



*Commonwealth of Virginia*  
*Office of Governor Terry McAuliffe*

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**Governor McAuliffe Announces New Feature to Make  
it Easier for Businesses to Land Government  
Contracts**

*~ eVA's new B2B Connect will help vendors partner to compete ~*

**RICHMOND** – Governor Terry McAuliffe today announced the launch of a free business-to-business (B2B) collaboration feature for eVA, Virginia's award winning electronic procurement system. eVA's new **B2B Connect** makes it easier for businesses to find partners and establish relationships when competing for government contracts.

eVA's **B2B Connect** feature is an online, publicly accessible message board that enables businesses that are looking to collaborate on a specific Virginia contract the ability to post their willingness to partner on that opportunity. The feature is particularly beneficial for Small, Women-owned and Minority-owned (SWaM) businesses, which often partner with larger companies to compete for state contracts for anything from construction projects to providing medical, technology or other services.

“Increasing small business participation in government contracting is critical to establishing a new Virginia economy. As federal dollars continue to disappear, it is our small businesses that we will rely on more than ever to keep Virginia’s economy strong,” **said Governor Terry McAuliffe**. “Any time we can remove hurdles for our existing businesses to grow and thrive, we’re putting the Commonwealth in a better position to compete on a national and global scale.”

Whether it’s a large business preparing a bid response and looking for partners in order to meet SWaM requirements, a small business looking to fulfil a specific portion of a large project, or even several small businesses partnering together, *B2B Connect* creates an online space for businesses to meet, connect, and collaborate. These connections could lead to partnerships in the private sector, as well.

The *B2B Connect* feature is accessible on all solicitations published on eVA’s public Virginia Business Opportunities (VBO) page. eVA registration is not required to view and/or use *B2B Connect*.

*B2B Connect* also is available on eVA’s award-winning mobile app, *eVA Mobile 4 Business*. Last year, eVA’s mobile apps won the George Cronin Award for the nation’s top prize for innovative state procurement programs.

eVA is run by the Department of General Services’ Division of Purchases & Supply. Since its inception in 2001, eVA has been recognized as the nation’s leading electronic procurement system, transforming the way state and local governments buy goods and services, dramatically improving transparency of what government buys, and delivering over \$40 million in savings annually to state agencies, universities and localities. eVA also pays for itself, requiring no General Fund appropriations.

“Virginia has long been recognized as a national leader in procurement innovation,” **said Chris Beschler, Director of the Department of General Services**. “Adding tools like B2B Connect to the powerful eVA platform helps fulfill the Commonwealth’s promise of making government contracting equal and accessible for all businesses.”

“eVA is a prime example of how technology solutions can be leveraged for more efficient and effective government,” **said Lynne Bushey, Senior Vice-President of CGI**, DGS’ technology partner for eVA. “We commend the leadership and vision of Governor McAuliffe and the Commonwealth. Working together, the Commonwealth and CGI have set the standard for e-procurement nationwide.”

For more information on B2BConnect or eVA, visit [www.eva.virginia.gov](http://www.eva.virginia.gov).

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