

**Agency Minority Business Enterprise (MBE) Projected Expenditure Plan  
– Fiscal Year 2020 –**

**Section I**  
**Agency Information**

Agency:	Department of Insurance
Director/Executive First Name:	Tynesia
Director/Executive Last Name:	Dorsey
Director/Executive Title:	Chief Administrative Officer
Address:	50 W. Town Street
City:	Columbus
ZIP:	Ohio

**Designation of Responsibility (Agency MBE/EDGE EEO Officer)**

First Name:	Andrew
Last Name:	Skal
Title:	EEO
Address:	50 W. Town Street
City:	Columbus
ZIP:	Ohio
Telephone:	614-644-3264
Email:	<a href="mailto:andrew.skal@insurance.ohio.gov">andrew.skal@insurance.ohio.gov</a>

**Designation of Responsibility (Agency Procurement Officer)**

First Name:	Jianming
Last Name:	Xia
Title:	Chief Fiscal Officer
Address:	50 W. Town Street
City:	Columbus
ZIP:	43215
Telephone:	614-644-3263
Email:	<a href="mailto:jianming.xia@insurance.ohio.gov">jianming.xia@insurance.ohio.gov</a>

**Designation of Responsibility (Chief Fiscal Officer)**

First Name:	Jianming
Last Name:	Xia
Title:	Chief Fiscal Officer
Address:	50 W. Town Street
City:	Columbus
ZIP:	43215
Telephone:	614-644-3263
Email:	<a href="mailto:jianming.xia@insurance.ohio.gov">jianming.xia@insurance.ohio.gov</a>

**Section II-A**  
**DAS PROJECTED CONTRACTS FY2020 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 will seek a Controlling Board waiver for "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)	Agency Requests DAS use 2nd-Tier Language (Yes/No)
ADVERT PROMOTIONAL SERVICE	528056	Media Buy	\$400,000	Yes	
ADMINISTRATIVE AND MGMT SERV	510050	Acturial Analysis	\$250,000	No	

**Section II-B**  
**AGENCY PROJECTED CONTRACTS FY2020 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 independently. 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 will seek a Controlling Board waiver for "No Competitive Opportunity."

**Contract Information**

Commodity/Service (Contract name, if known)	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	New or Renewal?	Projected Total Contract Value	Projected Set-Aside Total Contract Value	Quarter Projected Contract to be Awarded			
									Q1: July to Sept.	Q2: Oct. to Dec.	Q3: Jan. to Mar.	Q4: Apr. to June
Hearing Officer	510052	Hearing Officer	No	No	6/28/2019	Renewal	\$60,000	\$0	X	NA	NA	NA

**Section II-C**

Total DAS Projected Contracts for FY2020	\$650,000.00
Total DAS Contracts Projected as Set-Aside for FY2020	\$400,000.00
Total Agency Projected Contracts for FY2020	\$60,000.00
Total Agency Contracts Projected as Set-Aside for FY2020	\$0.00

