

# COUNCIL EXCHANGE BOARD OF TRADE CEBOT 2020 CAPABILITIES STATEMENT

## EXECUTIVE SUMMARY

The Council Exchange Board of Trade (CEBOT) researches and facilitates data driven contract related teaming and human capital development. CEBOT innovation includes internal procurement management and governance systems, connecting the minority technology industry with public/private sector service delivery partners.

## SMART HBCU | ALLIANCE CTA TEAMING DOMAINS



## CEBOT SMART HBCU - ALLIANCE CTA

### COMPANY INFORMATION

CEBOT is registered with the IRS as a 501c6 Trade Association. Active Entity in the Federal System for Award Management (SAM | DUNS: 116997814 - Cage Code: 89BG4). CEBOT utilizes FAR 9.6 Contractor Team Arrangements to align institutional research and contract value with Federal Government Cross Cutting Agency Priority Goals that harmonize outcomes.

### MISSION

Functioning as a fiat intermediary, CEBOT utilizes growth algorithms, tools and systems developed in agreement with member stakeholders who consent to a framework based on the common economic interest of the minority technology industry and the stakeholders they serve.

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### GSA OMB TECHNOLOGY BUSINESS MANAGEMENT MISSION METRICS™ TOOL

CEBOT Alliance CTA - SMART HBCU HUB  
Member Federal Contract Partnership



Cornerstone Member  
SMART HBCU HUB



Alliance Member  
Alliance CTA



[www.cebot.us](http://www.cebot.us)



# CEBOT PAST PERFORMANCE - ONGOING MEMBER APPLIED RESEARCH

## MEMBER RESEARCH

At the core of CEBOT's growth algorithms is small business and community agreement. CEBOT represents the 65,000 U.S. minority technology companies. Innovative stakeholder engagements and agreements allow for consensus building and partnerships that aim to leverage this \$100 Billion industry sector.

### AMERICAN INNOVATIVE ECOSYSTEM FRAMEWORK (RESEARCH, MANAGEMENT & BROADCASTING)

The U.S. Department of Commerce established a partnership between the Minority Business Development Agency (MBDA), the National Institute of Standards and Technology (NIST), the National Oceanic and Atmospheric Administration (NOAA), and the Federal Laboratory Consortium for Technology Transfer (FLC) to support business development with minority high-tech firms through the 300 federal laboratories. CEBOT (dba) National Minority Technology Council developed a framework now utilized in CEBOT's growth algorithms

CEBOT's vision of collaboration ensures an increase in community access to workforce opportunities and resources. CEBOT accomplishes this by utilizing growth algorithms to increase community economic capacity and education relevance through industry led public-private partnerships and research-based cooperative agreements. ([www.aieframe.org](http://www.aieframe.org))

### LEVERAGING DATA AS A STRATEGIC ASSET FEDERAL USE CASE (RESEARCH, TECHNOLOGY)

The use of data is transforming the economy, government and society. CEBOT's Federal Data Strategy Use Case "Adopting and executing the Integrated Economic Indicator State Longitudinal Data System (IEI-SLDS)" leverage economic data to help policymakers put Americans to work. This Use Case postulates a national data harmonizing effort to bring together the disconnected "Social Safety Net" here in America into a transformational predictive system that allows for better policy decision making and innovation. (<https://bit.ly/iei-slids>)

### INTERNATIONAL TRADE (LEARNING, BROADCAST)

Coordinating resources for project implementation, particularly large projects, require a systems process. Community endorsed infrastructure projects are complex and engaging. Coordinating suppliers and buyers in an inclusive manner has the benefit of innovation and creates an ecosystem that serves a greater good. The CEBOT International Use Case includes both a Canadian HUB and a Tech-Africa mission. CEBOT is in the process of engaging CEBOT Certified federal contractors who are SBA 8a Certified or have an active GSA schedule. These companies, through the formation of a Contractor Team Arrangement or GSA Scheduled Contractor Team Arrangement, will work under a series of CEBOT Joint Ventures to include international export of U.S. goods and services. ([www.nmtcworld.org](http://www.nmtcworld.org))



COUNCIL EXCHANGE BOARD OF TRADE  
LOOKING FORWARD RESEARCH & DEVELOPMENT

### SMART HBCU - INDUSTRY TEAMING (RESEARCH, LEARNING, TECHNOLOGY)

#### Federal Virtual Intern Program

PROGRAM DEVELOPMENT - NIST NICE CYBERSECURITY WORKFORCE FRAMEWORK & POLICY - HUD/ENERGY

This industry association solution-oriented initiative is grounded in a design-based research methodology focused on increasing the number of cybersecurity professionals in the public and private sectors by leveraging the collective capabilities of minority technology companies, historically black colleges and universities, government agencies along with non-profit organizations. Program participants are immersed in real world research, analysis and problem solving under the direction of industry leaders and subject matter experts. Pilot program was implemented with HUD. The CEBOT Federal Virtual Intern Program included Cybersecurity graduate and undergraduate students from a consortium of 13 HBCUs. ([www.oppzoneresearch.org](http://www.oppzoneresearch.org))

#### SMART HBCU HUB - Consortia Development

HBCU GOVERNANCE - CONTRACT TEAMING INFRASTRUCTURE

CEBOT FAR 10 market research discovery included U.S. minority technology companies and HBCUs from across the nation. Use case includes MOU agreements with the HBCU Ecosystem to create multiple opportunity zone business joint ventures investments. The primary purpose of the joint ventures is to stimulate the economy through governance, infrastructure, innovation and public/private partnerships. The Minority Technology companies that participated in the vendor governance interviews self-selected into a research cohort (Alliance CTA). Invited minority tech companies bring their capabilities and past performance to the SMART HBCU HUB federal contracting facility. This SMART HBCU HUB innovation is located at the Norfolk State University's Cybersecurity Complex. ([www.smarthbcu.org](http://www.smarthbcu.org))

### ECONOMIC EQUALIZATION - OPPORTUNITY FUND (DEVELOPMENT & MANAGEMENT)

INCENTIVES FOR LONG-TERM PRIVATE SECTOR INVESTMENTS IN ECONOMICALLY DISTRESSED COMMUNITIES

Despite the growing national economy, low income communities are plagued by high levels of poverty, failing schools, job scarcity, unsafe neighborhoods, and a lack of investment capital to build new housing stock or plan economic centers that drive growth and stimulate the local economy. CEBOT works toward harmonizing outcomes. Research is underway with university, government and NGO partners to mitigate moral hazard and reduce information asymmetry through governed knowledge management. ([economiequilization.org](http://economiequilization.org))

## CORE COMPETENCIES

- Federal teaming Intermediary
- Coordinating HBCU Ecosystem for federal learning outcomes
- Aligning the capabilities of over 2,000 federal minority technology contractors.
- Enabling partnership and contract teaming for a research cohort of over 25 HBCU.