Status: ORIGINAL

THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA

2024-05-21	Regular School Board Meeting
CATEGORY:	O. Strategy & Operations
DEPARTMENT:	Economic Development & Diversity Compliance

Agenda Item Number:	O-3.
Consent or Open Item:	Consent
Special Order:	NO
Time for Special Order:	

TITLE:

SDOP Summary of Progress Report - January 1, 2024 - March 31, 2024

REQUESTED ACTION:

Receive SDOP Summary of Progress for the January 1, 2024 - March 31, 2024 Reporting Period.

RATIONALE:

For the Requested Actions, Background/History, Alignment to the 2027 Goals and Guardrails, Measurable Outcome(s)/Return on Investment, and Financial Impact, please see the Executive Summary.

EXHIBITS:

- Executive Summary
- Summary of Progress

FINANCIAL IMPACT:

There is no financial impact to the District.

STRATEGIC PLAN ALIGNMENT:

Student Focus Outcomes

OR • **Business Operations**

BOARD ACTION:

RECESSED TO MAY 29, 2024, SPECIAL SCHOOL BOARD MEETING

SOURCE OF ADDITIONAL INFORMATION

Name:	Judith M. Marte	Phone:	754-321-2611
Name:		Phone:	

THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA

Senior Leader & Title

Judith M. Marte, Deputy Superintendent, Finance & Operations

Signature

Judith M. Marte, Deputy Superintendent, Finance & Operations

Electronic Signature

Form \$4189 Revised 4/24

HH/VSW

Approved in Open Board Meeting On: May 21, 2024

By: _____

School Board Chair

For more information, please contact:

Name: Judith M. Marte
Title: Deputy Superintendent, Operations
Phone: 754-321-2611

EXECUTIVE SUMMARY

Supplier Diversity Outreach Program Summary of Progress
January 1, 2024 – March 31, 2024

Board Meeting Date: May 21, 2024

Requested Action
Receive an update on the Supplier Diversity Outreach Program (SDOP) Summary of Progress for the January 1, 2024 – March 31, 2024 reporting period.

District-zone Impact: District-wide.

Impact if the Board Voted Yes or No

If the Board votes "Yes": The Board's request to receive monthly updated on the progress of SDOP will be achieved.

If the Board votes "No": The Economic Development & Diversity Compliance Department (EDDC) will continue program implementation to advance District goals for Certified Emerging/Small/Minority/Veteran/Women (E/S/M/V/WBE) Business Enterprises in procurement opportunities across all industry categories.

Background/History
The local business community is a critical component of the District's supply chain, and South Florida's economic infrastructure, benefiting our students, families, and the business community. This item tracks activities undertaken by the Economic Development & Diversity Compliance Department to increase utilization of local small, minority, and women-owned firms.

Alignment to 2027 Goals and Guardrails
This item is categorized as Business Operations.

Measurable Outcome(s)/Return on Investment
The measurable outcome is increased District spend with local E/S/M/V/WBE Certified suppliers.

Financial Impact
There is no existing, nor additional funding necessary for this item.

SUMMARY OF PROGRESS
ECONOMIC DEVELOPMENT & DIVERSITY COMPLIANCE DEPARTMENT
SUPPLIER DIVERSITY OUTREACH PROGRAM
REPORTING PERIOD: JANUARY 1 - MARCH 31, 2024 (FY24 Q3)