**Agency Minority Business Enterprise (MBE) Projected Expenditure Plan  
- Fiscal Year 2020 -**

**Section III-A.**  
**AGENCY ELIGIBLE PURCHASES FY2020 ONLY | All purchases for FY2020 in the quarter which the voucher is planned - INCLUDE open encumbrances from Fiscal Year 2019**  
 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., STS, MMA, GDC, LDC, MSA, MCSA, etc.), non-contract expenditures and debit purchases in the quarter the agency intends to voucher the payments. Include disbursements to be made by vouchers that reference FY2019 encumbrances. Do not include: purchases to be made from required sources such as CRP, CPI, 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 by Quarter (Dollar Values)																									
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)	Projected Purchases	1st Quarter				2nd Quarter				3rd Quarter				4th Quarter				Fiscal Year To Date								
					1st Quarter Total	Set-Aside	2nd Tier Set-Aside	Open	2nd Quarter Total	Set-Aside	2nd Tier Set-Aside	Open	3rd Quarter Total	Set-Aside	2nd Tier Set-Aside	Open	4th Quarter Total	Set-Aside	2nd Tier Set-Aside	Open	Set-Aside	2nd Tier Set-Aside	Open	Total Expenditures					
Bid through DAS	510050	Actuarial Analysis	No	\$250,000.00	\$62,500.00	\$0.00	\$0.00	\$62,500.00	\$62,500.00	\$0.00	\$0.00	\$62,500.00	\$62,500.00	\$0.00	\$0.00	\$62,500.00	\$62,500.00	\$0.00	\$0.00	\$62,500.00	\$62,500.00	\$0.00	\$0.00	\$62,500.00	\$0.00	\$0.00	\$250,000.00	\$250,000.00	
Agency Direct Purchase	510052	Hearing Officers and Court Reporters	No	\$60,000.00	\$15,000.00	\$0.00	\$0.00	\$15,000.00	\$15,000.00	\$0.00	\$0.00	\$15,000.00	\$15,000.00	\$0.00	\$0.00	\$15,000.00	\$15,000.00	\$0.00	\$0.00	\$15,000.00	\$15,000.00	\$0.00	\$0.00	\$15,000.00	\$0.00	\$0.00	\$60,000.00	\$60,000.00	
DAS Term Contract	510055	IT Consultant	No	\$250,000.00	\$62,500.00	\$0.00	\$0.00	\$62,500.00	\$62,500.00	\$0.00	\$0.00	\$62,500.00	\$62,500.00	\$0.00	\$0.00	\$62,500.00	\$62,500.00	\$0.00	\$0.00	\$62,500.00	\$62,500.00	\$0.00	\$0.00	\$62,500.00	\$0.00	\$0.00	\$250,000.00	\$250,000.00	
Agency Direct Purchase	510061	Vendor offered training/certification fee	No	\$20,000.00	\$5,000.00	\$0.00	\$0.00	\$5,000.00	\$5,000.00	\$0.00	\$0.00	\$5,000.00	\$5,000.00	\$0.00	\$0.00	\$5,000.00	\$5,000.00	\$0.00	\$0.00	\$5,000.00	\$5,000.00	\$0.00	\$0.00	\$5,000.00	\$0.00	\$0.00	\$20,000.00	\$20,000.00	
DAS Term Contract	521050	Office supply and equipment (not print)	No	\$70,000.00	\$17,500.00	\$0.00	\$0.00	\$17,500.00	\$17,500.00	\$0.00	\$0.00	\$17,500.00	\$17,500.00	\$0.00	\$0.00	\$17,500.00	\$17,500.00	\$0.00	\$0.00	\$17,500.00	\$17,500.00	\$0.00	\$0.00	\$17,500.00	\$0.00	\$0.00	\$70,000.00	\$70,000.00	
Both	521052	IT Items < \$1,000 (no asset tag)	No	\$20,000.00	\$5,000.00	\$0.00	\$0.00	\$5,000.00	\$5,000.00	\$0.00	\$0.00	\$5,000.00	\$5,000.00	\$0.00	\$0.00	\$5,000.00	\$5,000.00	\$0.00	\$0.00	\$5,000.00	\$5,000.00	\$0.00	\$0.00	\$5,000.00	\$0.00	\$0.00	\$20,000.00	\$20,000.00	
