchases
- Step #4** - Make a list of 1st tier marketing contacts
- Step #5** - Consider “Joint Venturing” for contracts \$50,000 +

Toolkit for Certified Businesses

How to Use Projection Plans

Cathy Armstrong

EEO Contract Officer
DAS/Equal Opportunity Division

Matching Companies with State Agencies



How do state agencies discover my business?

- Database search (edge.ohio.gov / mbe.ohio.gov)
 - Common searches:
 - UNSPS Codes
 - ✓ What are UNSPS codes?
 - ✓ How to search UNSPS codes
 - ✓ How to add codes to the business profile

Matching Companies with State Agencies



- Common searches (continued):
 - Keywords
 - ✓ How are keyword results derived?
 - Business profile (i.e., scope of work)
 - Comprehensive list/description of the services your company provides

Matching Companies with State Agencies

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 - ✓ What are CSI codes?
 - ✓ How to search CSI codes
 - ✓ How to add codes to the business profile



Thank you for attending

Questions



Contact us:

- Phone: 614-466-8380
- Web: das.ohio.gov/eod
- EDGE Program: edge.ohio.gov
- MBE Program: mbe.ohio.gov
- OBG: obg.ohio.gov
- Email: das.mbe-edge@das.ohio.gov