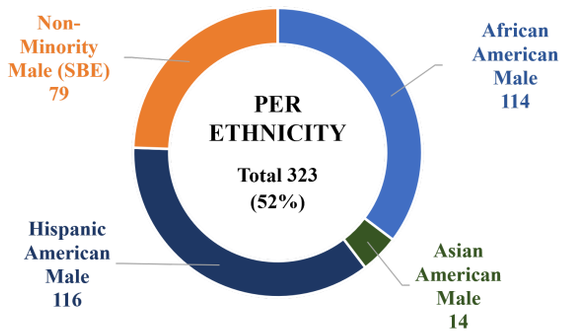
The Economic Development & Diversity Compliance Department (EDDC) oversees the District's Supplier Diversity Outreach Program (SDOP). It is governed by School Board of Broward County Policy 3330 - Supplier Diversity Outreach Program and related Standard Operating Procedures. Policy 3330 was adopted to remedy the ongoing effects of identified marketplace discrimination that continue to adversely affect the participation of Emerging/Small/Minority/Veteran/Women Business Enterprises (E/S/M/V/WBE) in District procurement opportunities. The policy was updated by the Board on January 23, 2024 based on the Keen Independent Research 2023 Broward County Public Schools Disparity Study.

As EDDC continues to serve as a conduit to ensure inclusive procurement activity, we are implementing additional activities to fortify the target market. The summaries and illustrations below provide an update on the continual progress of SDOP for the January 1 - March 31, 2024 reporting period.

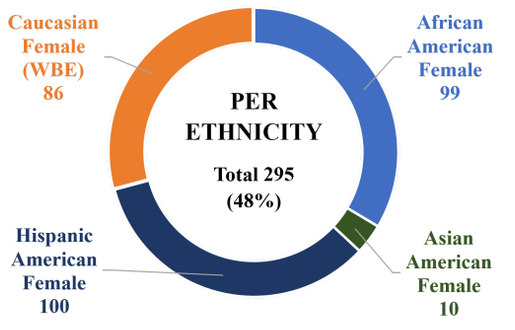
S/M/V/WBE CERTIFICATION

TOTAL CERTIFIED FIRMS
618

MALE-OWNED CERTIFIED FIRMS



FEMALE-OWNED CERTIFIED FIRMS



CERTIFICATION INDUSTRY CATEGORIES BY ETHNICITY & GENDER

Ethnicity & Gender	Construction	Architecture & Engineering	Professional Services	Goods	Other Services
African American Male	47	8	20	10	38
African American Female	22	0	23	17	52
Asian American Male	1	5	0	2	7
Asian American Female	3	3	3	2	3
Hispanic American Male	41	21	3	6	44
Hispanic American Female	32	10	4	11	47
Veteran Business Enterprise (VBE)	0	0	0	0	0
Caucasian Female (WBE)	23	8	10	7	42
Non-Minority Male (SBE)[1]	36	14	10	11	22
Total Number of Certified Firms[2]	**205**	**69**	**73**	**66**	**255**

[1]Non-Minority Male (SBE) is defined as firms certified as Small Business Enterprises and does not include ethnicity as a certification factor.
[2]Certified firms may be categorized under multiple industry categories.

DISTRICT SPEND

Of a total amount of $9.2M in District spend during FY24 Q3, BCPS Certified small/local businesses were paid $741.8K cumulatively. The tables below breakdown District spend by Ethnicity & Gender and by Commodity Category.

CERTIFIED SPEND BY ETHNICITY & GENDER

Ethnicity & Gender		Spend $	Spend %
African American Male	$	443,426.14	4.80%
African American Female	$	38,501.84	0.42%
Hispanic American Male	$	26,891.88	0.29%
Hispanic American Female	$	51,619.72	0.56%
Asian American Male	$	51,629.48	0.56%
Asian American Female	$	27,205.00	0.29%
Caucasian Female (WBE)	$	48,924.70	0.53%
Veteran Business Enterprise (VBE)	$	-	0.00%
Non-Minority Male (SBE)	$	53,530.59	0.58%
Total Certified Spend	**$**	**741,729.35**	**8.03%**
Total Non-Certified Spend	**$**	**8,499,190.83**	**91.97%**
Total Spend	**$**	**9,240,920.18**	**100.00%**