Both	521053	PCs, Monitors, Switches and Routers	No	\$40,000.00	\$10,000.00	\$2,500.00	\$0.00	\$7,500.00	\$10,000.00	\$2,500.00	\$0.00	\$7,500.00	\$10,000.00	\$2,500.00	\$0.00	\$7,500.00	\$10,000.00	\$2,500.00	\$0.00	\$7,500.00	\$10,000.00	\$2,500.00	\$0.00	\$7,500.00	\$10,000.00	\$0.00	\$0.00	\$40,000.00	\$40,000.00
DAS Term Contract	521070	Books, Paper Subscriptions, etc.	No	\$50,000.00	\$12,500.00	\$0.00	\$0.00	\$12,500.00	\$12,500.00	\$0.00	\$0.00	\$12,500.00	\$12,500.00	\$0.00	\$0.00	\$12,500.00	\$12,500.00	\$0.00	\$0.00	\$12,500.00	\$12,500.00	\$0.00	\$0.00	\$12,500.00	\$0.00	\$0.00	\$50,000.00	\$50,000.00	
DAS Term Contract	523061	Commercial Transportation OS/Direct	No	\$28,000.00	\$7,000.00	\$0.00	\$0.00	\$7,000.00	\$7,000.00	\$0.00	\$0.00	\$7,000.00	\$7,000.00	\$0.00	\$0.00	\$7,000.00	\$7,000.00	\$0.00	\$0.00	\$7,000.00	\$7,000.00	\$0.00	\$0.00	\$7,000.00	\$0.00	\$0.00	\$28,000.00	\$28,000.00	
Both	524052	Software perpetual license < \$1,000	No	\$100,000.00	\$25,000.00	\$10,000.00	\$0.00	\$15,000.00	\$25,000.00	\$10,000.00	\$0.00	\$15,000.00	\$25,000.00	\$10,000.00	\$0.00	\$15,000.00	\$25,000.00	\$10,000.00	\$0.00	\$15,000.00	\$25,000.00	\$10,000.00	\$0.00	\$15,000.00	\$40,000.00	\$0.00	\$0.00	\$100,000.00	\$100,000.00
Both	524063	Adobe Connect & Acrobat, InTrust	No	\$125,000.00	\$31,250.00	\$10,000.00	\$0.00	\$21,250.00	\$31,250.00	\$10,000.00	\$0.00	\$21,250.00	\$31,250.00	\$10,000.00	\$0.00	\$21,250.00	\$31,250.00	\$10,000.00	\$0.00	\$21,250.00	\$31,250.00	\$10,000.00	\$0.00	\$21,250.00	\$40,000.00	\$0.00	\$0.00	\$125,000.00	\$125,000.00
DAS Term Contract	524067	Network/Comm Services	No	\$20,000.00	\$5,000.00	\$0.00	\$0.00	\$5,000.00	\$5,000.00	\$0.00	\$0.00	\$5,000.00	\$5,000.00	\$0.00	\$0.00	\$5,000.00	\$5,000.00	\$0.00	\$0.00	\$5,000.00	\$5,000.00	\$0.00	\$0.00	\$5,000.00	\$0.00	\$0.00	\$20,000.00	\$20,000.00	
Both	526051	Office equipment repair/maintenance	No	\$30,000.00	\$7,500.00	\$0.00	\$0.00	\$7,500.00	\$7,500.00	\$0.00	\$0.00	\$7,500.00	\$7,500.00	\$0.00	\$0.00	\$7,500.00	\$7,500.00	\$0.00	\$0.00	\$7,500.00	\$7,500.00	\$0.00	\$0.00	\$7,500.00	\$0.00	\$0.00	\$30,000.00	\$30,000.00	
DAS Term Contract	526052	Janitorial Services	No	\$15,000.00	\$3,750.00	\$0.00	\$0.00	\$3,750.00	\$3,750.00	\$0.00	\$0.00	\$3,750.00	\$3,750.00	\$0.00	\$0.00	\$3,750.00	\$3,750.00	\$0.00	\$0.00	\$3,750.00	\$3,750.00	\$0.00	\$0.00	\$3,750.00	\$0.00	\$0.00	\$15,000.00	\$15,000.00	
Both	526067	IT Cabling, EQ Service & RPR	No	\$10,000.00	\$2,500.00	\$0.00	\$0.00	\$2,500.00	\$2,500.00	\$0.00	\$0.00	\$2,500.00	\$2,500.00	\$0.00	\$0.00	\$2,500.00	\$2,500.00	\$0.00	\$0.00	\$2,500.00	\$2,500.00	\$0.00	\$0.00	\$2,500.00	\$0.00	\$0.00	\$10,000.00	\$10,000.00	
