

Beyond Maintenance

Lakeia White, Vendor Support Manager

Tracy Robinson, Sourcing & Contracting
Support Manager





Introduction

- Recommendation Engine
- Thumbs-Up Thumbs-Down
- Notifications
- My Leads
- Account Maintenance
- E-Bidding
- Subcontracting Payment
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- B2B Connect

eVA VENDOR ACCOUNT LAUNCH

You Asked for Better Business
Opportunity Matching, so Here It Is!

*Exciting Changes Now In Effect for
Your eVA Vendor Account*







Better Business Opportunities When You Tell Us That You Like It (or don't...)

eVA's business opportunity matching for Quick Quotes, IFBs, RFPs, and other types of competitive bids is improved! The more you interact with us, the smarter eVA gets about the types of Leads you want to receive. When it's a good match, give the Lead a thumbs up (even if you don't intend to bid on it) and you'll receive more opportunities like it in the future. But if it's not a good match, give it a thumbs down—eVA will remove the business opportunity from your My Leads list and will also ensure similar leads won't be sent to you again.



The screenshot shows a business opportunity card with the following details:

- Title:** Founder's Day Celebration
- ID:** QQ EVA001_QQ014703
- Buyer:** eVA Test Team
- Location:** Statewide
- Categories:** Supplies - Non-Technology, Small Priority
- Closing On:** 9/2/19 6:00 AM
- Time Left:** 13 days, 15 hours
- Action:** View Opportunity
- Feedback:** More like this? (thumbs up and thumbs down icons)



I REALLY Like It!

Make it a Favorite! Hit the star icon for a business opportunity and a notification will be sent every time there's a status change. You can Favorite a Lead as well as any business opportunity you find under All Opportunities on the Virginia Business Opportunities page.



The screenshot shows a business opportunity listing for "eVA Test Team" with ID "QQ (VA001,QQ014702)". The listing includes the text "Statewide" and two tags: "Supplies - Non-Technology" and "Micro Priority". On the right side, it displays "Closing On: 8/23/19 5:00 PM" and "Time Left: 4 days, 2 hours", along with a "View Opportunity" button. At the bottom right, there is a "More like this?" link with two star icons. A red circle highlights a star icon in the top right corner of the listing, with a red arrow pointing to an "Add to Favorites" button that appears as a tooltip.



When do we send notifications!

- For Leads – status of Open, Amended, Canceled
- For Favorites – Status of Open, Amended, Canceled, Bids Opened, Intent Posted, Award, Re-solicit published



Email Notifications

- We've replaced individual email notifications for your Leads and Favorites with a once daily, summary email.



eVA Leads Summary  Inbox x

noReturn@dgs.virginia.gov
to kimberly.madison ▾

Recent activity related to your potential eVA Opportunities

[Box Lunches](#)

New QQ EVA001_QQ014712

[Founder's Day Celebration](#)

Amended QQ EVA001_QQ014703-V2

[Login to view more](#)

Other Types of New Notifications

- Mobile Notifications On Demand
- Download the eVA Mobile 4Business app



The screenshot shows the eVA mobile application interface. At the top, there is a navigation bar with the eVA logo, a 'My Leads' button with a red badge containing the number '2', a 'My Business' button, and an 'All Opportunities' button. Below the navigation bar is a search bar with the text 'Search :'. To the right of the search bar, a red callout box points to the '2' badge with the text 'Number of New Leads'. Below the search bar is an 'Advanced Search' section with a 'Clear All' button. The 'Advanced Search' section is divided into two categories: 'STATUS' and 'OPPORTUNITY TYPE'. The 'STATUS' section lists various statuses with their corresponding counts: Open (84), Awarded (1392), Closed (997), Bids Opened (1860), Intent Posted (149), No Award (3033), Cancelled (574), and Contact Buyer (5655). The 'OPPORTUNITY TYPE' section lists various opportunity types with their corresponding counts: Quick Quote (9162), Invitation for Bids(IFB) (2882), Quick Quote Reverse Auction (500), Request for Proposals (RFP) (428), Reverse Auction(RA) (119), and Request for Proposals(RFP) (98). To the right of the 'Advanced Search' section is a 'Found 13781 results' section. This section contains several filters and categories: 'Box Lunches', 'eVA Test Team', 'Statewide', 'Tech Supplies' (with a 'QQ' button), and 'Founder's Day Celebration'. At the bottom of the 'Found 13781 results' section, there is a 'eVA Test Team' label.



