



Doing Business with OCPS

Procurement Services,
Office of Business Opportunity

February 23, 2024



Doing Business with OCPS Webinar Agenda



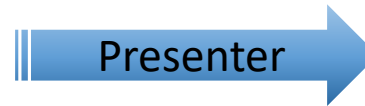
9:00 AM - 9:10 AM
About OCPS



Joycelyn Henson
Senior Administrator
Office of Business Opportunity



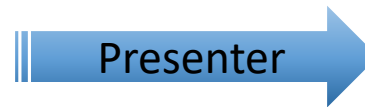
9:10 AM – 9:40 AM
Procurement Services



Brian Amberg
Administrator
Procurement Services & Contracting



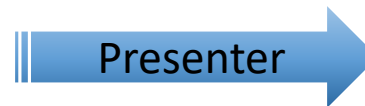
9:40 AM – 10:10 AM
Facilities &
Construction Services



Tonya Page Batson
Assistant Director
Facilities & Construction Services



10:10 AM – 10:40 AM
Office of Business
Opportunity



Aaron Smith
Senior Specialist
Office of Business Opportunity



10:40 AM – 11:00 AM
Questions & Answers



Orange County School Board



Teresa Jacobs
Chair



Angie Gallo
District 1



Maria Salamanca
District 2

Vision

To ensure every student has a promising and successful future



Alicia Farrant
District 3



Pam Gould
District 4



Vicki-Elaine Felder
District 5

Mission

With the support of families and the community, we create enriching and diverse pathways to lead our students to success



Dr. Karen Castor Dentel
District 6

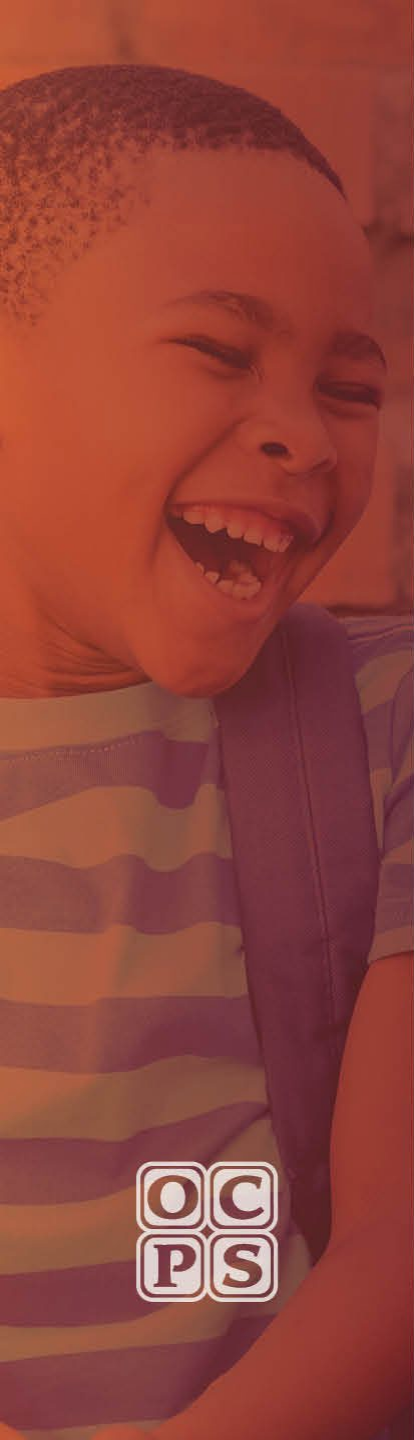


Melissa Byrd
District 7



Dr. Maria F. Vazquez
Superintendent



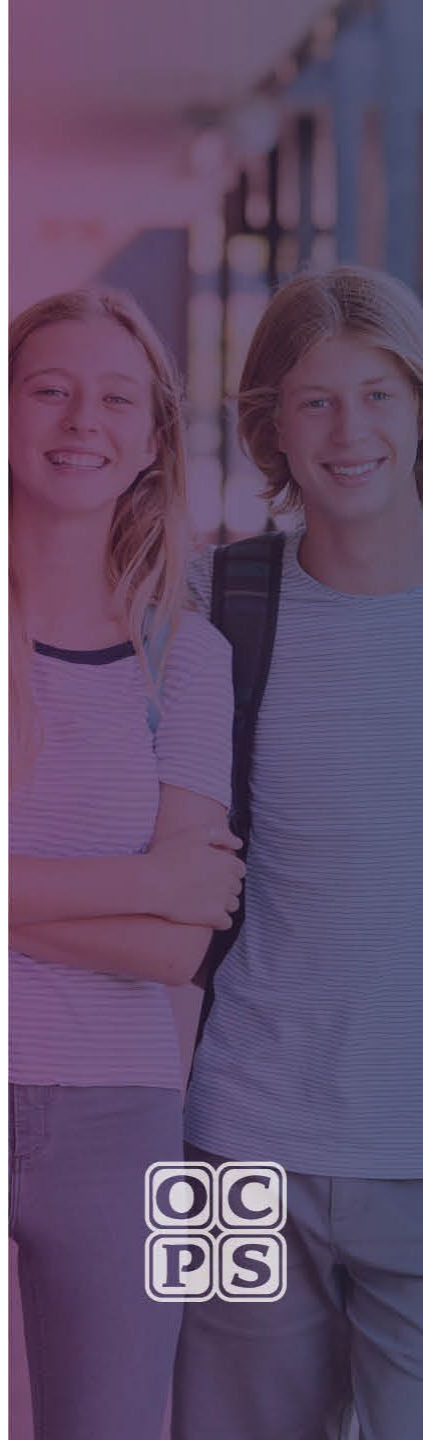


- High Expectations for Student Learning
- Student Social and Emotional Well-Being
- Dedicated and High-Quality Team
- Positive Climate and Safe Environment
- Efficient Operations
- Engaged and Invested Community



District Profile

- 8th largest district in the nation
- 4th largest in Florida
- Over 210 schools
- Over 207,993 students
- Over 24,685 employees
- Approximately 270 Locations
- ***Purchasing - invests millions \$\$ locally***



Procurement Services Department

- **Procurement & Contracting**
- **Facilities & Construction Contracting**
- **Office of Business Opportunity**
- **Materials Management**



Material Management

- **Material Management** is comprised of four service oriented departments that provide a service that uniquely benefits the district and maximizes Orange County taxpayer funds.
- [Mail and Courier Services](#)
- [Printing Services](#)
- [Records and Forms Management](#)
- [Surplus Warehouse](#)
- The Surplus Store offers previously used school, office furniture, and equipment to our community at greatly reduced prices and is open to the public on Thursdays.



