

Unlocking the Potential: DPS Leadership Panel Part One

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DEPARTMENT OF
GENERAL SERVICES

DIVISION OF PURCHASES AND SUPPLY

Serving Government. Serving Virginians.



Division of
Purchases and Supply
Pete Stamps, CPPO, VCM, VCO, Director,
Division of Purchases and Supply

Forum2019 | **Unlocking the Potential of Procurement**

About DPS

Created in
Code of Virginia
§2.2-1110

- Every authority, department, division, institution, officer, agency and other unit of state government shall purchase through the division all materials, equipment, supplies, printing and nonprofessional services of every description.
- Shall maintain DGS's central electronic procurement system (eVA)
- Using agencies shall post on eVA all IFB's, RFP's, Sole Source awards and Emergency awards



Seven Bureaus of the Division



**Policy,
Consulting and
Review**



**Sourcing and
Contracting**



**Virginia
Institute of
Procurement**



eVA



**Virginia Distribution
Center**



eVA Business



Administration

Virginia Institute of Procurement

Jessica Adams, CLO



Virginia Institute of Procurement: VIP



The Virginia Institute of Procurement delivers certification programs and continuing education to Virginia's public procurement professionals.





By the Numbers:



1,430 Certificate Holders



684 Certificate Holders



59 Certificate Holders



Am I On the List?

1. Website: VIP.dgs.virginia.gov
2. VIP Forms – on the left-hand menu
3. VIP Certification List

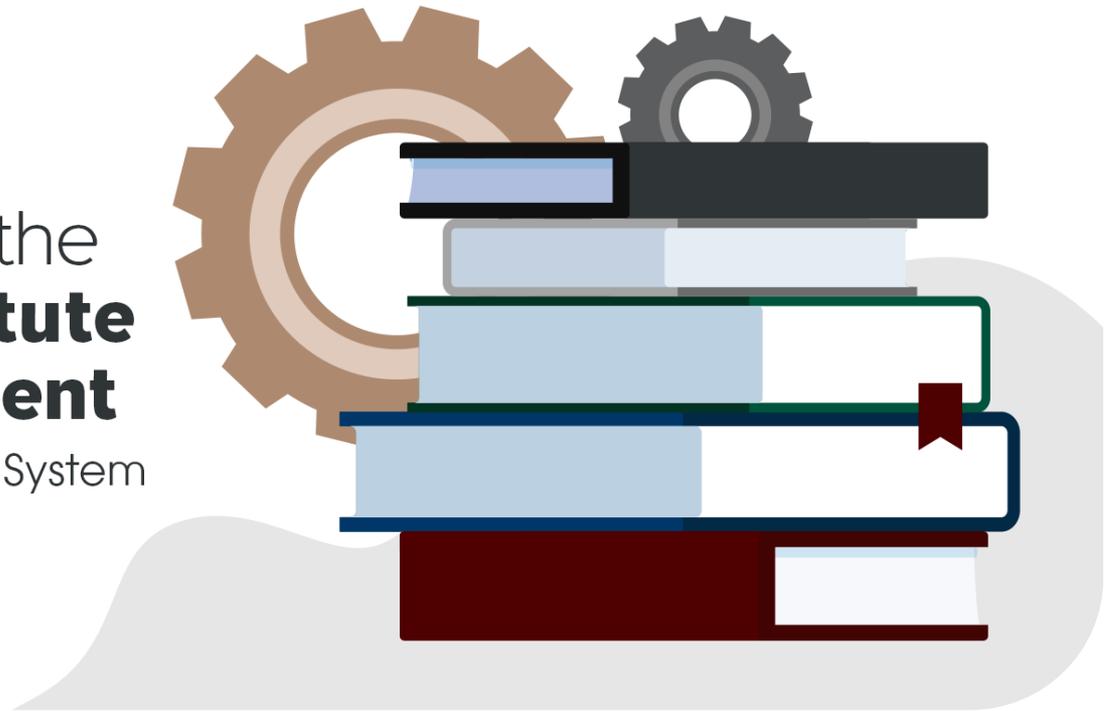
help

Email: VIPRegistration@dgs.virginia.gov



Learning Management System

Welcome to the
**Virginia Institute
of Procurement**
Learning Management System





Learning Management System

- VIP Certification Courses:
 - VCA/VCO/VCM*
- VIP Continuing Education Courses:
 - APSPM Review – 7 VCA/VCO Hours (2x max)
 - Intro. to Negotiations – 7 VCA/VCO Hours
 - VITA: Basic IT Procurement – 7 VCA/VCO Hours
- Continuing Education Partners (online)
 - NIGP – up to 18.5 hours of courses
 - Skillsoft – up to 10 VCA/24 VCO credit hours



Am I In the LMS?