My Leads



My Leads **0**

My Business

All Opportunities

B2B Connect

VIBE

My Leads (Notices & Favorites)

Currently Viewing : All
All
Favorites

New Sort Feature

Search as you type Feature

Search

New Box Lunches

Make it a Favorite



QQ EVA001_QQ014712

eVA Test Team

Statewide

QQ Supplies - Technology

Closing On: 8/23/19 8:00 PM

Time Left: 3 days, 8 hours

[View Opportunity](#)

Give it a "Like" or "Don't Like"

More like this?



My Business



My Leads **0**

My Business

All Opportunities

B2B Connect

VIBE

My Leads (Notices & Favorites)

Currently Viewing : All

New Sunfish for GMU Aquarium

- Responses
- Orders
- Contracts
- Billing
- B2B Posts
- Subcontractor Payments
- Account/Profile

00 EV/001 000147



Responses



My Leads **3**

My Business

All Opportunities

B2B Connect

VIBE

Hi, Camari

- Responses**
- Orders
- Contracts
- Billing
- B2B Posts
- Subcontractor Payments
- Account/Profile

Responses

Response ESR03953 1 for Automotiv

Response Status: **Accepted**

Vendor: Bolick's Unlimited (VS0000004346)

IFB 24017-1

Response last updated on 11/1/19 7:42 PM by cbolick

Solicitation Status: Open

Last Amended

Closing On: 12/2/19 5:00 PM

Response ESR03946 1 for Stone Delivery

Response Status: **Accepted**

Vendor: Bolick's Unlimited (VS0000004346)

IFB 24038-2

Response last updated on 11/1/19 8:26 AM by cbolick

Solicitation Status: Open

Last Amended 10/21/19

Closing On: 12/27/19 5:00 PM

[View/Edit Response](#)

[View Opportunity](#)



Orders



My Leads **15**

My Business

All Opportunities

B2B Connect

VIBE

Hi, Tracy

- Responses
- Orders**
- Contracts
- Billing
- B2B Posts
- Subcontractor Payments
- Account/Profile

Orders

EP620338

Amount: \$5,000.00

Issued to Vendor Location: RICHMOND OFFICE (VS0000001367)

Issued Date: 10/30/19

Issued by eVA Test Team

Ordered by: Tracy Robinson

tracy.robinson@dgs.virginia.gov

P: 804-786-4726

[View Order](#)

EP620339

Amount: \$50,000.00

Issued to Vendor Location: RICHMOND OFFICE (VS0000001367)

Issued Date: 10/30/19

Issued by eVA Test Team

Ordered by: Tracy Robinson

tracy.robinson@dgs.virginia.gov

P: 804-786-4726

[View Order](#)



Order No. EP620339

Issued on 10/30/2019
Created on 10/30/2019 by Robinson, Tracy

Supplier:
ROBINSON'S SERVICES & SUPPLIES
9898 west broad st
richmond, VA23219
US
Contact: Tracy Robinson
Registration Type: Self-Registered
SWaM: OSWM

eVA Req #: PR634675

Ordering Person:
eVA Test Team
Robinson, Tracy
Phone: 804-786-4726
Email: tracy.robinson@dgs.virginia.gov

Ship To:
P194-Tracy's Place
1111 E. Broad St.
Richmond, VA23218
US
Phone:
Fax:

Bill To:
P194-Tracy's Place
1111 E. Broad St.
Richmond, VA23218
US
Phone:
Fax:

Deliver To: Tracy Robinson

Item	Vendor Part #	Line Description	Need By	Quantity	Unit of Measure	Unit Price	Extended Amount	Contract Number
1		Onsite Shredding Services		1	each	\$50,000.00	\$50,000.00	P194-7356
Total:							\$50,000.00	

PO	Line Number	Comments:

Attachments? No
Payment via Charge Card? No
Status: Ordered

This order is governed in all respects by the laws of the Commonwealth of Virginia, including the Virginia Public Procurement Act, the Commonwealth of Virginia Agency Procurement and Surplus Property Manual, and the Commonwealth of Virginia Vendors Manual copies of which are available at www.eVA.virginia.gov. The stated price(s) include shipping FOB destination unless otherwise stated in the body of the order. In addition, this order is subject to an eVA transaction fee in accordance with the eVA Fee Schedule a copy of which is available at www.eVA.virginia.gov. This fee will be invoiced to your company, approximately 30 days after the order issue date specified above, by the Commonwealth of Virginia, Department of General Services. Any modification to these terms must be agreed to in writing by both parties prior to performance of this order.

Unofficial Order: For view purposes only. If you receive electronic orders, log in to your Ariba Network account to view charge card payment information and attachments, which may include additional Terms & Conditions. If you do not receive electronic orders, please contact the Ordering Person on this PO if you need additional information.