PROCUREMENT & CONTRACTING

- Procures all non-construction related goods and services
- Strategically sources via:
 - competitive quotes
 - formal bids
 - requests for proposals
- Conducts negotiations and contract development.
- Administers and monitors the district's P-Card Program.
- Purchases furniture, fixtures and equipment (FF&E) for new construction and comprehensive projects.
- Manages vendor master data including vendor registration and maintenance.
- Manages and maintains the SRM purchasing module linked to SAP, known as iBuy.



WELCOME FUTURE PARTNERS


Are you a registered vendor with Orange County Public Schools?

<https://www.procurement.ocps.net>


Procurement Services


 Badging - Jessica Lunsford Act


 **Vendor Registration**

 Surplus Operations Open to the Public


 Printing Services

 Public Records Request and Transcripts

 Mail and Courier Services

 Equal Opportunity Disclaimer

 Ethics and Lobbying Policy

 Procurement Services Procedures Manual

[Department](#)

> [Procurement Services](#)

[Vendors and Community](#)

Procurement Services

445 W. Amelia St.
Orlando, FL 32801
407.317.3988

[Orange County Public Schools](#) / [Departments](#) / [Procurement Services](#)



Vision

To provide goods and services of the highest quality and value.

Mission Statement

Procurement Services provides goods and services of the highest quality and value to meet the district's goals.

Purpose

Procurement Services is dedicated to providing the highest quality goods and services at the best value through competitive pricing while protecting the integrity of district funds and adhering to policies and procedures. We strive to maintain fair and equitable treatment of all vendors and to provide quality customer service while facilitating the district's goals of academic achievement, constant innovation, employee professionalism, and operational efficiency.

[Click here to see Active Contracts](#)

**NIGP
QPPD
ACCREDITATION**



Click on an office below to navigate to their website:

Procurement & Contracting Solicitation Documents

<https://www.procurement.ocps.net>

Procurement and Contracting

[Procurement Services](#)

> [Procurement and Contracting](#)

[PO Terms and Conditions](#)

[Orange County Public Schools](#) / [Departments](#) / [Procurement Services](#) / Procurement and Contracting

Procurement and Contracting is responsible for the procurement of all goods and services that are not related to construction. These purchases include supplies, technology, software programs, furniture, fixtures, and equipment (FF&E), and many other products and services. In addition, this office administers and monitors the district's P-Card Program; manages vendor master data including vendor registration and maintenance; and manages and maintains the SRM purchasing module linked to SAP, known as iBuy.

For Solicitation Documents

OCPS utilizes VendorLink for solicitation notifications to interested parties and for posting award notifications. It is the vendor's sole responsibility to monitor these sites for bidding opportunities. Please visit www.vendorlink.ocps.net to create an account to receive notices of solicitations.

Please contact records@ocps.net for past documents not available on VendorLink or other information related to procurements.

Contact procurement@ocps.net if you need assistance.

<https://vendorlink.ocps.net/common/login.aspx>



A-

A+

CONTACT US:

Procurement and Contracting

445 West Amelia Street
Orlando, FL 32801-1129
Telephone: 407-317-3988

Email: procurement@ocps.net

[Click here for Department Contacts](#)

QUICK LINKS

[Ethics & Lobbying Policy](#)

SOLICITATION ADVERTISEMENT -VENDORLINK

<https://vendorlink.ocps.net/common/login.aspx>



**Orange County
Public Schools**

[Home](#)

[Login](#)

[Register](#)

[Directory](#)

[Bid Solicitations](#)

[Contracts](#)

[Help](#)

WELCOME TO VENDORLINK

OCPS Procurement Services is using VendorLink starting May 1, 2017. Vendors will have to **register** in order to receive bid solicitation notifications. Information on how to register is available in the user manual located in the **Help** section. Please allow plenty of lead time when using the system for the first time. For any questions please send an email to support@evendorlink.com.

For solicitations advertised prior to May 1, 2017 please visit the **OCPS Procurement Solicitations site**.

VendorLink is a user-friendly Internet portal where businesses can sign-up to register and receive electronic email notification of upcoming solicitations as they become available. This online registration service allows suppliers to provide basic information about their business and to select specific commodity codes for the goods and services they provide.

When a solicitation matching those selections becomes available, the VendorLink system automatically sends an email notification to the email address provided during the registration process. The email notification contains the link and information necessary for the solicitation to be viewed and downloaded from any computer. Just complete the registration information to receive announcements about business opportunities from registered agencies.

Use the links above to login to an existing account, register a new account, or reset the password on an existing account. Once you are registered, you can update your profile at any time.

Suppliers can view solicitations by selecting the Search Solicitations link above. To receive automatic notifications, VendorLink requires all suppliers to be registered by completing the supplier registration process.

We appreciate your interest in doing business with VendorLink's registered agencies.

Database Information

Number of Agencies: **1**

Number of Solicitations: **256**

Number of Vendors: **23877**

VENDORLINK – LOGIN-REGISTRATION PAGE

<https://vendorlink.ocps.net/common/login.aspx>



Orange County
Public Schools

Home

Login

Register

Directory

Bid Solicitations

Help

Login

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For solicitations advertised prior to May 1, 2017 please visit the **OCPS Procurement Solicitations site**.

Log in using the email address associated with your account. If you experience problems logging into your account or wish to reset your password, click on the link "Forgot Password".

LinkSystems Sites



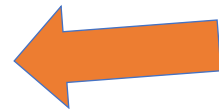
I'm not a robot



reCAPTCHA
Privacy - Terms

[Forgot Password](#)

Sign in



VENDORLINK – BID SOLICITATIONS

<https://vendorlink.ocps.net/common/login.aspx>



Bid Solicitations

OCPS Procurement Services is using VendorLink starting May 1, 2017. Vendors will have to **register** in order to receive bid solicitation notifications. Information on how to register is available in the user manual located in the **Help** section. Please allow plenty of lead time when using the system for the first time. For any questions please send an email to support@vendorlink.com or call (407) 222-1885.