Both	526068	IT equipment - CENT Repair	No	\$10,000.00	\$2,500.00	\$0.00	\$0.00	\$2,500.00	\$2,500.00	\$0.00	\$0.00	\$2,500.00	\$2,500.00	\$0.00	\$0.00	\$2,500.00	\$2,500.00	\$0.00	\$0.00	\$2,500.00	\$2,500.00	\$0.00	\$0.00	\$2,500.00	\$0.00	\$0.00	\$10,000.00	\$10,000.00	
DAS Term Contract	526070	Tableau, ACL SW Proprietary, Websense	No	\$280,000.00	\$70,000.00	\$10,000.00	\$0.00	\$60,000.00	\$70,000.00	\$10,000.00	\$0.00	\$60,000.00	\$70,000.00	\$10,000.00	\$0.00	\$60,000.00	\$70,000.00	\$10,000.00	\$0.00	\$60,000.00	\$70,000.00	\$10,000.00	\$0.00	\$60,000.00	\$40,000.00	\$0.00	\$0.00	\$280,000.00	\$280,000.00
Both	526073	Other maintenance	No	\$30,000.00	\$7,500.00	\$0.00	\$0.00	\$7,500.00	\$7,500.00	\$0.00	\$0.00	\$7,500.00	\$7,500.00	\$0.00	\$0.00	\$7,500.00	\$7,500.00	\$0.00	\$0.00	\$7,500.00	\$7,500.00	\$0.00	\$0.00	\$7,500.00	\$0.00	\$0.00	\$30,000.00	\$30,000.00	
DAS Term Contract	527050	Storage rental and service	No	\$10,000.00	\$2,500.00	\$0.00	\$0.00	\$2,500.00	\$2,500.00	\$0.00	\$0.00	\$2,500.00	\$2,500.00	\$0.00	\$0.00	\$2,500.00	\$2,500.00	\$0.00	\$0.00	\$2,500.00	\$2,500.00	\$0.00	\$0.00	\$2,500.00	\$0.00	\$0.00	\$10,000.00	\$10,000.00	
Both	527059	Other rentals	No	\$15,000.00	\$3,750.00	\$0.00	\$0.00	\$3,750.00	\$3,750.00	\$0.00	\$0.00	\$3,750.00	\$3,750.00	\$0.00	\$0.00	\$3,750.00	\$3,750.00	\$0.00	\$0.00	\$3,750.00	\$3,750.00	\$0.00	\$0.00	\$3,750.00	\$0.00	\$0.00	\$15,000.00	\$15,000.00	
Bid through DAS	528056	Media Buy for OSHIP	No	\$400,000.00	\$100,000.00	\$100,000.00	\$0.00	\$0.00	\$100,000.00	\$100,000.00	\$0.00	\$0.00	\$100,000.00	\$100,000.00	\$0.00	\$0.00	\$100,000.00	\$100,000.00	\$0.00	\$0.00	\$100,000.00	\$100,000.00	\$0.00	\$0.00	\$100,000.00	\$0.00	\$0.00	\$400,000.00	\$400,000.00
Both	531150	Various office EQ (not copy or print)	No	\$30,000.00	\$7,500.00	\$2,000.00	\$0.00	\$5,500.00	\$7,500.00	\$2,000.00	\$0.00	\$5,500.00	\$7,500.00	\$2,000.00	\$0.00	\$5,500.00	\$7,500.00	\$2,000.00	\$0.00	\$5,500.00	\$7,500.00	\$2,000.00	\$0.00	\$5,500.00	\$6,000.00	\$0.00	\$0.00	\$30,000.00	\$30,000.00
Both	537151	IT EQUIP. END USER	No	\$150,000.00	\$37,500.00	\$7,500.00	\$0.00	\$30,000.00	\$37,500.00	\$7,500.00	\$0.00	\$30,000.00	\$37,500.00	\$7,500.00	\$0.00	\$30,000.00	\$37,500.00	\$7,500.00	\$0.00	\$30,000.00	\$37,500.00	\$7,500.00	\$0.00	\$30,000.00	\$30,000.00	\$0.00	\$0.00	\$150,000.00	\$150,000.00
		Knowledge Services		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
		InGenesis		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
		Non-IT Staff Augmentation		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
<b>FY 2019 PROJECTED TOTALS</b>				<b>\$2,013,000.00</b>	<b>\$503,250.00</b>	<b>\$142,000.00</b>	<b>\$62,500.00</b>	<b>\$298,750.00</b>	<b>\$568,000.00</b>	<b>\$250,000.00</b>	<b>\$1,195,000.00</b>	<b>\$2,013,000.00</b>																	

