

Letter to Florida Lt Governor

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From: Maxwell Walzer

Sent: Monday, January 12, 2009 12:00 PM

To: Lt. Governor Jeff Kottkamp

Subject: Cost savings idea for our state

Dear Lt. Governor Kottkamp:

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. Their system, know as "eVA" achieves these goals through a multifaceted approach.

- 1) Single source platform available to every governmental entity within the state so they may leverage their collective buying power.
- 2) Lower procurement costs. On a micro level, Procurement Directors and Agents can effectively process orders without having to manage multiple contracts and vendors. On a macro level, cost savings are achieved since there are not multiple overlapping contracts for the same products.
- 3) Open to all "qualified" vendors thus reducing prices due to competition. For the Vendors this single source allows us to generate new business at a lower cost, which we are able to pass back to the state.
- 4) Cost Neutral since the state charges a 1% sales fee to the vendors for participation in the program.

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. Your administration appears to appreciate "outside the box" thinking, so I recommend our state looks into Virginia procurement system to see if it could benefit us. Virginia has won multiple national awards for eVA, and has a solid "playbook" already developed so it may be possible to ramp up a system like this in Florida relatively easily.

Thank you for your time.

Maxwell Walzer
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