For solicitations advertised prior to May 1, 2017 please visit the **OCPS Procurement Solicitations site**.

Search for Solicitations by entering the selected search terms and clicking on Search Solicitations.

***Only free agencies are listed below. To view other agencies, you must sign in or register online.**

Agency

Department *(First select an agency above)*

Title

ID Number

Status

Scope of Services

Commodity Keyword

Fiscal Year

Broadcast Date Greater Than

Due Date Greater Than

Question End Date Greater Than

Anticipated Award Date Greater Than

Broadcast Date Less Than

Due Date Less Than

Question End Date Less Than

Anticipated Award Date Less Than

Page Count: 20 50 100

Sort by:

Search Solicitations

Convert to Excel

VENDORLINK – SOLICITATION DOCUMENTS

<https://vendorlink.ocps.net/common/login.aspx>



Orange County Public Schools

Department (First select an agency above)

Title ID Number Status
 Scope of Services Commodity Keyword Fiscal Year

Due Date Greater Than Due Date Less Than
 Question End Date Greater Than Question End Date Less Than
 Anticipated Award Date Greater Than Anticipated Award Date Less Than

Page Count: 20 50 100 Sort by: Due Date Descending

Search Solicitations Convert to Excel

Total: 425

Number	Title	Status	Broadcast Date	Question End Date	Due Date	
ITB2207229	Misc. Entertainment Goods and Services	Active	8/24/2022 9:00 PM	9/5/2022 2:00 PM	9/16/2022 2:00 PM	
ITB2206207	Roofing and Gutter Repair	Active	8/17/2022 9:00 PM	8/24/2022 2:00 PM	9/15/2022 2:00 PM	
RFQ 2220CM	Construction Management at Risk Services for FY22 Multi-Site Comprehensive Renovation Project	Active	8/5/2022 8:00 AM	8/11/2022 2:00 PM	9/9/2022 2:00 PM	
RFQ 2219PS	Architectural and Engineering Services for FY22 Multi-Site Comprehensive Renovation Project	Active	8/5/2022 8:00 AM	8/11/2022 2:00 PM	9/8/2022 2:00 PM	
RFQ 2218CM	Construction Management at Risk Services for Ocoee Middle School Comprehensive Renovation Project	Under Evaluation	8/5/2022 8:00 AM	8/10/2022 2:00 PM	8/31/2022 2:00 PM	
RFQ 2217PS	Architectural and Engineering Services for Ocoee Middle School Comprehensive Renovation Project	Under Evaluation	8/5/2022 8:00 AM	8/10/2022 2:00 PM	8/30/2022 2:00 PM	
ITB2206198	Athletic Uniforms	Pending Award	7/25/2022 9:00 PM	8/3/2022 2:00 PM	8/25/2022 2:00 PM	
RFP2204126	Behavioral Threat Assessment Program	Under Evaluation	7/29/2022 9:00 PM	8/9/2022 2:00 PM	8/23/2022 2:00 PM	

VENDORLINK – SOLICITATION SCOPE OF SERVICES

<https://vendorlink.ocps.net/common/login.aspx>

Agency	Orange County Public Schools
Status	Active
Fiscal Year	2019
Primary Contact	Suzanne Lopez
Secondary Contact	
Title	Prescription Benefits Manager
Number	RFP1807291
Type	Request for Proposal
Online Quote/Bid	Yes
Department	
Piggyback Solicitation	No
Insurance Required	No
Bid Bond Required	No
Bid Bond Amount	
Scope of Services	The School Board of Orange County, Florida, hereafter referred to as the "District" or "OCPS", is seeking a qualified vendor or vendors to provide Prescription Benefits Management (PBM) for active employees/dependents, COBRA beneficiaries/dependents, retirees/dependents, under 65 years of age or ineligible for Medicare.
Broadcast Date	9/11/2018 9:00 PM
Question End Date	9/19/2018 2:00 PM
Due Date	10/25/2018 2:00 PM

Procurement & Contracting Contracts

- Invitation to Bid (ITB) Official Posting Required
- Requests for Proposals (RFP) Official Posting Required
- Request for Information (RFI) Official Posting Required (but not considered a vehicle for purchasing)
- Request for Secondary Quotes (RSQ) Official Posting not Required (purchase will be under the ITB or RFP threshold)
- Purchase Orders – issued to vendor and is a binding contract
- Purchasing Cards – Alternative purchasing vehicle sites can use for specific types of purchases.

Not all purchases go through the formal procurement process that typically requires posting bid solicitations.



The Do's and Don'ts of Contracting with OCPS

DO:

- Network - Make yourself known to Procurement Services and school sites to find out who makes the purchasing decisions.
- Do research. Identify what the District's wants/needs, find out where your product or service fits in, show how you can meet their needs.
- Follow current market conditions to build relationships with the District.
- Attend pre-bid conferences to network and build relationships with decision makers, while increasing your knowledge about the District spend.
- Check the Office of Business Opportunity website for Networking Events <https://www.OBO.ocps.net>



Do:

- Make a list of contracts already awarded and research the types of companies that won them and the purchasing history.
- Offer value and quality services or goods in the line of business for which you are qualified.
- Be open and honest with the buyer about your firm's capabilities and experience.
- Always read ALL the procurement statute, policies and procedures that apply to the particular procurement opportunity.
- Read the solicitation carefully. Note the date and time of bid opening
- Obtain clarification about any part of the solicitation you do not understand, it is your responsibility.



Don'ts:

- Schedule meetings with the buyer until after reviewing the websites and researching the OCPS needs.
- Use any workers or staff members in your company that might not pass the background checks for security clearance.
- Bid on jobs that exceed the capabilities and qualifications of your firm.
- Seek or propose on projects that are more work than you can manage.
- Underbid what the job costs to secure the contract, as you will need to cover your overhead and still turn a profit in the end.
- Submit an offer that differs from what was requested. Your submission will be considered non-responsive. You must be ready, responsive, and responsible.
- Submit documentation without all the proper signatures, certifications, bonds, or other required information.