CERTIFIED SPEND BY COMMODITY CATEGORY

Certified Spend by Commodity Category	Spend $	Spend %
Academic / Student Services	$534.00	0.01%
Business Operations Products	$105,602.70	1.14%
Business Operations Services	$21,467.55	0.23%
Facilities / Maintenance / Repair (Inside)	$28,357.62	0.31%
Food Services / Cafeteria	$843.73	0.01%
Grounds / Structure / Exterior (Outside)	$515,609.88	5.58%
Human Resources	$0.00	0.00%
Janitorial / Custodial	$12,695.38	0.14%
Major Construction	$11,242.94	0.12%
Technology	$38,049.35	0.41%
Transportation/Logistics	$7,326.20	0.08%
Total Certified Spend	**$ 741,729.35**	**8.03%**
Total Non-Certified Spend	**$ 8,499,190.83**	**91.97%**
Total Spend	**$ 9,240,920.18**	**100.00%**

Source: Procurement & Warehousing Services Department EDDC GoalSetting FY24 3rd Qtr

DISTRICT SPEND CONTINUED

During Q3, a total of $741.8K was paid to thirty-three (33) BCPS Certified small/local businesses. The firms are listed below including the respective payment amounts, ethnicity and gender.

FY24 Q3 PAYMENTS

	Supplier Name	Amount Paid	Ethnicity	Gender
1	ACALETICS	$18,668.10	African-American (AA)	Female
2	AGC ELECTRIC INC	$2,468.90	Hispanic-American (HA)	Male
3	ATLANTIC CHARTERS INC	$4,999.00	Small Business Enterprise (SBE)	Male
4	BLIZZARD AIR CONDITIONING LLC	$4,890.00	Hispanic-American (HA)	Male
5	CARIBBEAN PUBLISHING SERVICES INC D	$1,315.00	African-American (AA)	Male
6	CC&C CONSULTING GROUP LLC	$4,909.99	African-American (AA)	Female
7	CODA LINK INC	$1,500.00	Hispanic-American (HA)	Male
8	COR-CHITECTS	$14,000.00	African-American (AA)	Female
9	ECCO CLEAN LLC	$2,800.00	Hispanic-American (HA)	Female
10	FLAMINGO EDUCATIONAL TOURS OF	$1,700.00	Hispanic-American (HA)	Male
11	FONSIS LLC	$28,777.00	African-American (AA)	Male
12	FRANKLIN FLOORING INC	$21,778.88	African-American (AA)	Male
13	GLOCECOL	$4,961.10	Small Business Enterprise (SBE)	Male
14	HI-TECH IMPORT EXPORT CORPORATION	$4,463.20	White Female (WF)	Female
15	IMAGE360-LAUDERHILL	$11,615.50	White Female (WF)	Female
16	IN UNISON SCHOOL APPAREL	$34,759.00	Hispanic-American (HA)	Female
17	ISLAND SUPPLY COMPANY OF SOUTH FLOR	$5,521.14	Small Business Enterprise (SBE)	Male
18	JASPER ENTERPRISES INC	$26,760.00	African-American (AA)	Male
19	JAVAN LUMBER INC	$44,646.20	Asian-Pacific American (AP)	Male
20	JUS HIPHOP INC	$150.00	African-American (AA)	Female
21	MAAUN PRESSURE CLEANING INC	$11,115.00	Hispanic-American (HA)	Female
22	MDT TECHNOLOGIES INC	$38,049.35	Small Business Enterprise (SBE)	Male
23	MEDIX USA INC	$4,706.26	African-American (AA)	Male
24	NEELD PAPER AND SUPPLIES INC	$4,934.28	Asian-Pacific American (AP)	Male
25	REX CHEMICAL CORPORATION	$2,049.00	Asian-Pacific American (AP)	Male
26	RITE WRENCH INC	$16,332.98	Hispanic-American (HA)	Male
27	RSD MAJESTIC SUPPLY COMPANY OF	$773.75	African-American (AA)	Female
28	STATE CONTRACTING & ENGINEERING COR	$335,749.00	African-American (AA)	Male
29	THE PLAYER'S CONNECTION OF FLORIDA	$2,945.72	Hispanic-American (HA)	Female
30	THOUSAND AND ONE PAINTING CORP	$17,700.00	African-American (AA)	Male
31	THREADED NEEDLE BY BRINDA CORP	$6,640.00	African-American (AA)	Male
32	THREE60PRINTING LLC	$27,205.00	Asian-Pacific American (AP)	Female
33	TROPIC FENCE INC	$32,846.00	White Female (WF)	Female
	TOTAL CERTIFIED SPEND	**$741,729.35**		

