



COMMONWEALTH of VIRGINIA

Department of General Services

Division of Purchases and Supply

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MEMORANDUM

TO: Directors of Purchasing Offices
Executive Branch Agencies and Institutions of Higher Education
Commonwealth of Virginia

FROM: Ron Bell
Director

DATE: June 1, 2010

SUBJECT: Reciprocal Preferences and New North Carolina Preference

This memorandum serves as a reminder that agencies and institutions are required to apply reciprocal preferences. Reciprocal preferences shall be applied as per *Code of Virginia*, § 2.2-4324B and *APSPM* 3.18.

DGS/DPS has posted a listing of preference laws of other states on the eVA website, www.eva.virginia.gov.

As a result of a North Carolina Governor's Executive Order the state implemented a price-matching preference for North Carolina resident bidders. The price-matching preference applies to Invitation for Bids (IFB) for goods issued by state agencies and institutions of North Carolina and does not apply to construction bids, contracts for services, and software and computers. A North Carolina bidder will be given the opportunity to match the lowest bid and thereby receive the award when their price is within five percent or \$10,000 (whichever is less) of the lowest bid.

Application of the North Carolina preference shall be applied by VA buyers as follows:

When a NC resident bidder is the lowest responsive and responsible bid and a VA bidder is the next lowest bid with a price within 5% or \$10,000 (whichever is less) of the NC bidder, the VA bidder shall be given the opportunity to price match the NC low bid and receive the award. It is recommended the VA bidder be allowed 24 hours in which to respond to the price match and it shall be in writing.