MWBE , LDB & VBE Standards

OCPS is committed to increasing the number of qualified minority, women, and veteran owned Contractors who wish to provide products and services to the District.

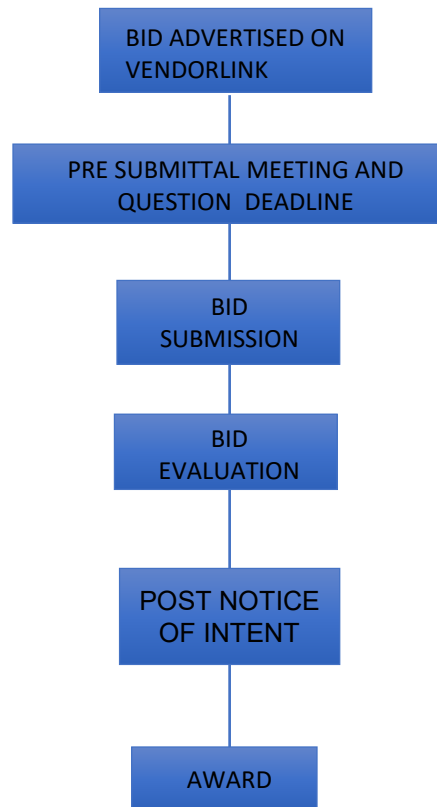
OCPS has established the following goals for participation:

<u>Area</u>	<u>MWBE</u>	<u>LDB</u>	<u>VBE</u>
Goods & Services	12%	10%	3%

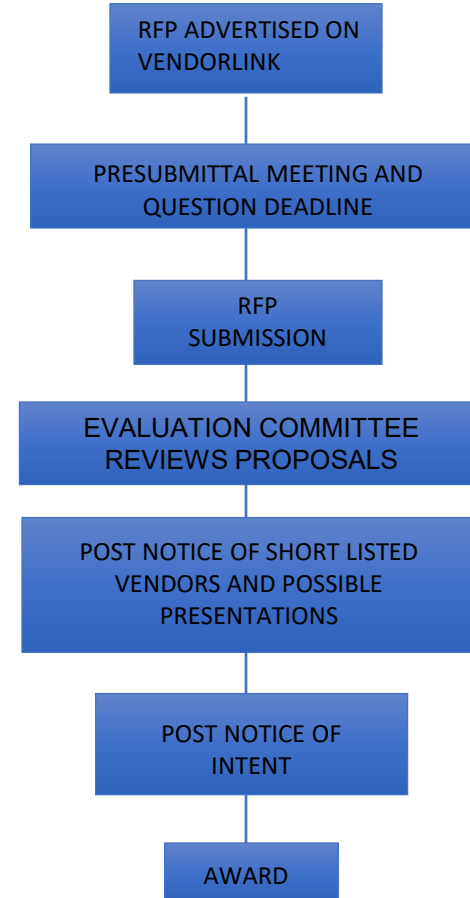


Solicitation Process Flow

BIDS (ITB) FOR GOOD AND SERVICES



REQUEST FOR PROPOSALS (RFP) FOR GOODS AND SERVICES



HOW TO OBTAIN COPIES OF PRIOR TABULATIONS OR AWARD DOCUMENTS?

Records and Forms Management

Material Management Office

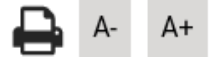
› Records and Forms Management

Student Records

District & Personnel Records

Forms Management

Orange County Public Schools / Departments / Procurement Services / Material Management Office / Records and Forms Management



Welcome to the OCPS Records Management Page

Contained on this site is valuable information regarding public records and student records.

- Under the **District & Personnel Records** page, you will find information on where to send subpoenas, public records requests, employee records and employment verification.
- Under the **Student Records** page, you will find information on how to request educational records.

Public Records Custodian Contact information:

District Records Custodian
Records and Forms Management
Attn: Public Records Request
6501 Magic Way
Orlando, FL 32809
Phone: 407.317.3965
Fax: 407.317.3703
E-mail: records@ocps.net

NO-CONTACT PERIOD AND BOARD POLICY **KCE - ETHICS AND LOBBYING POLICY**

➤ Legal Services, Ethics and Lobbying Information

School Board Policies

<https://www.ocps.net>

Section K: School, Community, and Home Relations

- School board members and school board personnel (except the Procurement Services Representative) are not to be contacted prior to the School Board's decision to approve or reject the final recommendation presented to it by the Superintendent. At the discretion of SBOC, failure to comply with this requirement will be grounds for disqualification.
- Specifically, this No-Contact Period shall commence on the initial date of the advertisement for Request for Proposal and continue through and include the date the Orange County School Board makes its determination to approve or reject the final recommendations.
- Failure to meet any of these requirements may disqualify your firm from consideration.

Current & Upcoming Solicitations

<https://vendorlink.ocps.net>

Solicitations in Process (Current):

- **ITB2207229** – Misc. Entertainment Goods & Services - Due Date 3/1/2024
- **RFP24020** – E-Fax Solution – Due Date 3/11/2024
- **ITB24034** – Bulk Coolant – Due Date 3/12/2024
- **ITB24035** – School Bus Cleaning Services – Due Date 3/19/2024

Upcoming:

- Cloud Faxing 3/2024
- Stormwater Pond & Primary Canal Cleaning & Restoration Services 3/2024
- Moving Services 3/2024
- Emergency Response Services 3/2024
- Therapy Services 3/2024
- Exterior Walkways 3/2024
- Telecommunication Services 3/2024

Procurement & Contracting Contact List

Name	Title	Email	Extension 407-317-3200
David Wheeler	Senior Director	David.Wheeler@ocps.net	2002455
Cassandra Palm	Director	Cassandra.Palm@ocps.net	2002446
Susan Perry	Administrator	Susan.Perry@ocps.net	2002421
Ledgie Santiago	Administrator	Ledual.Santiago@ocps.net	2002414
Brian Amberg	Administrator	Brian.Amberg@ocps.net	2002876
Melissa Delgado	Senior Specialist – Org Structure	Melissa.Delgado@ocps.net	2004012
Jack Nichols	Administrator	Jack.Nichols@ocps.net	2002577
Sara Lundy	Administrator	Sara.Lundy@ocps.net	2002460
Vacant	Senior Specialist	Vacant	2002456
Vacant	Specialist	Vacant	2004113
Esaie Alexandre	Specialist	Esaie.Alexandre@ocps.net	2003062



