



Fiscal Year 2020 Report

eVA FY20 Summary Report

August 10, 2020

Data Range: July 1, 2019 - June 30, 2020



Analyzed by Anna Coy
Strategic Data Analyst

Purchase Order Snapshot

Count of PO Transactions	Net Spend of PO Transactions	Cumulative
626,912	\$7 Billion	10,667,233 PO'S \$127 Billion
↓ 9.6% from FY2019	↓ 4.4% from FY2019	Since eVA's Launch

SWaM Metrics

	SWaM (all values)	Small (Includes Micro)	Micro
Count of PO Transactions	191,533 ↓ 11.7% FY19	178,770 ↓ 11.3% FY19	76,611 ↓ 7.5% FY19
Net Spend of PO Transactions	\$1.5 Billion ↓ 15.8% FY19	\$1.4 Billion ↓ 16.8% FY19	\$262.2 Million ↑ 1.0% FY19

Solicitations

	VBO Buyer + S/C	Quick Quote	Total
Count	4,660	3,345	8,005 ↓ 0.2% FY19
Electronic Responses	3,319	12,347	15,666 ↓ 0.2% FY19

eVA's Overall Value

eVA delivers savings and value to the Commonwealth of Virginia that exceed the annual cost of the program

<p>\$28.4 Million In Savings</p> <p>From e-ordering EFFICIENCIES and increased competition through QUICK QUOTE</p>	<p>\$22 Million</p> <p>eVA OPERATING cost</p>	<p>\$6.4 </p> <p>Million Net Savings</p> <p>For the COMMONWEALTH OF VIRGINIA</p>
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eVA FY20 Vendor Report

August 10, 2020

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112,886

Active
Self-Registered
Vendors

60,233

Active
State-Entered
Vendors

29,457

Vendors
received at least
1 order in FY20

↓ 15.1% Change
over FY19

12,053

New Vendor
Registrations

↓ 12.4% Change
over FY19

172,923
Vendors

with active registration
during FY20



84.5% Retention Rate
Retention rate of
SWaM Vendors with
active certification

↓ 9.7% Change
over FY19

4,550

SWaM Vendors
received at least
1 order
in FY20

7,077
Micro
Certified

With an active
Certification
during FY20

SWaM Vendors

11,915
Small
Certified

With an active
Certification
during FY20
(includes Micro)

12,232

SWaM Certified Vendors
(All SWaM Values)

eVA FY20 Entity Spend Report

August 10, 2020

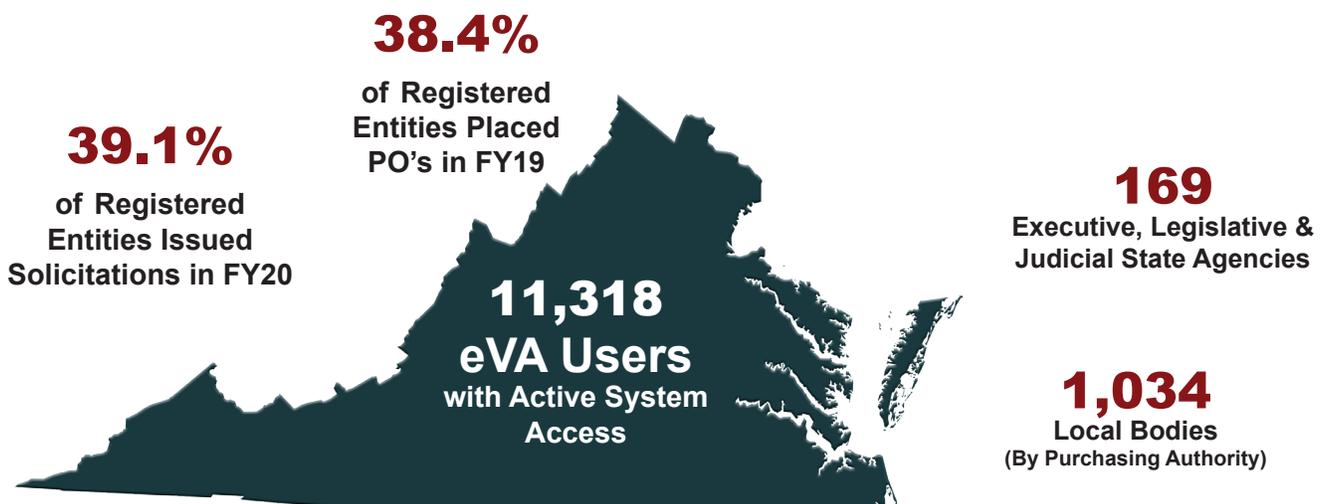
Data Range: July 1, 2019 - June 30, 2020



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Composition of eVA Community Purchase Order Transactions in FY20

