INFORMATION ABOUT

VIRGINIA'S ENTERPRISE ELECTRONIC PROCUREMENT SYSTEM

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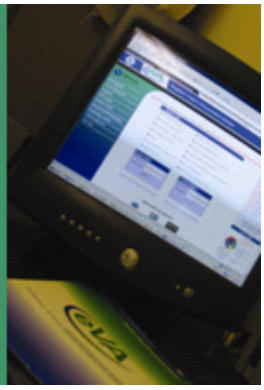
Testimonials

Department of General Services
Serving Government. Serving Virginians



INTRODUCTON

eVA receives comments about its success from governments, buyers and suppliers, and consultants from all over the world. Here are some of these comments.

INTERNATIONAL & OUT-OF-STATE TESTIMONIALS

✦ "Our counterparts in the United Kingdom indicated that the Commonwealth of Virginia is a pioneer in this field, and suggested that studying your experience with eVA would provide significant insight." **Canada Treasury Board Secretariat**

✦ E-Mail to Lieutenant Governor of Florida "With the budgetary difficulties our state is facing, I thought I would share with you a procurement system, currently employed in the state of Virginia that has helped spur their economic development while significantly reducing associated costs. I am an owner of a small Toner & Ink Company in Fort Lauderdale, which is participating in the eVA System. It has brought our company tremendous benefits in the last 2 years, since it has opened doors that allow us to compete for business against much larger branded competitors." **Ultra Laser Imaging Supplies, Inc.**

✦ Comments to the Virginia Joint Legislative Audit and Review Commission by Canadian Consultant when asked about the "negative" impact of eVA on small business. Response, quote "Why would you change a program that started with a vendor base in which 23% of the same vendors were getting contracts compared to 46% today. I have written (as well as spoken) extensively about the virtues of the eVA Program worldwide, with particular emphasis on how it is one of the few initiatives within both the public and private sectors that has reversed the trend of supplier cynicism. The statistical evidence alone would clearly demonstrate that the Commonwealth is on the leading edge of a positive evolution in government/supplier relations. Emphasis on the positive."
Hansen Consulting of Canada who did an independent review of eVA for the Australian Government, which wanted to know why eVA was so successful.

✦ "We searched information on countries and donor agencies who already have procurement regulations. We found that there are best practices in USA, and Virginia is the one whose e-procurement and trainings might be useful for us to learn."
National Public Procurement Agency, Republic of Indonesia

SUPPLIER TESTIMONIALS

✦ "My volume has increased 75%. And I'm doing business with a wider variety of agencies. eVA has really boosted my presence as a supplier, putting my capabilities in front of more than 12,000 state and local government buyers." **The Office Inc., Richmond, VA, Small, Woman-owned Business**

✦ "At one point, we thought our fax machine was broken or sending duplicates, the orders were rolling in so fast. But, it was REAL business. What's more, getting my orders in one central place, at my convenience, lets me focus more energy on other critical aspects of running my business, and less time knocking on doors to find work." **Superior Global Solutions, Richmond, VA, Small, Minority-owned Business**

✦ "Through the use of the eVA reporting tools, I was able to identify a large number of state buyers who were purchasing rubber stamps from another vendor in the Mid-West. By specifically targeting my efforts to those buyers, I was able to significantly increase our contract sales to the Commonwealth. The state also benefited by getting lower pricing, much faster turn-around times and by keeping more of our state dollars in Virginia. No other state offers anything close to eVA when it comes to reporting tools and online information." **Roanoke Stamp, Roanoke, VA, Small Business**

✦ "By serving as a one-stop purchasing hub for both state and local government, eVA has given Virginia small business easy access to all the government business opportunities in the Commonwealth. eVA has helped us grow our customer base and our company." **Top Guard Security, Small, Woman-owned Business**

✦ "I knew very little about eVA when it came along. It was very intimidating, at first, but I knew it could give the company additional exposure, and I was determined to take advantage of it. Then I started getting solicitations and inquiries from three counties away. We would have never made the connection to these markets without a system like eVA, which puts you in front of literally thousands of buyers. Thank goodness we had the inventory to meet the new demand." **Taylor's Septic, Appomattox County, VA, Small Business**

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✦ TruDestiny registered on eVA and certified as a small, minority business in January 2005 and by June of that year had received over $100,000 in state contracts. **TruDestiny Services, Inc, Portsmouth, VA, Small, Minority-owned Business**