PURCHASING & CONTRACTING

Contact Us!
Procurement and Contracting

445 West Amelia Street
Orlando, FL 32801-1129

Telephone: 407-317-3200 x2003988
Fax: 407-317-3272

E-mail

procurement@ocps.net

Website

www.procurement.ocps.net



FACILITIES & CONSTRUCTION CONTRACTING

- Procures all goods & services related to **construction** and **maintenance** of district facilities.
 - Design, Engineering, Construction Management, Professional Services, Design Build, General Contracting, Hard Bids & Term Services Bids.
- Strategic sources via:
 - **Consultant Competitive Negotiation Act Selection (CCNA)**
 - Request for Qualifications
 - Formal Bids (sealed Bid and/or Hard Bid)
 - Requests for Proposals
 - Quotes
- Manages the selection process and evaluate vendor qualification
 - Schedules pre-submittal meetings
- Conducts negotiations and contract development



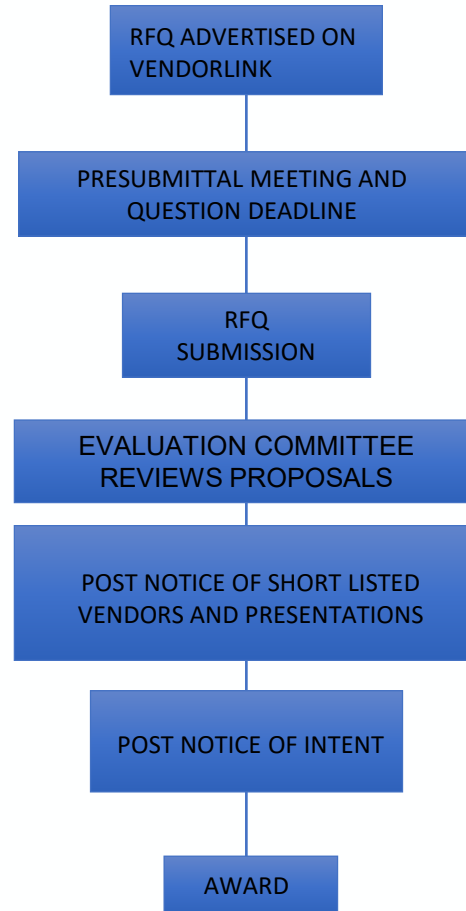
Solicitations

(Qualification Based Selection)

- **Request for Qualifications (RFQ)**
Formal solicitation for architectural, engineering, landscape architectural, surveying, mapping, and construction management services in accordance with FL statute 287.055.
- Cost cannot be a factor in the evaluation

Solicitation Process Flow

REQUEST FOR QUALIFICATION (RFQ) FOR CONSTRUCTION RELATED SERVICES



Solicitations

RFQ bid solicitations include compliance with mandated MWBE, LDB, and VBE Policies and Procedures, which include specific goals after the award:

- The awarded firm is required to submit proposals that comply with the RFQ bid solicitation document and the negotiation.
- The District continues to monitor compliance throughout the project's performance.



MWBE , LDB & VBE Standards

<u>Area</u>	<u>MWBE</u>	<u>LDB</u>	<u>VBE</u>
Construction	23%	10%	3%
Professional Services	15%	10%	3%



FACILITIES & CONSTRUCTION CONTRACTING **Construction Management (CM)**

- CM Process:
 - Solicits Bids via VendorLink and in the Orlando Business Journal
 - Sets Pre-submittal and opening time and date; posted in Vendor Link: [Solicitations by Awarded Construction Management Services](#)



I downloaded the solicitation, what should I do now?

- Always read ALL the procurement statute, policies and procedures that apply to the particular procurement opportunity.
- **READ** the document carefully from beginning to end.
- Obtain clarification about any part of the solicitation you do not understand, it is your responsibility.
- Note important dates, including the pre-submittal meeting, last date for questions and **DUE DATE** and **TIME**.
- Pre-submittal meetings provide valuable information about the project; you are always encouraged to attend.
 - Allows the opportunity to obtain clarification about any part of the solicitation you do not understand.



Construction Related Services Solicitations

<https://www.vendorlink.ocps.net>

Solicitations in Process (Current):

- TBD

Upcoming:

- Continuing Professional Architectural & Engineering Services
- Continuing Professional Commissioning Services
- Continuing Construction Management Services



Project Information

https://www.ocps.net/departments/facilities/your_tax_dollars_at_work



Orange County
Public Schools



LEADING STUDENTS TO SUCCESS

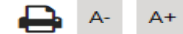
Home About Us School Board Superintendent Students and Parents Employees Newcomers Schools **Departments**



Facilities

- > [Important Resources](#)
- > [Building Schools](#)
- > [Your Tax Dollars At Work](#)
- > [Facilities Departments](#)
- > [COVE](#)
- > [Facilities Highlights](#)
- > [Facilities News Archive](#)

[Orange County Public Schools](#) / [Departments](#) / [Facilities](#) / [Building Schools](#)



On this page you will find information on schools being planned, designed, built, or recently completed.

**For a summary list of projects, see the [Ten-Year Capital Project List 2019-20](#).
(2020-21 will be available by the end of September).**

Know the location of a future school site, but not the site number?

Find it on this map: [OCPS Existing and Proposed Facilities 2020-21](#)

For the archive of previous school projects, see [Your Tax Dollars at Work](#).