GOAL SETTING

From January - March 2024, a total of twenty-nine (29) solicitations were reviewed by the Superintendent's Goal Setting Committee (GSC). Of the twenty-nine (29) solicitations, GSC applied Affirmative Procurement Initiatives (APIs) to twenty-four (24) solicitations. During Q3, six (6) evaluated solicitations were applied APIs by GSC, as denoted with an asterisk (*) on the list below.

SOLICITATION EVALUATION DATA

During the reporting period, within the twelve (12) District solicitations evaluated forty-six (46) firms submitted proposals, of which four (4) unique respondents were BCPS Certified primes. In addition, four (4) unique Certified sub-contractors were included among the proposals submitted.

FY24 Q3 PROPOSALS EVALUATED

	EDDC Review Date	Solicitation # & Title	Prime Bidders	Prime Certification Status	Proposed Sub-Contractors	Sub-Contractor Certification Status	S/M/V/WBE Sub-Contractor Commitment
1	1/16/2024	ITB FY24-268 Refuse Services	**39 Environmental, LLC dba 39 Waste & Recycling**	**African American Female**	None	None	0%
			A.J. Panzarella	Non-Certified			
			Coastal Waste & Recycling Inc.	Non-Certified			
			Thirty 1 Sixteen Realty & Investments	Non-Certified			
			Waste Connections of Florida Inc.	Non-Certified			
			Waste Pro of Florida Inc	Non-Certified			
2*	1/19/2024	ITB24-267 Web-Based Assessment Platform	FocalPointk12, Inc.	Non-Certified	None	None	0%
			PowerSchool Holdings LLC., dba PowerSchool Group LLC	Non-Certified			
3	1/30/2024	RFP FY24-237 Plagiarism Detection Software	Inspera USA Inc.	Non-Certified	None	None	0%
			Plagiat LLC	Non-Certified			
			Turnitin LLC	Non-Certified			
4	1/30/2024	RFP FY24-011-1 Child Care Services - Before and/or After School , Summer Non-School Day Programs	Ann Storck Center Inc	Non-Certified	None	None	0%
			Be Strong International, Inc	Non-Certified			
			Community Reconstruction Inc.	Non-Certified			
			Crockett Foundation Inc	Non-Certified			
			Discover After School, Inc	Non-Certified			
			Goodwill Industries of South Florida, Inc	Non-Certified			
			Olive Tree Academy dba Olive Tree Steam Academy	Non-Certified			
			Piney Grove Boys Academy, Inc	Non-Certified			
			United Cerebral of Broward, Palm Beach, and Mid-Coast	Non-Certified			