Contracts



My Leads **3**

My Business

All Opportunities

B2B Connect

VIBE

Hi, Camari

Contracts

- Responses
- Orders
- Contracts**
- Billing
- B2B Posts
- Subcontractor Payments
- Account/Profile

P194-8228

Status: **Active**

Vending Machines - Chesterfield VA

To supply and maintain all vending machines for the Chesterfield County

Contract Period: 07/22/2019 to 07/22/2020

Original Start Date: 07/22/2019

Cooperative Contract

P194 - Long Name Field

Buyer: Tracy Robinson

tracy.robinson@dgs.virginia.gov

P: 804-786-4726

P194-8579

Status: **Active**

DRS Demolition Project

To provide equipment for land leveling.

Contract Period: 10/24/2019 to 10/24/2020

Original Start Date: 10/24/2019

Mandatory Statewide Contract

P194 - Long Name Field

Buyer: Tracy Robinson

tracy.robinson@dgs.virginia.gov

P: 804-786-4726

P194-8130

Status: **Active**

Kite Supplies for "On The Square" Event

P194 - Long Name Field

Buyer: Tracy Robinson



Business Opportunities



My Leads

My Business

All Opportunities

B2B Connect

VIBE



Search :



Advanced Search

Clear All

STATUS

Open	509
Awarded	117061
Closed	32291
Bids Opened	1562
Intent Posted	3558
No Award	40927
Cancelled	11301
Contact Buyer	10478

BUYING ENTITY

Search entities...

Virginia Department of Transportation	21856
Other eVA Localities	14651
Department of General Services	9333
Virginia Polytechnic Institute and State University	7383
Old Dominion University	4717
County of Fairfax	4380
Department of Corrections	3924
Virginia State Police	3908
Virginia Department of Health	3832
Virginia Commonwealth University	3726

Found 217842 results

View Favorites

PACKAGING SUPPLIES

Status: Open

IFB 711: 20-006-1

Correctional Enterprises -SEE ATTACHMENT E VARIOUS LOCATIONS

PACKAGING SUPPLIES CONSISTING OF 3 LOTS TAPE, STRAPPING, AND CORNERBOARDS/PROTECTORS OPTIONAL PREBID MEETING

IFB Small Priority Supplies

Closing On: 12/4/19 2:00 PM

Time Left: 32 days

View Opportunity

Add to Favorites

Type ahead functionality

Charles Town Pike (Rt 9) Traffic Calming Project

Status: Open

IFB HR-19-101-R-7

Town of Hillsboro -Town of Hillsboro Virginia

The project is a reconstruction of a primary roadway through the Town of Hillsboro. Project limits on Charles Town Pike (Rt. 9) are from 0.076 miles west of the intersection of Stony Point Road (Rt. 719) to Mountain Road (Rt. 690). The limits on Gaver Mill Road (Rt. 812) are from Rt. 9 to 250 feet south of Rt. 9 and the limits on Hillsboro Road (Rt. 690) are from Rt. 9

Closing On: 11/7/19 12:00 PM

Time Left: 5 days, 15 hours

View Opportunity



E-Bidding

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

Beyond the Goal

Enhancements

- Uploaded lots & lines
- Solicitation import
- Bid tab export

Supplier

- Easily embraced electronic responses
- Confirmation of bid delivery
- Access to historical responses

Subcontracting Payment Reporting made simple!



Login to your eVA Vendor Account

Access the Subcontractor Payment feature under the My Business tab.



Record or Upload Payments

Report payments made to subcontractors on purchase orders & contracts in or outside of eVA.



View Submitted Payments

Vendor will have the ability to see any submitted payment information.

The screenshot shows the eVA 'My Business' dropdown menu. The 'Subcontractor Payments' option is highlighted with a red box. Other options include Responses, Orders, Contracts, Billing, B2B Posts, and Account/Profile.

The screenshot shows the 'Subcontractor Report Summary' form. The 'Your Report Status' is 'In-Progress'. The form includes fields for Report Description, Vendor/Customer, and VA Location. Below the form is a table for 'Subcontractor Payment Lines' with buttons for 'Insert New Line', 'Insert Copied Line', 'Download Template', and 'Upload Payments'.

The screenshot shows a report titled '9017 - Subcontracting Payments'. The report was run on 10/31/2019 at 14:51:04. It includes a table with columns for Report ID, Report Description, Contract #, Agency, Subcontractor Name, Payment Date, DSBSD/SWaM Certification, Payment Amount, and Reported By.

