

Broward County Chamber of Commerce

How To Do Business With Broward County Public Schools

Presented by

Robert Ballou

Office of Economic Development & Diversity Compliance

March 9, 2023

ABOUT BCPS



MISSION

Broward County Public Schools (BCPS) is committed to educating all students to reach their highest potential.



VISION

Educating today's students to succeed in tomorrow's world



www.browardschools.com



FIRST fully accredited school system in Florida since 1962



SECOND largest school system in Florida



SIXTH largest school system in the U.S.

ABOUT EDDC

Economic Development & Diversity Compliance

Mission

To grow the economic base of Broward County to benefit the students and the business community.

Vision

To spur economic development and support small, minority, and women-owned businesses to successfully expand in the marketplace.

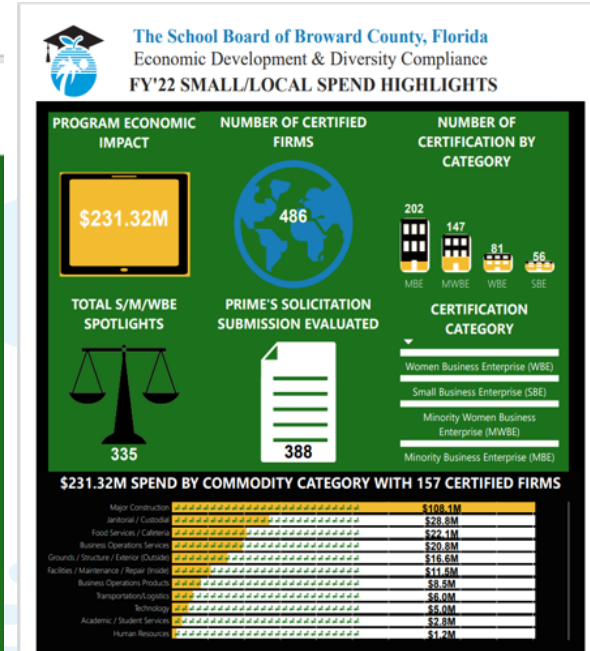
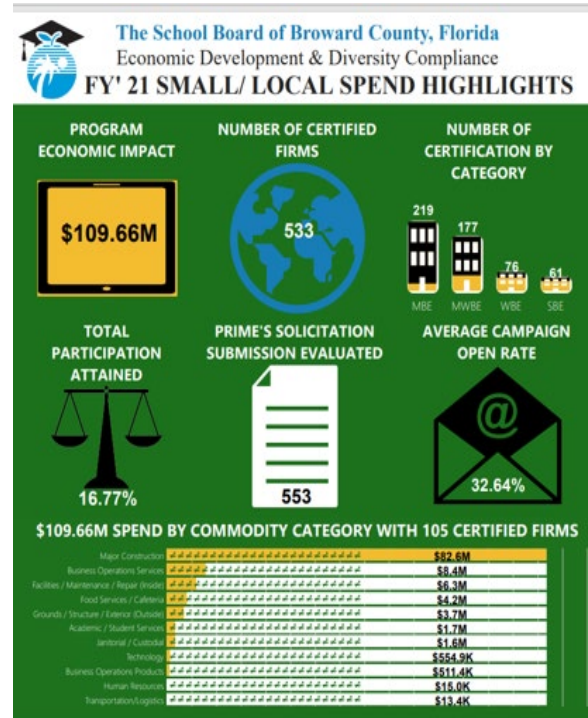
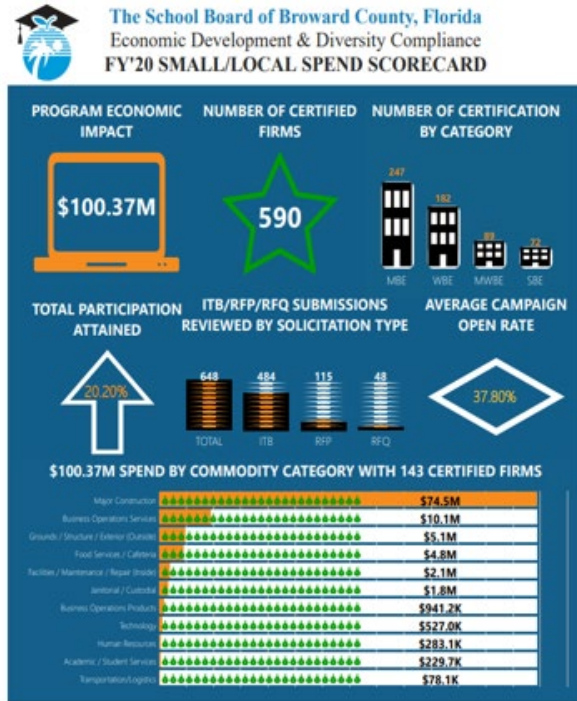
Core Services

