

Quote from Jon Hansen

The Virginia Joint Legislative Audit and Review Commission, in reviewing the impact of eVA on small business at the request of the General Assembly (HJ119), contacted Mr. Jon Hansen, Chief Architect, Hansen Consulting and Seminars Inc., Gatineau, Canada. Jon performed an independent review of eVA at the request of a consultancy firm who was performing a review of the Australian government's current procurement policies and strategies, as that government wanted to know why eVA was the most successful e-procurement program. Jon travels the world discussing the merits of e-procurement.

JLARC wanted to talk to Mr. Hansen about the "negative" impact of eVA on small business. This is what he had to say:

"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% percent 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. You may want to review Gleicher's Formula for Change to realize just how remarkable eVA is in terms of gaining buy-in and sustainable growth relative to supplier participation and the dramatic increase in the distribution of contract awards. Anyway, both the statistical (and empirical) research clearly demonstrates that eVA stimulates supplier adoption, participation and growth. I am not certain as to how anyone, when presented with this findings, can dispute the programs ongoing viability in terms of government/supplier relations. As readership response to my 2007 Yes Virginia series of articles, (which were ultimately picked-up by other publications - one of which featured the program on their cover page) will attest, organizations within both the public and private sectors look to Virginia's eVA program as a model to emulate."

Jon Hansen is also the writer for the Procurement Insights Blog (<http://procureinsights.wordpress.com/>) that in 2009 will see it's monthly syndicated subscriber base reach 500,000 worldwide. Jon is also the host of the newly launched PI Window on Business Blog Talk Radio Show (<http://www.blogtalkradio.com/Jon-Hansen>), which airs every Thursday between 12:30 and 1:00 PM EDT.

While the show debuted on March 26th, the line-up of impressive guests including the both the Chief Marketing Officer and Chief Financial Officer from Ariba (who has just announced their transition to being an on-demand company), as well as recognized industry leaders and best selling business authors expects the show's audience base to grow even faster that the Procurement Insights Blog which was first published in May 2007.

Jon W. Hansen