Entity Category	Entity Count	FY20 Spend	Percent of Total Spend	FY20 Transaction Count
State Agencies (Includes Executive, Legislative and Judicial)	169	\$4,715,624,760	67.29%	226,431
Institutions for Higher Education	42	\$2,188,304,737	31.23%	407,045
Local Bodies (Centralized & Decentralized Client Count)	771	\$94,737,704	1.35%	2,561
Other (E&S Accounts)	4	\$8,991,371	0.13%	366
Private Universities	19	\$58,229	0.00%	2
Grand Total	1005	\$7,007,716,800	100.00%	636.405



Top Agencies by Total Spend	
VDOT	\$1.9 B
DGS	\$495 M
DOC	\$261 M
DSS	\$239 M
DBHDS	\$227 M
DOE	\$139 M
DEM	\$123 M
DVS	\$123 M
VDH	\$118 M
VA State Police	\$111 M

Top Higher Ed by Total Spend	
UVA	\$589 M
VA Tech	\$340 M
VCU	\$271 M
GMU	\$175 M
JMU	\$121 M
ODU	\$85 M
College of W&M	\$81 M
VMI	\$73 M
NVCC	\$53 M
Longwood University	\$51 M

Top Local Gov. by Total Spend	
Virginia Beach City Public Schools	\$8 M
Loudoun County Public Schools	\$8 M
Prince William County Schools	\$7 M
Henrico County Government	\$6 M
Town of Blacksburg	\$6 M
Hampton Roads Transit	\$5 M
Spotsylvania County Public Schools	\$4 M
Newport News Public Schools	\$2 M
Stafford County	\$2 M
County of Loudoun	\$2 M

eVA FY20 Quick Quote Savings Analysis

August 10, 2020

Data Range: July 1, 2019 - June 30, 2020



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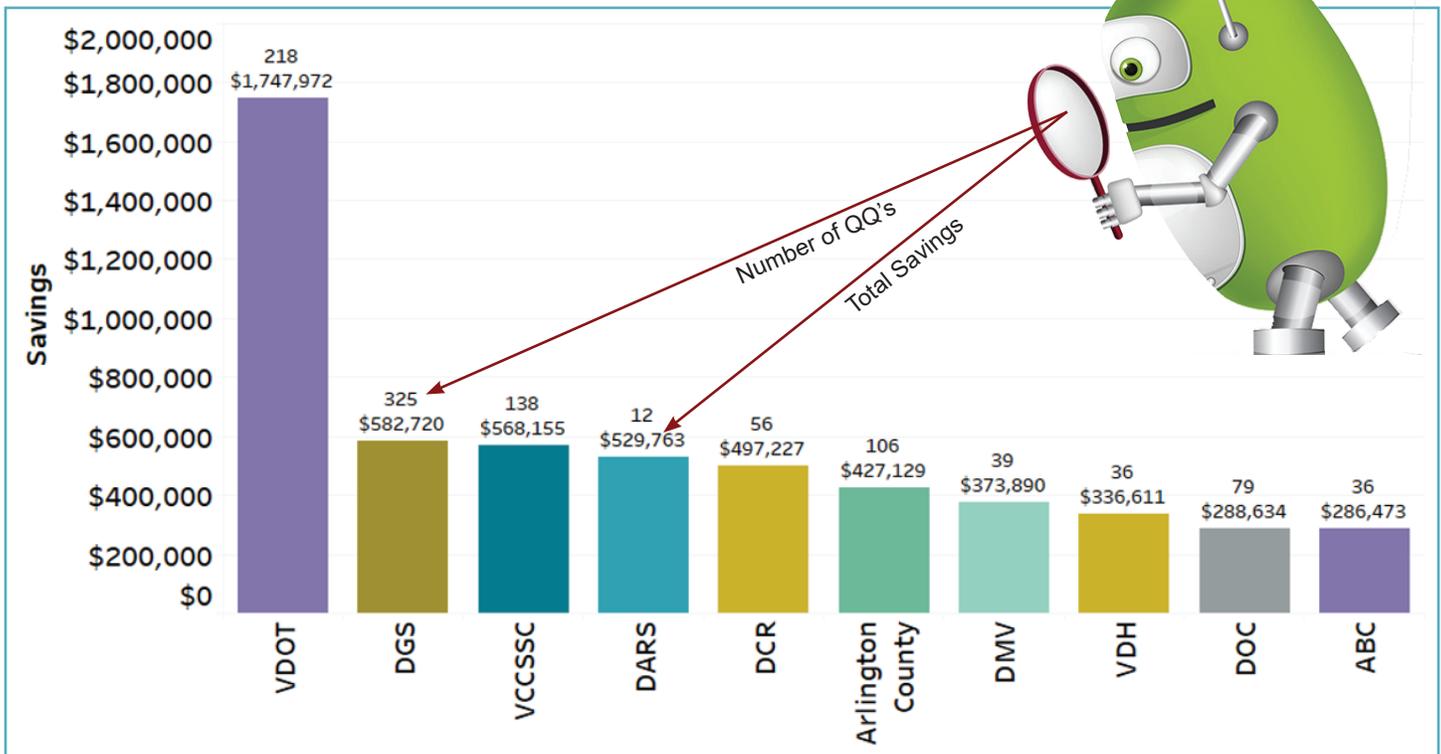
13.8%
Average Savings