Project Updates

Filters: Project Type School Type Status

Show entries Search:

School Name	Project Type	Status	Year	Project Updates
Summerlake ES	New/Relief	Construction	2020	• Construction Update

Project Information

Continued

The list of active projects and additional information about the projects are available on the Facilities Building Schools webpage:

- Schools in Planning
- Schools in Design
- Schools in Construction



Summerlake ES	New/Relief	Construction	2020	• Construction Update
Sunshine ES	New/Relief	Construction	2020	• Construction Update
Vista Pointe ES	New/Relief	Construction	2020	• Construction Update
Winegard ES	Replacement	Construction	2020	• Construction Update

Project Information

https://www.ocps.net/departments/facilities/your_tax_dollars_at_work



Summerlake Elementary School (New/Relief)

15450 Porter Road
Winter Garden, FL 34787



OCPS Site 85-E-W-4
04.22.20



Project Information:

- **Building Completion Date:** Jun 2020
- **Project Completion Date:** Jun 2020
- **School Opening:** Aug 2020
- **No. on Sales Tax Referendum:** N/A
- **Student Capacity:** 837
- **Gross Floor Area:** 92,142
- **Site Area:** 14.8 acres
- **District:** 4
- **Learning Community:** W

Architect: Rhodes + Brito

Contractor: OHL

Project Manager: Tamara Cox

Adopted Budget: \$24.3 M

Project Description:

Construction of:

- Administration Office
- Multipurpose/ Cafeteria
- Kitchen
- Media Center
- Classrooms
- Art and Music Labs

Project Update:

- Construction Notice to Proceed 7/24/19.
- Starting final inspections.
- Interior finishes in progress.

FACILITIES & CONSTRUCTION CONTRACTING CONTACT LIST

Name	Title	Email	Extension 407-317-3791
William “Ed” Ames	Director	william.ames@ocps.net	2025245
Tonya Page Batson	Assistant Director	tonya.pagebatson@ocps.net	2025340
Catina Cummings	Senior Specialist	Catina.cummings@ocps.net	2025245
Marilyn Maldonado	Senior Finance Specialist	marilyn.maldonado3@ocps.net	2025247
Grace Heintzelman	Procurement Clerk	Grace.heintzelman@ocps.net	2023791
Aaron Stephenson	Procurement Clerk	Aaron.Stephenson@ocps.net	2025343



FACILITIES & CONSTRUCTION CONTRACTING

Contact Us!

Facilities & Construction
Contracting
6501 Magic Way Suite 101-B
Orlando, FL 32801
Phone: 407.317.3700

E-mail

Contractadmin@ocps.net

Website

<https://www.contractadmin.ocps.net>



Office of Business Opportunity (OBO)

OBO staff works within Facilities & Construction Contracting and Purchasing & Contracting Services offices to ensure that small, minority, woman, and veteran-owned businesses are participating in the district's procurement processes.

Programs:

- Minority and Women Business Enterprise (MWBE)
- Local Developing Business (LDB)
- Veteran Business Enterprise (VBE)



Office of Business Opportunity (OBO)

<https://www.obo.ocps.net>

Procurement Services

> [Office of Business Opportunity \(OBO\)](#)

[Around Town/Trade Fair/Outreach](#)

[Calendar of Events](#)

[Certification](#)

[VendorLink Directory](#)

[FAQ's for the OBO](#)

[OBO Forms](#)

[Links](#)

[Meet the Business Opportunity Staff](#)

[OBO Newsletter](#)

[Orange County Public Schools / Departments / Procurement Services / Office of Business Opportunity \(OBO\)](#)



6501 Magic Way, Bldg. 101F
Orlando, Florida 32809
Telephone: 407.317.3739
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OCPS Facilities complex is near the intersection of John Young Parkway and Road

Welcome to the Office of Business Opportunity (OBO)! Our office strives to participation of local, small, veteran-, minority- and woman-owned business goods and services to Orange County Public Schools. Through implementation, management, and monitoring district's Minority and Women-owned Business Enterprise (MWBE), Local Developing Business (LDB) and Vendor Enterprise (VBE) programs, the Office of Business Opportunity seeks to ensure OCPS purchases from small businesses. In support of the district's mission, to lead our students to success with the support and involvement of families and the community, the Office of Business Opportunity promotes economic investment in the local economy. When the district purchases from diverse and small businesses, it has a positive fiscal impact on the local economy thereby, benefits the students of Orange County Public Schools.

Office of Business Opportunity

6501 Magic Way Bldg 101F
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QUICK LINKS

[Doing Business with OCPS](#)

[Procurement Services](#)

[Certification](#)

[FAQ's](#)

[Supplier Diversity Programs](#)

[Opportunities VendorLink](#)

[OBO Registration](#)

[Calendar](#)

[Policy & Procedures](#)

APR
03

Haciendo Negocios 1160 am
11:00AM - 12:00PM

APR
10

Haciendo Negocios 1160 am
11:00AM - 12:00PM

African American Chamber of Commerce - MWBE Certification Workshop
2:00PM - 4:00PM

APR
11

AACCCF - Seminole County Leads Group
8:00AM - 10:00AM

APR
12

MWBE Re-Certification Consultations - AACCCF
3:00PM - 4:00PM



OCPS purchases from small and diverse businesses



Growth of MWBE & LDB & VBE firms

- **Money**
- **Staff**
- **Bonding Capacity**
- **Increased capital investment**



Economic well-being of the Central Florida Community and the children of Orange County

Our program is not a Social Program but Economic Program





In FY2023, the district contracted over \$275 million with MWBE & LDB vendors
So far \$17 million contracted with VBE vendors
Feedback from local VBEs, acknowledge the district's program as one of the best in the state



MWBE, LDB & VBE Certification

- The Office of Business Opportunity (OBO) does **not** certify MWBEs. We do **accept** MWBE certificates from the agencies listed below:
 - City of Orlando
 - Greater Orlando Aviation Authority (GOAA)
 - Orange County Government
 - State of Florida
 - Florida State Minority Supplier Development Council
 - National Minority Supplier Development Council (NMSDC)
 - Women in Business Women Business Enterprise National Council (WBENC)
- The Office of Business Opportunity **certifies** Local Developing Business (LDBs) see website for information **www.obo.ocps.net**
- The district **accepts** LDB certificate from the Greater Orlando Aviation Authority (GOAA)
- The district accepts the VBE certification from the State of Florida and the verification from the Veteran Affairs Center for Verification and Eligibility (CVE)



Local Developing Business (LDB) Eligibility

- Place of business or owner residence in Orange, Osceola, Lake or Seminole county.
 - Personal Net worth per owner cannot exceed \$750,000.
 - Revenue/Profit Limitations:
 - \$7.5 million revenue for construction firms
 - \$2 million revenue for professional services firms
 - \$1 million profit for goods and non-professional services firms.
- * **“Ownership and Control”**: Individuals must own at least fifty-one percent (51%) of the business; control and manage the operations of the business on a daily basis.

