

Ready to Accept Bids Online?

Help Us, Help You

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Our Agenda



Why?

- Executive Order 35
- Efficiencies

Who?

- Share a success story

How?

- Let's plan for it!

What's to come?

- New Features for High Risk Contracts

PCR is ready to support you!



New Sourcing Requirements

Executive Order 35

“Each bidder/offeror shall be required to submit their bid/proposal and their small business sub-contracting plan using DGS’s central electronic procurement system[...].”

Vendors could respond electronically to **62.4% of all solicitations** if the **27 state agencies** that issue the most UIFB/IFB's begin accepting online responses for UIFB/IFB's.

Online Responses



Benefits for Buyers



Lockbox Technology

Responses are locked and cannot be opened until the Open Response Date & Time has been reached.



Savings Analysis

Like QuickQuote, once there is data, eVA can help measure solicitations cost avoidance.



Reduce Manual Processes

Are you compiling bid tabs?
Let eVA compile for you.



Complete the Cycle

Data will be integrated with contract management tool and then eMall.

Online Responses

Benefits for Suppliers



It's 2019, Submit in 3 steps!

1. Review solicitation
2. Enter line items
3. Review and Submit Response



Timestamped Confirmations

No need to rush deliver or worry if your response was on time.



History of Responses

Access to complete list of previously submitted online responses.



Notifications

Track and monitor amendments, cancellations, award updates and bid tabulations.

Contract Management



Entity Contract List

Access a complete list of your entities contracts.



Complete File

Create, manage, and store procurement documents, from start to finish!



Template Wizard

Generate documents instantly with accurate information leveraging your templates.



Spend Analysis

View contract spend, identify rogue spending, find partnering opportunities and review other entities prices.



Vendor's Contract List

Include your contract in the vendors "Contract List."



Search Dashboard

Allow users to easily find your contracts on the new Search dashboard.

Subcontractor Plans & Payments



Collect Sub-Plans

Vendors will be able to submit subcontractor utilization plans with their online response.

What's to come!



Collect Sub-Payments

Vendors submit and have historical repository of subcontractor payments.

Now Available!



Monitor & Report

Buyers compare submitted subcontractor payments to plans and easily report payments to SBSD.

Now Available!

Success Story



Forum2019 | **Unlocking the Potential of Procurement**

VDOT's IFB Rollout



Goal

- Improve processes
- Gain efficiencies

How

- Reduce paper
- Reduce manual processes
- Buyer training
- Supplier engagement

Results After 1 Year

- 407 IFB's
- 8,600+ solicitation line items
- 86% suppliers submitted online
- 17,694 response line items

VDOT's IFB Rollout

Beyond the Goal



New! Upload Lots & Lines

Have your pricing sheet in Excel?
Simply upload your spreadsheet so
suppliers can respond using web form.



Scalable Interfaces

Conduct your procurement in eVA,
while importing/exporting necessary info
with your ERP for inventory or finance.



Suppliers Want More!

Easily adopted and embraced.
Suppliers are ready to move away from
paper submission!

Ready to get started?



eVA Customer Care is ready to help!



eVA Customer Care is ready to help!

"I had never submitted an electronic bid before. My computer was not acting accordingly. She was patient, kind, considerate and very, very helpful. She taught me many things about the computer I was using as well as getting it equipped with what and how I needed to do so it would be a successful transition to do the electronic bid."

- eVA Customer Care Survey Feedback

Future features to support High Risk Contracts

Ref: § 2.2-4303.01



Designate Procurements

Internal flag to identify high-risk solicitations and contracts for reporting.



Evaluate Contracts

Collect and report on end-of-contract evaluations.



Vendor Performance

Ability to capture the performance plan and actuals against the plan.



Contract Values

Report and plan according to contract cost estimates.



Monitor Milestones

Capture and update planned milestones while capturing actual completion dates.



Contract Actuals

Did you stay on budget?
Upload expenditures made against contract.

Questions?