SOLICITATION EVALUATION DATA CONTINUED

FY24 Q3 PROPOSALS EVALUATED

	EDDC Review Date	Solicitation # & Title	Prime Bidders	Prime Certification Status	Proposed Sub-Contractors	Sub-Contractor Certification Status	S/M/V/WBE Sub-Contractor Commitment
5	1/30/2024	RFP FY24-246 Catastrophic Student Accident Insurance Coverage	Insurance for Students, Inc	Non-Certified	None	None	0%
			McGriff Insurance Services, LLC	Non-Certified			
			RSC Insurance Brokerage, Inc. dba Risk Strategies Company	Non-Certified			
6	2/22/2024	ITB FY25-003 Pest Control & Termite Extermination Services	Beach Environmental Exterminating Inc.	Non-Certified	None	None	0%
			Orange Pest Control & Services Inc	Non-Certified			
			Power Exterminators	Non-Certified			
			Tower Pest Control Inc	**Hispanic American Female**			
7*	3/6/2024	ITB FY24-199 Acoustical Ceiling Tile And Sound Panels, Installation and Materials	**Bergolla, Inc.**	**Hispanic American Male**	**Southeast Allegiance, LLC**	**African Amerian Male**	**22%**
			Veer Industries & General Contracting LLC	**Asian American Male**	**Simpson Home Inc**	**African Amerian Male**	**30%**
8*	3/12/2024	RFP FY25-005 Senior Portraits	Cady Studios, LLC	Non-Certified	None	None	0%
			Fox-Mar Photography, Inc.	Non-Certified			
			Munoz Studio, Inc.	Non-Certified			
9	3/13/2024	RFP FY25-008 Flexible Spending and Health Savings Accounts Admin for School Board Employees	Inspira Financial Health, Inc.	Non-Certified	**Unspecified**	**Unspecified**	**$2,500 - $4,999**
			MetLife Consumer Service, Inc.	Non-Certified	**More Financial Service, Inc**	**African American Male**	**< $7,500**
			P&A Administrative Services, Inc.	Non-Certified	None	None	0%
			Total Administrative Services Corporation (TASC)	Non-Certified	**Gelin Benefits Group**	**African American Male**	**2%**
					Mad 4 Marketing	**Caucasian Female**	**4%**
10*	3/15/2024	RFP FY25-006 Caps, Gowns, Announcements & Diplomas	Balfour	Non-Certified	None	None	0%
			Herff Jones	Non-Certified			
			Honors Graduation	Non-Certified			
			Jostens, Inc.	Non-Certified			
			Oak Hall Cap & Gown	Non-Certified			
11*	3/26/2024	RFP FY25-002 Student and Athletic Accident Ins.	Insurance for Students, Inc	Non-Certified	None	None	0%
			Scholastic Insurance of Florida d/b/a School Insurance	Non-Certified			
12*	3/26/2024	RFP FY25-004 Class Rings	Balfour	Non-Certified	None	None	0%
			Herff Jones	Non-Certified			
			Jostens, Inc.	Non-Certified			

CONTRACT AWARD DATA

Within the twelve (15) new contracts, approved by the Board in FY24 Q3, five (5) unique Certified primes were awarded contracts, and three (3) unique Certified sub-contractors were included within the contracts awarded. The contract count does not include amendments, renewals, nor piggybacks. The cumulative award amount during the reporting period was $45.3M.

FY24 Q3 CONTRACT AWARDS

	Board Meeting Date	Solicitation # & Project Title	Prime Awardee	Prime Certification Status	Contract Award Amount	Sub-Contractor	Sub-Contractor Certification Status	S/M/V/WBE Sub-Contractor Commitment $	S/M/V/WBE Sub-Contractor Commitment %
1	1/23/2024	RFQ FY20-187 Construction Manager At Risk Services (CMAR) Deerfield Beach Middle School - P.002142	**D. Stephenson Construction, Inc.**	**African American Male**	**$4,191,104**				
						Sagoma Construction Services, Inc.	**African American Male**	**N/A**	**20.00%**
2	1/23/2024	FY22-099 Evolution Labs Suite 360 Behavior	Evolutions Labs, Inc.	Non-Certified	$260,000	None	None	None	None
3	1/23/2024	ITB FY24-032 On-Site & Virutal Foreign Language Interpretation	FLIX Translations Group LLC	Non-Certified	$100,000	None	None	None	None
			Global TI Inc	Non-Certified					
			Homeland Language Services LLC	Non-Certified					
			INGCO International LLC	Non-Certified					
			Interpreters Unlimited Inc	Non-Certified					
			Language Line Services Inc	Non-Certified					
			Linguistica International Inc	Non-Certified					
			PGLS LLC	Non-Certified					
			Propio LS LLC	Non-Certified					
			The Translated Idea Inc	Non-Certified					
			Transfective Language Services LLC	Non-Certified					
			Translators Dot Com Inc	Non-Certified					
4	1/23/2024	RFP FY24-038 Continuing Contract for Surveying Services	**Conemco Engineering, Inc.**	**Hispanic American**	**$150,000**	None	None	None	None
			J Bonfill and Associates	Non-Certified					
			KCI Technologies	Non-Certified					
			Miller Legg	Non-Certified					
			Zeman Consulting Group	**Non-Minority Male (SBE)**					
5	1/23/2024	RFQ FY24-041 Continuing Contract for Structural Engineering Services	**Conemco Engineering, Inc.**	**Hispanic American**	**$250,000**	None	None	None	None
			Eastern Engineering Group Company	**Hispanic American**					
			Jenkins and Charland Inc.	Non-Certified					
			Wiss, Janney, Elstner Associates, Inc. - WJE	Non-Certified					
			Lakdas/Yohalem Engineering, Inc	**Asian American**					
6	1/23/2024	RFP FY24-105 Employment/ Income Verification/ Unemployment Compensation	Corporate Cost Control, Inc.	Non-Certified	$46,835	None	None	None	None
7	1/23/2024	ITB FY24-214 Purchase and Repair of New or Used Golf Cart	Advantage Golf Cars SE FL, LLC	Non-Certified	$880,000	None	None	None	None
			Jeffrey-Allen, Inc.	Non-Certified					
			NASREP, INC. DBA Broward Electric	Non-Certified					
			Phoenix Golf Car, Inc.	Non-Certified					
		SUBTOTAL CONTRACT AWARDS & SUB COMMITMENT			**$5,877,939**				