\$8.1 Million
In Total Savings

\$50.8 Million
In total awards
out of **3,345** Quick Quotes issued

QQ Responses
12,347 Electronic Responses
28,247 Total Bids by Line Item

Top 10 Entities with Highest Total Savings



Total Savings from Awards to SWaM Businesses		Average QQ Savings by Solicitation	Average QQ Award by Solicitation	Average QQ # of Line Items
Micro	\$2.6 M	\$3,977	\$24,891	3.15
Small	\$1.4 M			
Non-SWaM	\$4M			

eVA FY20 Cycle Time Analysis

August 10, 2020

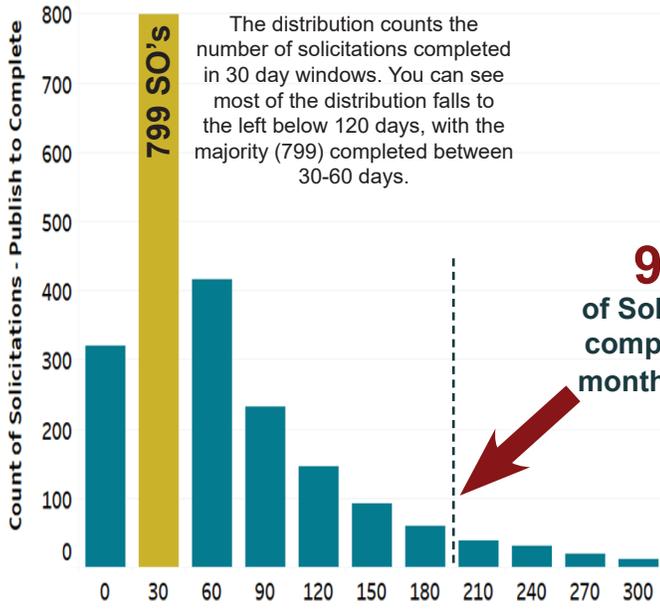
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2,225 Solicitations reviewed (IFB & RFP) during FY20

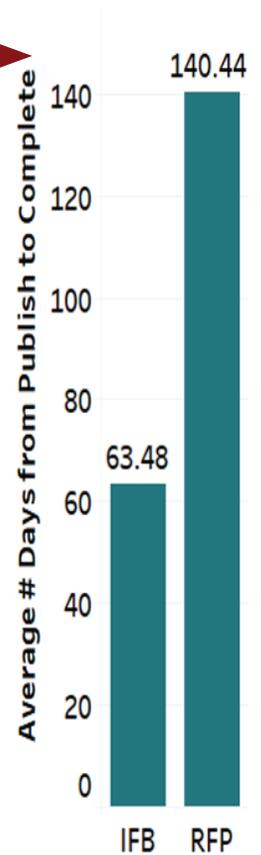
Distribution of Solicitation Cycle - Publish to Complete