✦ **"**As a vendor, we feel eVA has created a more efficient way of doing business with the Commonwealth of Virginia via use of the Internet. We now have a standard, electronic platform that has made the ordering process much easier for both the buyer and vendor to conduct business. The System has increased the visibility of our SWaM Certification to buyers searching for this specific information." **Cobb Technologies, Richmond, VA, Small Business**

✦ "I have worked 15 years in selling lab supplies to Virginia state agencies. The implementation of the eVA System for state procurement has helped increase our sales over 1200% in the past 6 years. Our state business with Virginia state agencies has increased over 3000% over the same time period.
Colonial Scientific, Richmond, VA, Small Business

✦ "Please be advised it is not necessary of you or representatives of the Division of Purchases and Supply to respond to the Open Records Act request addressed to your attention. The eVA website provides the necessary information of Commonwealth of Virginia agencies with competitive manufacturers' systems. Pitney Bowes Inc. appreciates the transparency of eVA and its ease of use." **Pitney Bowes, Inc., Glen Allen, VA, Large Business**

BUYER TESTIMONIALS

✦ "We found that Quick Quote provided us great savings for MICR toner cartridges which are expensive cartridges used to print checks. In the past, these suppliers have been hard to find and our past supplier had always assured us that we were receiving "state pricing." However, we use Quick Quote each time we order, and we find that we are saving $125 per cartridge with access to more vendors. " **City of Williamsburg**

✦ "An individual from the Emergency Management group walked in with a requisition for some turn out gear. The person already had pricing and of course said there was only one available source. We decided to use Quick Quote to see the results and actually received 14 quotes and saved $8,000."
Arlington County

✦ We did a Quick Quote for the interior painting of several campus buildings. Instead of the usual two or three responses from local vendors, the College received quotes from painting contractors located throughout the state. A minority contractor from Williamsburg, VA, submitted the lowest response for $27,468, ten percent savings (or $3,000) below the lowest quote.
Southwest Virginia Community College

✦ "We got a quote from a local vendor $26,000 for blinds. We then put the requirement out on Quick Quote and the local vendor lowered the bid to $24,535 and the low bid was $19,563. This resulted in a savings of $6,437 or 25%. **Longwood University**

✦ "Two years ago, as a result of our Request for Quote, we awarded a contract to a local SWaM vendor for one magazine with one renewable option. All total, we spent around $46,000 for the two magazines. This year, as a result of our Quick Quote request, we received 17 responses and the low bidder, Teagle and Little (SWaM), came in at $36,486, saving us close to $10,000 for the next two editions and enabling us to broaden our base of potential bidders for the future."
Christopher Newport University

✦ "We issued a Quick Quote and the same salesman ended up bidding a little over $18,000, which was good. However, what we didn't know was that Snap-On Industrial has deeper discounts for government agencies beyond that of the local salesman, and luckily they bid $15,402.46! We ended up saving close to $6,600 over the original estimate. We would never have realized those savings without having used Quick Quote."
Fluvanna Correctional Center

✦ "Contracts for the printing of a quarterly newsletter distributed primarily to financial institutions; cost is approximately $2,000/printing. This had always been awarded under the single quote threshold without competition. When the solicitation was done on Quick Quote last year, Treasury awarded this project to a firm at a considerable savings over previous orders. Competition is the name of the game! Seventy percent savings from Quick Quote (printing previously cost $2,900; only cost $900 from eVA vendor and they did a better job!)"
Department of the Treasury

✦ **"**My boss and I were looking at some reports in eVA and quite proud of what we accomplished in July. We had 97 transactions, 45 of which were SWaM. This equates to roughly 32% SWaM business for the month. How did I accomplish that high SWaM amount, easy…….Quick Quote."
Virginia Department of Corrections

✦ **"**We got a local bid for some math workbooks for our middle school at a cost of $6,000. We put it out on Quick Quote and got numerous bids back, one that quoted approximately $3,000. A savings of 50% or $3,000. Talk about some exciting numbers." **New Kent County Public Schools**

INFORMATION
More information on the eVA System can be found at **www.eva.virginia.gov** under **eVA FACTS** or by contracting the Director, Division of Purchases and Supply/DGS at 804.786.3846

August 2009