Report ID	Report Description	Contract #	Agency	Subcontractor Name	Payment Date	DSBSD/SWaM Certification	Payment Amount	Reported By
V0050431	Vending Machines - DGS	P194-8228	P194 - Long Name Field (P194)	CB Supplies & More	09/19/2019	OS	\$1,000.00	Smith, Camari
V0050455	Landscaping Project	P194-36987	P194 - Long Name Field (P194)	Robinson's Services & Supplies	09/17/2019	OS	\$500.00	Smith, Camari
V0050456	DRS Demolition Project	P194-9910	P194 - Long Name Field (P194)	Robinson's Service and Supplies	09/24/2019	OS	\$5,000.00	Smith, Camari



B2B Connect

B2B Connect is a **free, online & publicly accessible** business-to-business message board

- Available on all “large dollar” solicitations posted on eVA
- Creates an **easy, electronic way** for large businesses to find subcontractors & SWaM businesses to look for subcontracting and partnering opportunities associated with a specific opportunity
- Creates an **electronic way** for businesses –registered & non-registered eVA Vendors—to meet, connect & collaborate



Follow, Unfollow, or Add B2B Posting



My Leads **3**

My Business

All Opportunities

B2B Connect

VIBE

Hi, Camari

Back

Respond Online

Remove from Favorites

Print

Email this Opportunity

Views: Current Version (6) All Versions (6) Details

★ RFP 21614-1

Curbside Recycling Services

Info Commodities Amendment History Terms Events Reminders **B2B**

Follow B2B Activity Unfollow B2B Activity Add B2B Posting

Status: **Open**

Time Left: 30 days

Closing: 12/2/19 8:00 AM

Issued: 10/23/19 1:50 PM

Last Amended:

Buyer: Tracy Robinson

tracy.robinson@dgs.virginia.gov

804-786-4726

Bolick's Unlimited manufactures a large variety of recycling bins and would love to partner with a business that can provide the Curbside Pickup Recycling Services to fulfill all requirements of this RFP.

Camari Smith of Bolick's Unlimited

Micro Business, Small Business, Minority Owned Business

bolicksunlimited@gmail.com

804-687-6274

11-01-19 09:09



Get with the VIBE (Virginia Information Business Exchange)



Promote, Advertise, Search, Connect, & Exchange Information



Private sector opportunities and connections



FREE, online & publicly accessible through eVA's Virginia Business Opportunity web page (www.eVA.virginia.gov> Business Opportunities)

Search :



[Create your Ad](#)

[Create your Profile](#)

Advanced Search

Clear All

- TYPE +
- POSITION TYPE +
- LOCATION +
- INDUSTRY +
- CERTIFICATIONS +
- eVA-REGISTERED +
- VIRGINIA-BASED +
- DATE POSTED +

Found 556 results - Didn't find what you are looking for? [Post an ad here.](#)

Profile

TRISTATE MOVING AND STORAGE



Springfield, VA 22151

As a DMV based company, we've been helping government employees and agencies with their moving and storage needs for 20 years. We understand that government agencies, members of the military, and ...

Contact: Thomas [More Info](#)

info@tristatemovingandstorage.com

3014686683

Laborers Contractor Small Minority Owned eVA

Profile

TRISTATE MOVING AND STORAGE



Springfield, VA 22151

As a DMV based company, we've been helping government employees and agencies with their moving and storage needs for 20 years. We understand that government agencies, members of the military, and ...

Contact: PEDRAM SAYAS [More Info](#)

info@tristatemovingandstorage.com

3014686683

Other Contractor Small Minority Owned

Advertisement

Tree Removal & Fall Clean Up



Culpeper, VA 22701

VTS can provide you with the maximum experience in hazardous removals, and all phases of tree care. We have been in the tree care industry for 33 years, and have all the necessary equipment to service your tree care needs...

Contact: Virginia Tree Specialist, LLC [More Info](#)

vtslc1@gmail.com

540-825-4515

Other Contractor

Profile

Start to End Networks LLC



Vienna, VA 22182

Start to End Networks is a Minority owned small business. We specialize in Structured Cabling, Network Engineering, Voice Over IP Network Design and Operations, Security Engineering (Firewalls). All our ...

Contact: Raj Bansal [More Info](#)

rbansal@starttoendnetworks.com

7034772676

Information Technology Contractor Small Minority Owned

8 days ago ID: 1399

8 days ago ID: 1398



Q & A



Hours: 8:00AM - 4:45PM MF

eVA Customer Care

1-866-289-7367

OUTSIDE US: 804-371-2525

Email: eVACustomerCare@DGS.Virginia.gov