**Section III-B.**

Total Projected Purchases	\$2,013,000.00
Total Projected MBE Set-Aside Purchases	\$818,000.00

**Section IV.**  
**EDGE ELIGIBLE PROJECTIONS FY2020 ONLY | All purchases for FY2020**  
 List by procurement category the total EDGE projected expenditures for FY 2020.

Procurement Category	EDGE Eligible Budget	Projected Expenditures	Goal %
Architecture and Engineering	\$0.00	\$0.00	0.00%
Construction	\$0.00	\$0.00	0.00%
Goods and Services	\$1,048,000.00	\$52,400.00	5.00%
Information Technology Services	\$965,000.00	\$48,250.00	5.00%
Professional Services	\$0.00	\$0.00	0.00%
<b>Total</b>	<b>\$2,013,000.00</b>	<b>\$100,650.00</b>	<b>5.00%</b>

**Section V.**  
**CERTIFICATION OF AGENCY DIRECTOR APPROVAL/REVISION**

Total Percentage of Contracts Set-Aside by Agency	56.34%
Projected MBE Set-Aside Purchase Percentage	40.64%
Projected EDGE Purchase Percentage	5.00%

By checking this box,  I, the preparer of this document, hereby certify that this Minority Business Enterprise and Encouraging Diversity, Growth and Equity Projection Plan for Fiscal Year 2020 has been reviewed and approved by the Agency Director and Agency Procurement Officer.

Preparer's Name	Jianming Xia
Date Submitted	5/31/2019

**Agency Minority Business Enterprise (MBE) Projected Expenditure Plan  
- Fiscal Year 2021 -**

Section I. Agency Information	
Agency:	Department of Insurance
Director/Executive First Name:	Tynesia
Director/Executive Last Name:	Dorsey
Director/Executive Title:	Chief Administrative Officer
Address:	50 W. Town Street
City:	Columbus
ZIP:	Ohio

Section II-A. DAS PROJECTED CONTRACTS FY2021 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 will seek a Controlling Board waiver for "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)
ADVERT PROMOTIONAL SERVICE	528056	Media Buy	\$400,000	Yes
ADMINISTRATIVE AND MGMT SERV	510050	Actuarial Analysis	\$250,000	No

Section II-B. AGENCY PROJECTED CONTRACTS FY2021 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 independently. 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 will seek a Controlling Board waiver for "No Competitive Opportunity."	

Commodity/Service (Contract name, if known)	Account Code	Contract Description (Do not use the Account Code Description. Please provide details of the type of purchase.)	Zero-Tier Language included in Contract (Yes/No)	Plan to Request Release and Permit from DAS (Yes/No)	Projected Solicitation Post Date	New or Renewal?	Projected Total Contract Value	Projected Set-Aside Total Contract Value	Projected Set-Aside Total Contract Value	Quarter Projected Contract to be Awarded			
										Q1: July to Sept.	Q2: Oct. to Dec.	Q3: Jan. to Mar.	Q4: Apr. to June
Legal Services avail for bid	510052	Hearing Officer	No	No	6/15/2020	Renewal	\$60,000	\$0	\$0	1	0	0	0

Section II-C.	
Total DAS Projected Contracts for FY2021	\$650,000.00
Total DAS Contracts Projected as Set-Aside for FY2021	\$400,000.00
Total Agency Projected Contracts for FY2021	\$0.00
Total Agency Contracts Projected as Set-Aside for FY2021	\$0.00

**Agency Minority Business Enterprise (MBE) Projected Expenditure Plan  
– Fiscal Year 2021 –**

Section 3. CERTIFICATION OF AGENCY DIRECTOR APPROVAL/REVISION	
Total Percentage of Contracts Set-Aside by Agency	61.54%
By checking this box, <input type="checkbox"/> I, the preparer of this document, hereby certify that this Minority Business Enterprise Projection Plan for Fiscal Year 2021 contracts has been reviewed and approved by the Agency Director and Agency Procurement Officer.	
Preparer's Name	
Date Submitted	