OBO Vendor Registration

PLEASE NOTE THERE ARE TWO REGISTRATIONS:

1. All vendors register with OCPS via our procurement vendor registration site:
<https://www.procurement.ocps.net>
2. **If you are a certified MWBE, LDB or VBE**, you may register with the Office of Business Opportunity by completing the OBO Vendor Registration form found on the OBO website:

<https://www.obo.ocps.net>

This form should be completed by all MWBE, LDB, VBE firms wishing to be listed in the Office of Business Opportunity Directory. Vendors included in the directory are notified when opportunities arise for the commodity/service they provide.

3. **If you are not certified but meet the requirements for MWBE, LDB or VBE status**, please contact one of our certifying agencies to begin the certification process. Once you are certified, you will want to register with the Office of Business Opportunity by completing the OBO Vendor Registration form.



MWBE/LDB/VBE Provider Directory

- Only current certified MWBE/LDB/VBE vendors will be included in the [Provider Directory](#) located on the OBO website:

Company Name	Type of Certification	Category	OCPS Confirmed Status	OCPS Vendor Number (If applicable)	Certifying Agency	Certification Date
Contracting, LLC						
GE Protection	MWBE/LDB/VBE	Goods & Services	M/WBE LDB		Greater Orlando Aviati	10/09/23
Honeycomb Systems, LLC	MWBE	CM / G & S	M/WBE		City of Orlando Oran	08/31/22
Garcia Civil Contractors	MWBE	CM	M/WBE		City of Orlando Oran	09/11/22
kevin klean kutt lawncare specialist llc	MWBE	Goods & Services	M/WBE		City of Orlando Oran	03/31/22
Informulate	MWBE	Goods & Services	M/WBE		City of Orlando Oran	12/31/21
Douce France Bakery Inc	MWBE	Goods & Services	M/WBE		Orange County Gover	08/31/22
Liquid Solutions Group, LLC	MWBE	AE	M/WBE		Orange County Gover	02/28/23
Heron Electric Inc.	MWBE/LDB	CM	M/WBE LDB		Greater Orlando Aviati	01/22/22
ADEK Management, LLC	MWBE	Goods & Services	M/WBE		Orange County Gover	05/21/23
Dao Consultants, Inc.	MWBE	AE	M/WBE		Orange County Gover	08/01/23
Wheels to Wings Transportation, Inc.	MWBE/LDB	Goods & Services	M/WBE LDB		Greater Orlando Aviati	06/01/23

Office of Business Opportunity (OBO)

- One-on-One Meetings
- Notice of upcoming bids (based on commodity)
- Referrals/Matchmaking
- Partnership Referrals:
 - African-American Chamber of Commerce
 - Asian-American Chamber of Commerce
 - Black Business Investment fund (BBIF)
 - Florida State Minority Supplier Development Council (FSMSDC)
 - Prospera formerly known as Hispanic Business Initiative fund (HBIF)
 - Hispanic Chamber of Commerce
 - Florida Association Veteran Owned Business (FAVOB)
- Conflict Resolution
- Business Development Strategies

Other Opportunities

- Leadership Orange

<https://www.LeadershipOrange.ocps.net>

- Partners in Education

<https://www.partnersineducation.ocps.net>

- COVE Meetings

<https://www.COVE.ocps.net>

- Office of Business Opportunity Events Calendar

<https://OBO Calendar of Events>

- Partner Bid Websites

<https://OBO Partner Bid Websites>



ANNUAL TRADE FAIR

- The Office of Business Opportunity hosts an annual MWBE/LDB/VBE Trade Fair each year.
- The annual event offers a forum for attendees to meet and network with construction managers, architects and good & services contractors.
- Local minority business support organizations are also exhibitors, providing information about their programs.
- Mini workshops are made available to the attendees on various topics.
- Keep in touch with our office for our next Trade Fair

You won't want to miss it!!!



REMEMBER

- ❖ OCPS is committed to working with the small and diversely-owned businesses.
- ❖ OCPS encourages the use of minority/woman-owned, local-developing and veteran-owned businesses in all contracting.



[Like Us on Facebook](#)