1. Website: vip.myabsorb.com
2. Login – on the top right of the screen
3. Forgot Password – If first time logging in

help

Email: absorb@dgs.virginia.gov

Sourcing and Contracting

Katherine Bosdell, Deputy Director Sourcing & Contracting
Kelly Langley, Deputy Director Sourcing & Contracting



Procurement Bureau

- Lead DPS Procurement Bureau
- Oversee all statewide contracts
- Large complex procurements

DGS/DPS Strategic Categories



Economy



Education



Government
& Citizens



Health



Natural
Resources



Non-Construction
Related



Public Safety



Transportation



Procurement Bureau

- Exemption Requests
- Sole Source Procurements
 - Guidelines
 - Common areas of deficiency



Meet The Procurement Team!



Virginia Department of General Services

Serving Government. Serving Virginians.

DGS | Engineering and Buildings | Laboratory Services | **Procurement** | Real Estate & Facilities

I Want To... ▾

I'm Looking For... ▾

Home » Purchases and Supply

Division of Purchases and Supply

- About DPS
- Statewide Procurement
- Policy, Consulting & Review
- Supplier Relationship Management
- eVA - Virginia's eProcurement Portal
- Resources
- Updates
- DPS JOBS
- Forms & Documents
- Contacts
- Public Procurement Forum
- Virginia Institute of Procurement
-  Virginia Distribution Center



PURCHASES AND SUPPLY



MEET THE PROCUREMENT TEAM



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Virginia Distribution Center

Andy Repak, CPA, CMA,
CFM, VCO, VCM, CSCA,
Director, Virginia
Distribution Center





Virginia Distribution Center
Savings and Service Since 1960

The Virginia Distribution Center
(VDC) is dedicated to
providing customer driven
quality products and services
at the lowest prices.



Our Customers

- ▶ Commonwealth of Virginia Agencies,
- ▶ Correctional and Behavioral Health institutions,
- ▶ Universities and Colleges,
- ▶ Localities, and
- ▶ Political Sub-Divisions



Selection

- ▶ Over 1,200 products which include:
 - ▶ staple foods,
 - ▶ frozen foods,
 - ▶ janitorial supplies,
 - ▶ paper & plastic products,
 - ▶ safety supplies, and
 - ▶ other select items



How We Achieve Savings



- ▶ Bulk Buying (full truck loads)
- ▶ Procurement and Receiving Savings
- ▶ Efficient Freight
- ▶ Quality Assurance