- Certification
- Opportunities (Contract Compliance & Advocacy)
- Resources
- Education (Executive)



www.browardschools.com/EDDC

SMALL/LOCAL SPEND GROWTH: \$75.1M GREW TO \$231.3M FROM 2019 TO 2022



FY'19 SMALL/LOCAL SPEND: \$75.1M



www.browardschools.com/EDDC



EDDC By Numbers

PEOPLE TO KNOW

Robert Ballou, Officer
754-321-1517
Robert.Ballou@Browardschools.com

EMAIL OUR TEAM

Contracts Compliance
sdopcompliance@browardschools.com

Certification
sdopcertainment@browardschools.com

Outreach/Marketing
sdopoutreach@browardschools.com

Business Intelligence & Process Management
EddcBiTeam@browardschools.com



PEOPLE TO KNOW

Each commodity has been assigned to a Purchasing Agent to serve as a subject expert in that area, improving the quality of the sourcing & contract & bid management provided to the schools and departments.

| Purchasing Agent Contact Information | | | |
|--------------------------------------|--|----------------|--|
| Name | Email | Phone | Commodity |
| Chuck High (CH) | charles.high@browardschools.com | (754) 321-0527 | Business Operations (BOS), Human Resources |
| Adriana Rodriguez (AR) | arodriguez@browardschools.com | (754) 321-0540 | Construction (CON) Facilities/Maintenance/Repair (FMR), Grounds/Structure Exterior (GSE) |
| Denise Torrano (DT) | dtorrano_pmor@browardschools.com | (754) 321-0555 | Construction (CON) Facilities/Maintenance/Repair (FMR), Grounds/Structure Exterior (GSE) |
| Mark Cohen (MC) | mcohen1@browardschools.com | (754) 321-0510 | Construction (CON) Facilities/Maintenance/Repair (FMR), Grounds/Structure Exterior (GSE) |
| Edgar Lugo (EL) | edgar.lugo@browardschools.com | (754) 321-0508 | Construction (CON) Facilities/Maintenance/Repair (FMR), |
| Ernesto Perez (EP) | ernesto.perez@browardschools.com | (754) 321-0545 | Technology (TEC) |
| Karlene Grant (KG) | karlene.grant@browardschools.com | (754) 321-0542 | Technology (TEC) |
| Larissa Seda (LS) | larissa.seda@browardschools.com | (754) 321-0524 | Food Services Cafeteria (FNS), Janitorial / Custodial (JCS) |
| Thais Souza (TS) | tsouza@browardschools.com | (754) 321-0541 | Business Operations Products (BOP) |
| Michelle Wilcox (MC) | michelle.wilcox@browardschools.com | (754) 321-0503 | Transportation / Logistics (TRL) |
| Neda Augusto (NA) | neda.augusto@browardschools.com | (754) 321-0520 | Academics Student Services (ACS) |

PLATFORMS TO KNOW



Supplier Registration Procedures

District Bid Opportunities (DemandStar)

Procurement & Warehousing Services utilizes DemandStar Onvia to post all current solicitation/bid opportunities and addendums for the District.

[Click here for SBBC's current solicitations and addendums.](#)

* DemandStar Onvia Main Website:
<https://network.demandstar.com/>



Get REGISTERED, CERTIFIED, & PRE-QUALIFIED

These three processes are done in
SAP/Ariba.

browardschools.com/Page/39992

View SOLICITATIONS

Date and times are posted on the individual solicitation in
Demandstar.

browardschools.com/Page/36173

Manage PAYMENTS and SUBCONTRACTORS)

Manage construction work in progress via **E-Builder**

Manage MWBE participation and Spend in **B2GNow.**

browardschools.smbce.com

S/M/WBE CERTIFICATION



APPLY
Get Certified

RECERTIFY
Keep Your
Certification Current

RECIPROCAL
We honor your
certification with
partner agencies

browardschools.com/EDDC

1. A for-profit entity
2. Independently owned and operated by a citizen or legal resident of the United States...
3. Has Significant Business Presence in Broward, Miami-Dade, or Palm Beach County for one year, and 50% of employees the company's employees are domiciled in the Tri-County region
4. Average annual receipts/ employment does not exceed 50% of the [SBA Size Standard](#).