CONTRACT AWARD DATA CONTINUED

FY24 Q3 CONTRACT AWARDS

	Board Meeting Date	Solicitation # & Project Title	Prime Awardee	Prime Certification Status	Contract Award Amount	Sub-Contractor	Sub-Contractor Certification Status	S/M/V/WBE Sub-Contractor Commitment $	S/M/V/WBE Sub-Contractor Commitment %
8	1/23/2024	ITB FY24-222 Construction Rental Services	Gold Coast Crane Services, Inc.	Non-Certified	$1,373,000	None	None	None	None
			Sunbelt Rentals, Inc.	Non-Certified					
9	1/23/2024	ITB FY24-256 Visitor and Volunteer Management System	Raptor Technologies, LLC	Non-Certified	$1,289,850	None	None	None	None
10	2/21/2024	ITB FY24-064 Industrial and STEM Education Equipment Supplies	Pitsco Education, LLC	Non-Certified	**$943,000**	None	None	None	None
			Camcor, Inc	Non-Certified					
			Midwest Technology Products	Non-Certified					
			Technical and Educational Training	Non-Certified					
			D.C Jaeger Corporation	Non-Certified					
			FTW Robotics LLC	Non-Certified					
			MSC Industrial Supply Co.	Non-Certified					
			iPhone and iPad Warehouse, LLC	**African American Male**					
			Bluegrass Educational Technologies, LLC	Non-Certified					
			Project Lead The Way, Inc	Non-Certified					
11	2/21/2024	RFP FY24-071 Plantation High School - SMART Program Renovations	H.A. Contracting Corp.	Non-Certified	**$22,860,000**				
						Coltec Engineering, Inc.	**Hispanic American Male**	**$5,250,000**	**22.97%**
						Universal Electric of Florida, Inc.	**Non-Minority Male (SBE**	**$3,750,000**	**16.40%**
12	2/21/2024	RFP FY24-243 Internet Service Provider	Crown Castle Fiber, LLC	Non-Certified	$1,350,000	None	None	None	None
			ENA Services, LLC (Alternate)	Non-Certified					
13	3/12/2024	ITB FY23-091-1 High Dosage Personalized Tutoring Services	Book Nook, Inc.	Non-Certified	$8,000,000	None	None	None	None
			Brainfuse, Inc.	Non-Certified					
			Bridge Group Tax LLC d/b/a Apex Platforms	Non-Certified					
			Enlai International LTD.	Non-Certified					
			Filo Edtech, Inc.	Non-Certified					
			Fuel Education, LLC d/b/a Stride	Non-Certified					
			Learn-It Systems, LLC	Non-Certified					
			Paper Education America, Inc.	Non-Certified					
			Planting Seeds for Tomorrow, LLC	Non-Certified					
			The Reading Room	Non-Certified					
			RH2 Education Solutions, LLC d/b/a	Non-Certified					
			SmartStart Education, LLC	Non-Certified					
			Top Tier Tutoring, LLC	Non-Certified					
			Tutor Partners, LLC	Non-Certified					
			Tutorfly Holdings, Inc	Non-Certified					
			Varsity Tutors for Schools, LLC	Non-Certified					
SUBTOTAL CONTRACT AWARDS & SUB COMMITMENT					**$35,815,850**			**$9,000,000**	

