

COBB

Technologies

July 10, 2009

Mr. Ron Bell, Director
 Division of Purchases & Supply
 Commonwealth of Virginia
 1111 E. Broad Street
 Richmond, VA 23219

Dear Mr. Bell:

Cobb Technologies has been a vendor for the Commonwealth of Virginia since 1991. 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.

- Electronic transactions have eliminated misplaced faxed or mailed purchase orders.
- A uniform look and layout for purchase orders provides convenient processing.
- Electronic purchase orders are much easier to track and archive in email.

eVA has also allowed vendors like Cobb to find and view other Commonwealth of Virginia contracts.

Lastly, the system has increased the visibility of our SWAM Certification to buyers searching for this specific information.

The efficiencies of the eVA system are a real plus in Cobb Technologies' ability to effectively service the office technology needs of Virginia state agencies and departments.

Sincerely,



Freddy J. Cobb
 President

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