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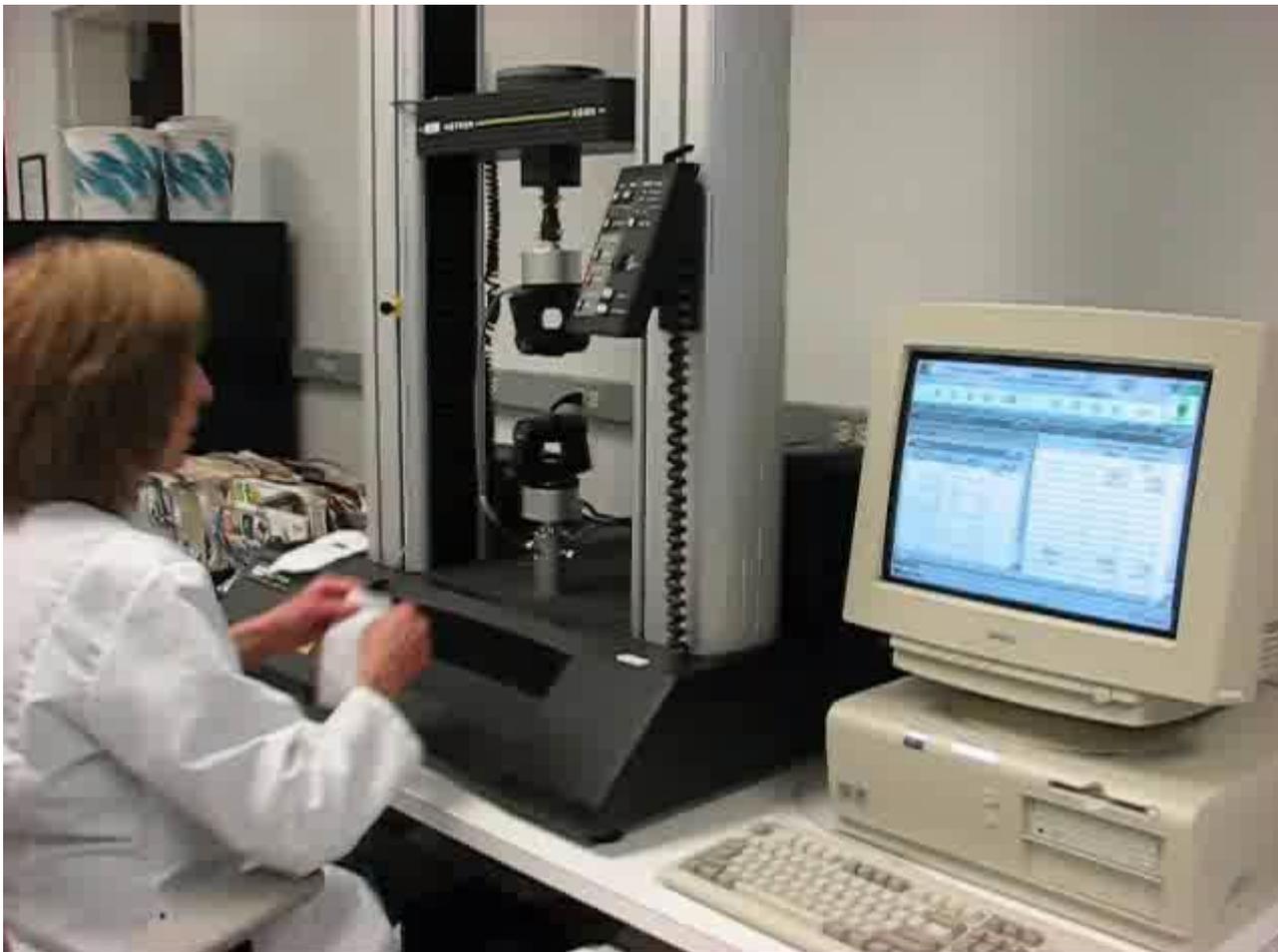


- ▶ Quality Assurance

- ▶ On-site testing for adherence to specifications
 - ▶ Conducts qualified products list evaluations
 - ▶ Conducts sample evaluations for bid programs
 - ▶ Conducts tests on products from the first delivery
 - ▶ Conducts random product evaluations
 - ▶ Responds to customer complaints

Quality Assurance Program







Industrial Kitchen Equipment



Hardness Tester



Drying Oven

- ▶ Two Customer Groups
 - ▶ Food Council
 - ▶ Housekeeping Advisory Committee
- ▶ Meet quarterly at different locations around the Commonwealth
- ▶ Provides input for detailed specifications
- ▶ Looks for new items to meet customer needs