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WEBSITES

- **Procurement & Contracting**

Goods and non-professional services and Vendor registration

<https://www.procurement.ocps.net>

- **Facilities & Construction Contracting**

Services related to construction and maintenance

<https://www.contractadmin.ocps.net>

- **Office of Business Opportunity (OBO)**

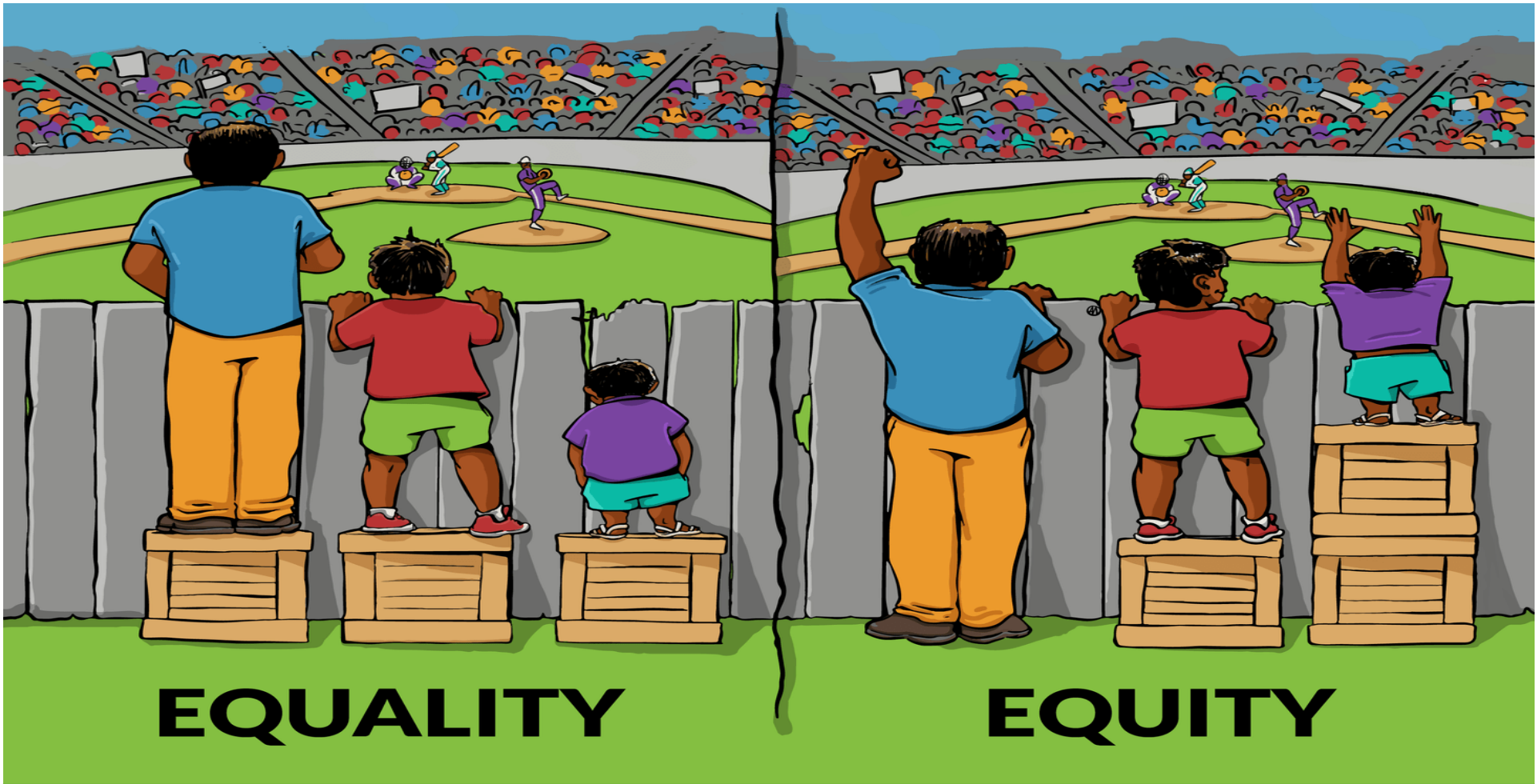
MWBE, LDB, & VBE

<https://www.OBO.ocps.net>

- **Material Management**

Provide services that benefit the district and maximizes taxpayer funds

<https://www.materialmanagement.ocps.net>



EQUALITY

EQUITY

In an effort to create equity (opportunity for all to compete) the district sometimes adapts our bids to be more small-business friendly. As in the image above, the department's goal is to ensure that all businesses – regardless of size – are able to compete for opportunities.

2023 Fastest - Growing Companies

Silva's Painting & General Services Corp.



Rico Foods Co.

Grinded to Perfection, One Cup at a Time...

Rico Foods Co. was founded in 2004 in Miami, FL by Nelson Méndez or better known as Mr. Cappuccino. Méndez has over 30 years of experience in the hotels & restaurants equipment and supplies business, and 12 years of expertise in the coffee industry.

The Rico Foods Company is a state of the art Automatic Italian Espresso coffee & Cappuccinos machines. All of its products are unique European flavors imported straight from Italy.

Performance History:

- ❖ As Nestle in Venezuela in 2000.
- ❖ From 2014 to 2015 in Walgreens Stores as NOI Caffe in Jacksonville and Orlando, FL.
- ❖ Present since 2013 in Universal of Central Florida Oviedo as Gilly Vending.
- ❖ Present since 2014 in Ana G. Mendez University.
- ❖ Present since 2016 in the Carrousel Therapy Center in St. Cloud, FL.
- ❖ Present in Blackfire Steakhouse in Lake Buena Vista, FL.
- ❖ Schenkelshultz Architecture in Orlando, FL.

Rico Food Company has performed successfully in all of its locations. In 2016, it was awarded as the Hispanic Business of the Year by the Kissimmee Chamber of Commerce. A testimony from one of its clients, Carrousel Therapy Centers says: "We have NOI CAFFE machines at all of our locations. Clients and employees look forward to come and enjoy another cup of this wonderful Espresso Coffee, Cappuccinos and coco drinks..."





EAC Cleaning

EAC Cleaning was recently highlighted in the City of Orlando Westlake News. Read the story [HERE](#)

ECONOMIC VITALITY

Expanding Opportunities

Story by David Porter



Ella Drummer is preparing to touch the lives of the hundreds of people who will move into the new Village on Mercy Drive affordable housing apartments that are currently under construction.

Ms. Drummer is not an architect, nor is she a carpenter.

Ms. Drummer owns EAC Cleaning, which has more than a dozen workers, including front-office staff. EAC Cleaning specializes in the "post construction clean-up" of the newly built developments — from airport terminals to apartments.

That's a fancy way of saying that after the carpenters, painters, plumbers and other tradespeople are finished building the apartments, Ms. Drummer's crews give the apartments that 'new-car' feel. Her workers deep-clean every surface — the floor, walls, bathroom and appliances to make everything spotless and shiny for the first tenants.

EAC Cleaning also has been tapped to perform the post construction cleaning of the Wayne Densch Center affordable-housing apartments near Eatonville. Last year her company also performed the same service for Pendana at West Lakes.

The company is perfectly suited for these jobs because Ms. Drummer, born at the old Parramore Village and attended Jones High School, is a stickler for detail.

Persistence and quality have made Ms. Drummer a standout in the local male-dominated construction industry.

Ms. Drummer's crews give the apartments that 'new-car' feel.

"You have got to be motivated to succeed," Ms. Drummer said.

"When I work on projects like this," Ms. Drummer said on a recent morning at the Mercy Drive site, "it means a lot to me."

"I hire from this area, I have relatives who still live in this area. I can see how projects like this add value to the community and to the people who live here," she said. ■





**We look forward to doing business
with you!**



QUESTIONS AND ANSWERS