NEED ASSISTANCE

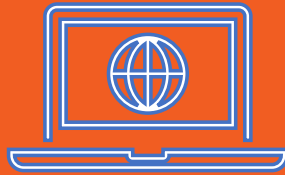
Schedule an
Appointment



[One-on-One Appointment](#)

[Recertification Workshop](#)

CONTRACTOR PRE-QUALIFICATION



Browardschools.com/PWS



[District Construction](#)

CONTACT:

Mark Cohen

Construction Procurement/ Prequalification
Coordinator

P: 754-321-0510

mcohen1@browardschools.com

The School Board of Broward County, Florida's Procurement & Warehousing Services Department pre-qualifies all "contractors" for construction contracts under Chapter 489, Florida Statutes, according to the rules outlined in the State Requirements for Educational Facilities (SREF) Section 4.1 and School Board Policy 7003.1.

PROCESSES TO KNOW

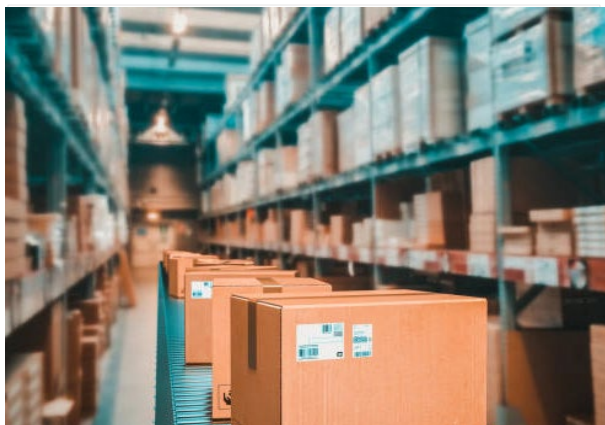
Qualified
Vendors



Construction



Contractual Services



Commodities



Professional Services

TYPES OF SOLICITATIONS

RFP – Request for Proposal

- Used when procuring a solution for a specific need
- This applies to most services

RFQ – Request for Qualification

- Mistaken with Request for Quote
- Used to determine if a vendor is responsible and qualified

RFI – Request for Information

- Used to solicit information to vendors
- Used to learn about new technologies and ways to solve problems
- Helpful tool to assist with writing specs for RFP

ITB – Invitation to Bid

- AKA Request for Quote
- Used when purchasing specific products
- Used when price is the most important factor