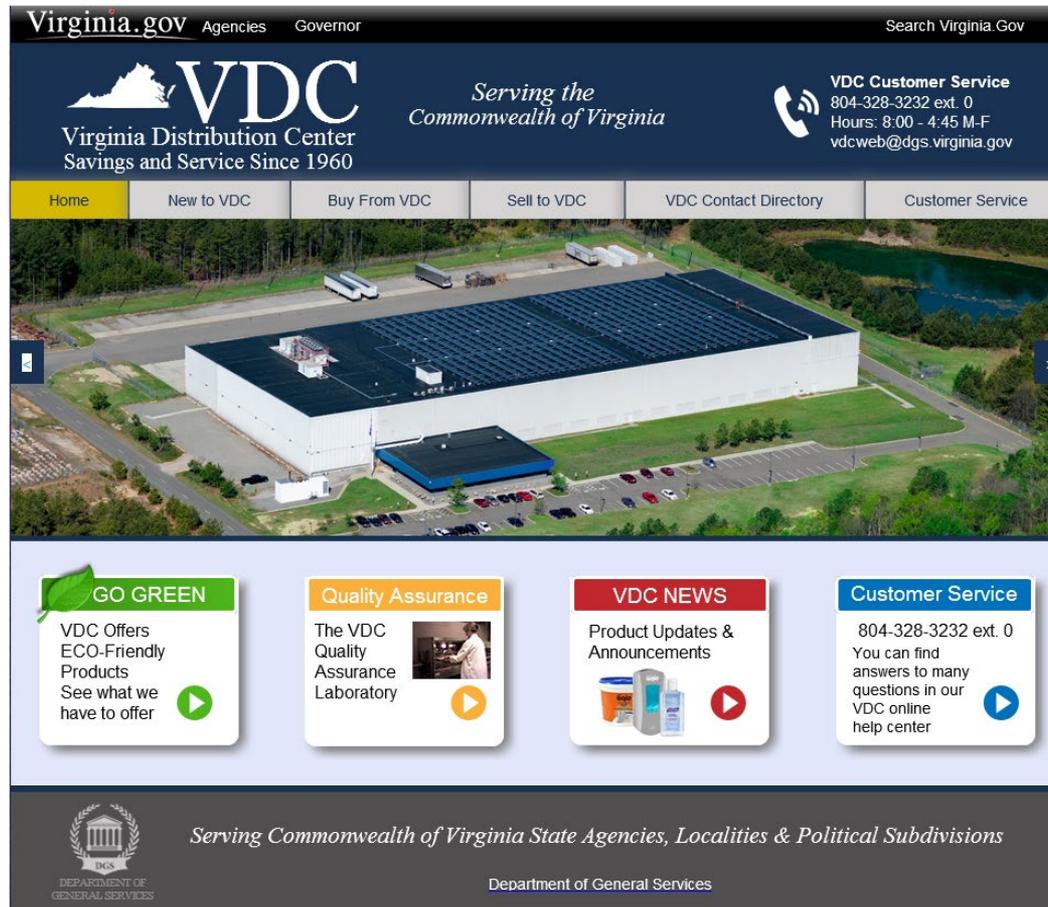
Contact Information



VDCCustomerCare@dgs.virginia.gov

804-328-3232 ext. 0

@VDCvirginia



The screenshot shows the homepage of the Virginia Distribution Center website. At the top, there is a navigation bar with "Virginia.gov", "Agencies", and "Governor" on the left, and a search box "Search Virginia.Gov" on the right. Below this is a dark blue header with the VDC logo and tagline "Serving the Commonwealth of Virginia". To the right of the logo is a phone icon and contact information for "VDC Customer Service": "804-328-3232 ext. 0", "Hours: 8:00 - 4:45 M-F", and "vdcweb@dgs.virginia.gov". Below the header is a horizontal menu with buttons for "Home", "New to VDC", "Buy From VDC", "Sell to VDC", "VDC Contact Directory", and "Customer Service". The main content area features a large aerial photograph of a large white industrial building with a dark roof, surrounded by greenery and a parking lot. Below the photo are four promotional tiles: "GO GREEN" (highlighted in green) with text "VDC Offers ECO-Friendly Products See what we have to offer" and a play button; "Quality Assurance" with text "The VDC Quality Assurance Laboratory" and a play button; "VDC NEWS" with text "Product Updates & Announcements" and a play button; and "Customer Service" with text "804-328-3232 ext. 0 You can find answers to many questions in our VDC online help center" and a play button. At the bottom, there is a footer with the DGS logo and text: "Serving Commonwealth of Virginia State Agencies, Localities & Political Subdivisions" and "Department of General Services".

Almost \$275 million in Savings Since FY 2000

The VDC conducts a market basket survey annually to calculate the savings.



Questions?