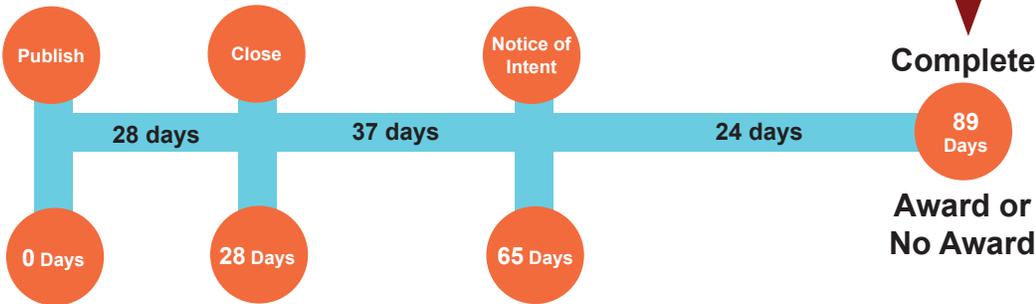
Average Cycle Time of IFB vs. RFP

IFB's take on average **45%** less time than RFP's

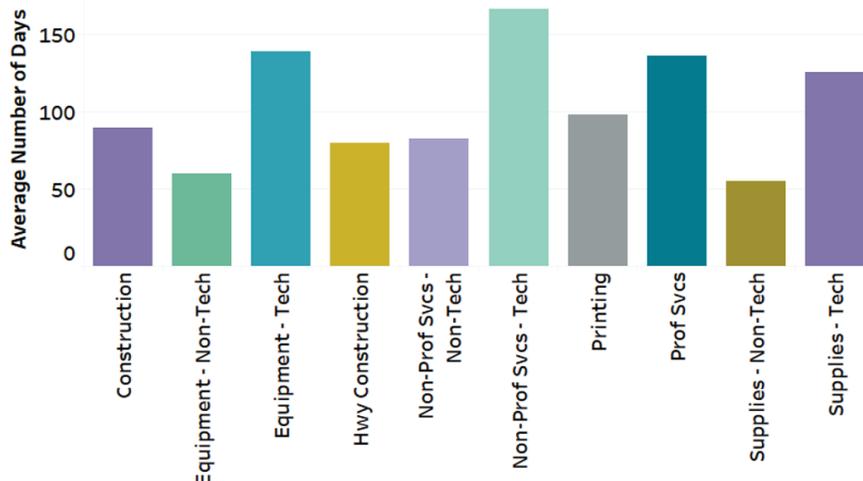
89 days Average Solicitation cycle from Publish to Award/No Award
That's one week faster than FY19!



Solicitation Timeline (in average number of days)



Average Solicitation Cycle Time by Category



eVA Purchase Order & Solicitation Volume

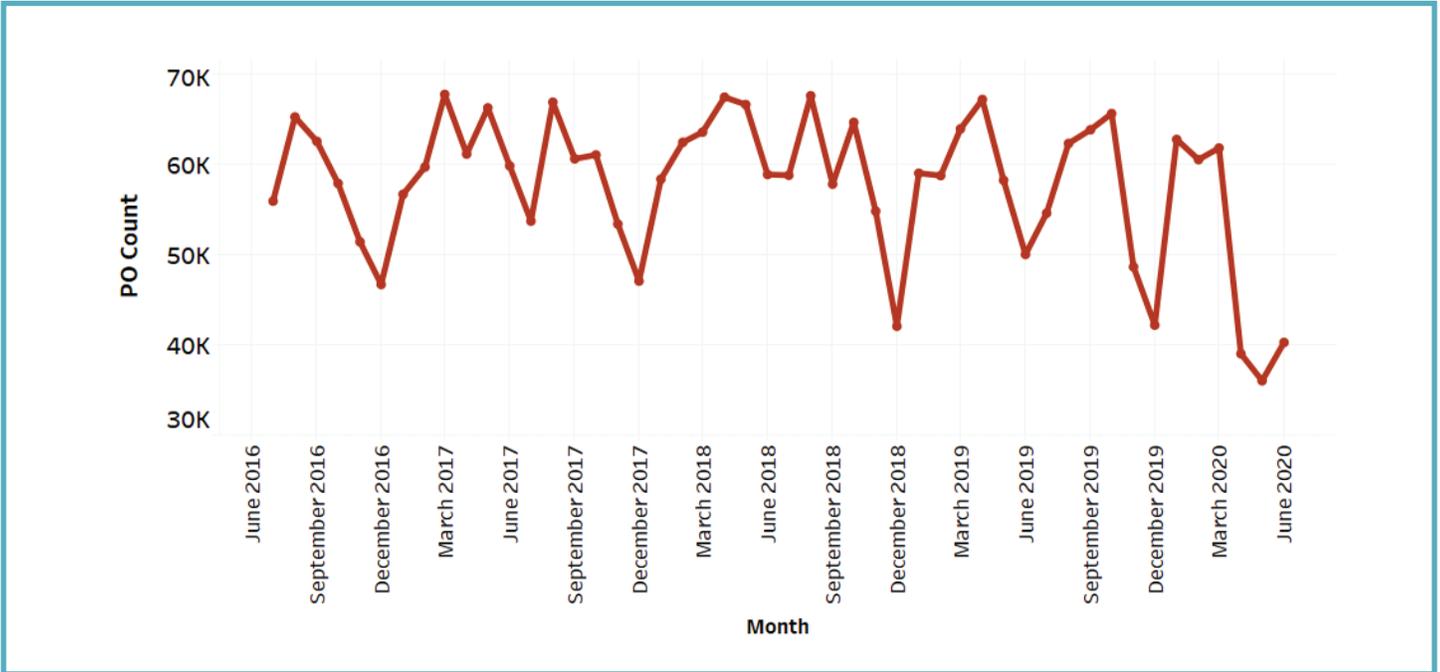
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Purchase Order Volume by Month



Quick Quote & Solicitation Volume by Month