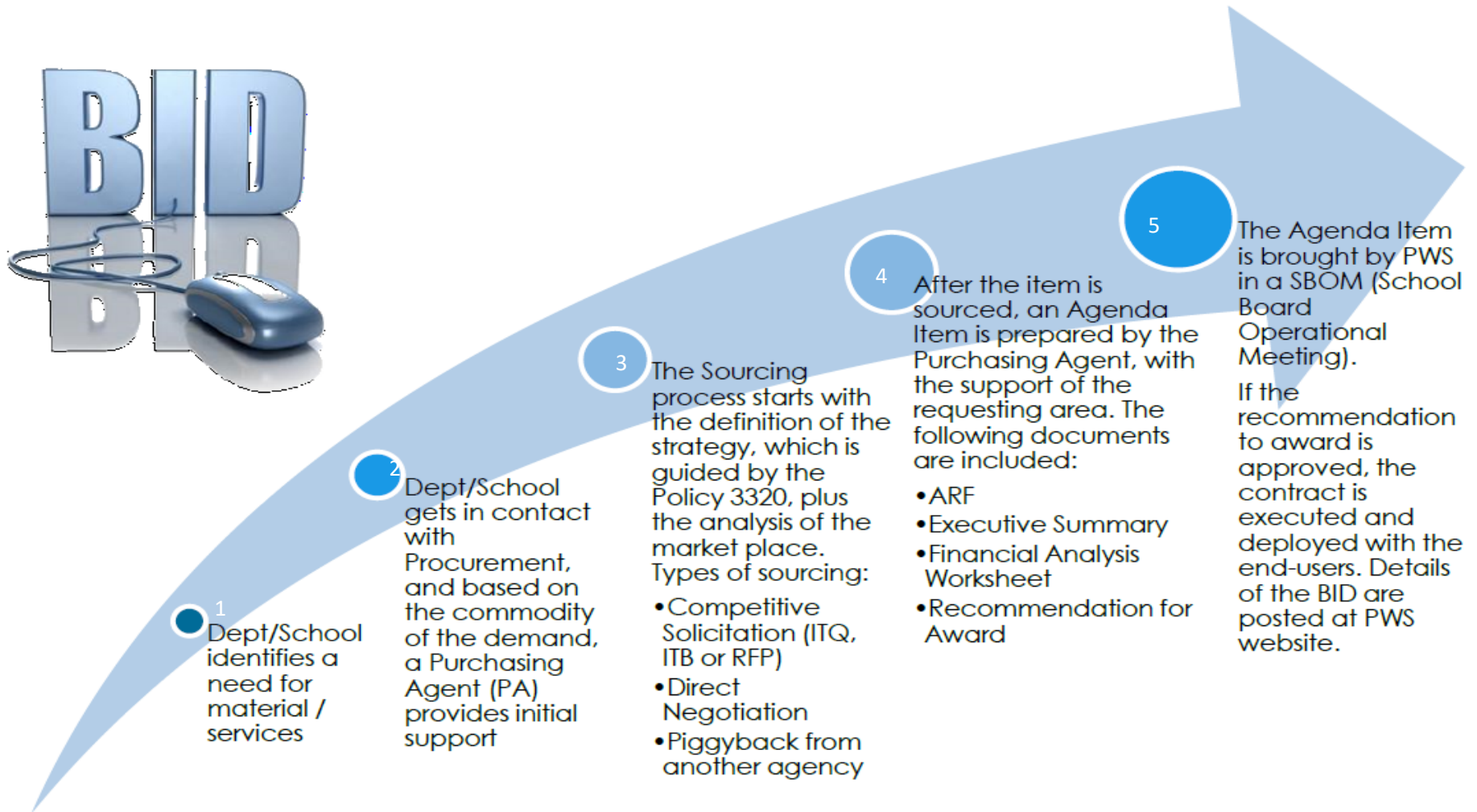
ITN – Intent to Negotiate

- AKA Best & Final Offer
- Used to negotiate with vendor for best price & VAS

Piggyback

Use an existing contract to acquire the same commodities or services at the same or lower price from another public agency

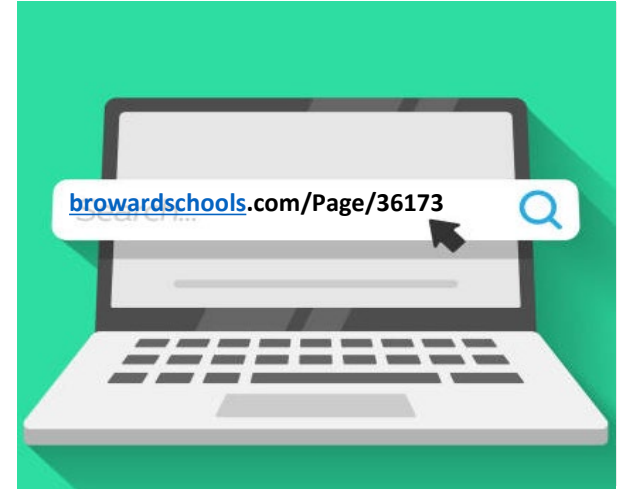
BIDDING PROCESS



PROCUREMENT OPPORTUNITIES



**The School Board of Broward County, FL -
Procurement & Warehousing Services**



SUB-CONTRACTING OPPORTUNITIES



Supplier Directory



Attend the **PRE-BID MEETINGS** and **SITE VISITS**

Date and times are posted on the individual solicitation in Demandstar.

Meet **PRIMES** (and **SUBCONTRACTORS**)

MWBE Supplier Directory
browardschools.com/SDOP

Pre-Qualified Supplier Directory
browardschools.com/Page/35713

Be **CERTIFIED**

Certified small businesses are winning contracts.

STAY CONNECTED | STAY INFORMED



[Browardschools.com/EDDC](https://browardschools.com/EDDC)



BCPSEDDC@browardschools.com



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[@BCPSEDDC](https://www.instagram.com/BCPSEDDC)



[BCPS EDDC](https://www.facebook.com/BCPS.EDDC)



[BCPS EDDC](https://www.linkedin.com/company/BCPS-EDDC)



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Interim Superintendent

The School Board of Broward County, Florida, prohibits any policy or procedure which results in discrimination on the basis of age, color, disability, gender identity, gender expression, genetic information, marital status, national origin, race, religion, sex or sexual orientation. The School Board also provides equal access to the Boy Scouts and other designated youth groups. Individuals who wish to file a discrimination and/or harassment complaint may call the Director, Equal Educational Opportunities/ADA Compliance Department & District's Equity Coordinator/Title IX Coordinator at 754-321-2150 or Teletype Machine (TTY) 754-321-2158.

Individuals with disabilities requesting accommodations under the Americans with Disabilities Act Amendments Act of 2008, (ADAAA) may call Equal Educational Opportunities/ADA Compliance Department at 754-321-2150 or Teletype Machine (TTY) 754-321-2158.