CONTRACT AWARD DATA CONTINUED

FY24 Q3 CONTRACT AWARDS

	Board Meeting Date	Solicitation # & Project Title	Prime Awardee	Prime Certification Status	Contract Award Amount	Sub-Contractor	Sub-Contractor Certification Status	S/M/V/WBE Sub-Contractor Commitment $	S/M/V/WBE Sub-Contractor Commitment %
14	3/20/2024	ITB FY24-268 Refuse Services	Waste Connections of Florida, Inc	Non-Certified	$3,047,000	None	None	None	None
			39 Environmental, LLC d/b/a Waste & Recycling	Non-Certified					
			A.J. Panzerella d/b/a Waste & Recycling Services	Non-Certified					
15	3/20/2024	ITB FY24-247 Metal Detectors	Communications Technologies, Inc	Non-Certified	$540,000	None	None	None	None
		SUBTOTAL CONTRACT AWARDS & SUB COMMITMENT			**$3,587,000**				
		TOTAL CONTRACT AWARDS & SUB COMMITMENT			**$45,280,789**			**$9,000,000**	

COMPLIANCE

District SMART Bond Program payments from July 1, 2017 - March 31, 2024 are below. Data aligns with implementation of Policy 3330 Supplier Diversity Outreach Program, effective July 1, 2017.

REPORTED SMART PAYMENTS JULY 1, 2017 – MARCH 31, 2024

Total Prime Payments Reported	$ 833,576,993.80
Total E/S/M/V/WBE Confirmed Payments Received	$ 373,469,427.31
E/S/M/V/WBE Utilization Attainment (%)	**44.80%**

OUTREACH & MARKETING

EDDC continued to market District and local opportunities to E/S/M/V/WBEs in the tri-county market and assist firms in seeking to engage in local economic development opportunities. The constant objective of EDDC is to increase the participation of certified firms as primes and subs across all industry categories: Construction, Architecture & Engineering, Professional Services, Goods, and Other Services.

CONCIERGE SERVICE

EDDC significantly increased outreach and marketing with a newly established ***Concierge Service***. This initiative consists of dedicated staff completing the following steps in preparation for the Goal Setting process:

Step 1: Targeted communication with Certified firms via phone calls and emails to announce the related solicitation scheduled for Goal Setting, and survey their capacity and intention to bid. This step helps EDDC assess the type of goal to apply.

Step 2: Following the Goal Setting Committee Meeting, the ***Concierge Service*** team follows up with Certified firms in the business category of each respective solicitation, and informs them when the solicitation is scheduled to be advertised. They team also advises suppliers to be mindful of scheduled mandatory and non-mandatory Proposer's Conference as part of the solicitations' requirements and information gathering process.

Step 3: Lastly, the ***Concierge Service*** team reminds the potential Certified bidders about the solicitation, via phone and email, and seeks assurance of their plans to bid.

TARGETED OUTREACH

FY24 Q3 MARKETING ACTIVITIES

252	49	600
EDDC Concierge Service	Community & Stakeholder Meetings	One-on-One Technical Assistance

STAY CONNECTED | STAY INFORMED

@BCPSEDDC

BROWARD SCHOOLS EDDC

@BROWARDSCHOOLSEEED8642

BCPSEDDC