



COLONIAL SCIENTIFIC

www.colonialscientific.com

Phone: (804) 553-0244

Fax: (804) 553-0272

Toll Free: 866-898-4360

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 frame.

Simply put, eVA created a level playing field for us among the large multi billion dollar conglomerates in our industry. Through eVA quick quotes and solicitations we were able to compete fairly with all other companies in providing goods and services to the Commonwealth. We soon began winning business with agencies and endusers who had never even heard of us. As soon as the increase in sales hit our books we reinvested the revenues in better systems, more bulk purchasing (for higher discounts), better computer systems (eVA punchout catalog), better catalogs and of course more people (mainly Virginian citizens earning good salaries and full benefits including 100% healthcare insurance).

Our size and capabilities have increased to a point to allow us to now have customers in all 50 states. And because Virginia was one of the first states to implement an electronic purchasing system (eVA), we were one of the first companies to learn how to interact successfully with various state purchasing portals.

eVA has been a blessing for vendors that have a tenacious work ethic and good values. There is much increased transparency between state agencies and the various vendors across the country. This allows for a win win scenario for all parties. In the case of Colonial Scientific, eVA has created jobs and tax revenue for Virginia.

We will be forever grateful.

Sincerely,

Mike Rinko

Colonial Scientific
8439 Glazebrook Drive
Richmond, Virginia 23228