

NAVIGATING THE CONTRACT MAZE



Presented by

Dana M. Parent, CPPB, VCO

Michele Skaggs, VCCO, VCO



FORUM2014

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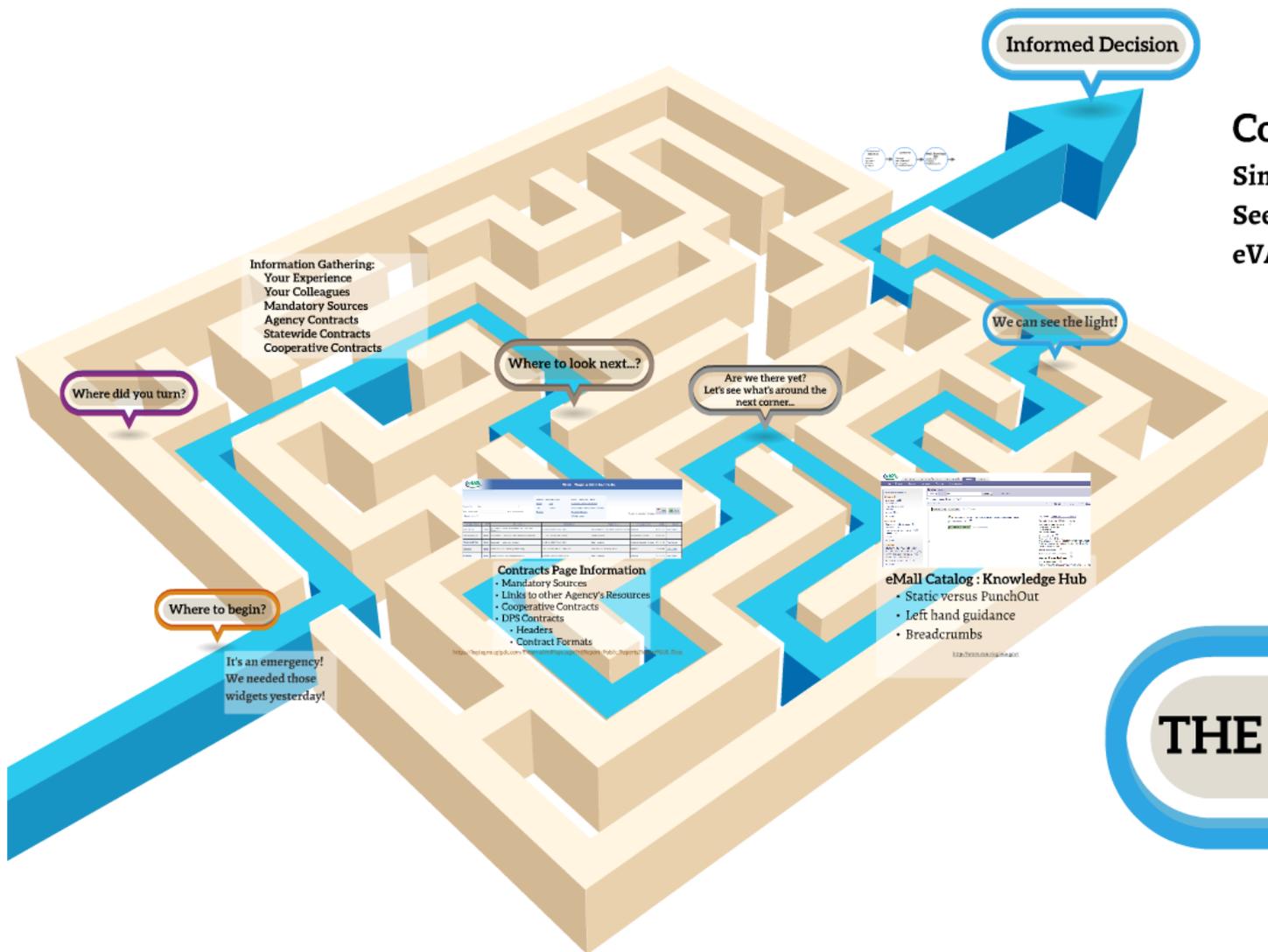
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Courses of Action:

- Single Quote
- Seek Competition
- eVA Order
- PunchOut
- Non-Catalog

THE CONTRACT MAZE



Where to begin?

**It's an emergency!
We needed those
widgets yesterday!**



Where did you turn?



Information Gathering:
Your Experience
Your Colleagues
Mandatory Sources
Agency Contracts
Statewide Contracts
Cooperative Contracts

Benefits of State Contracts:
Financial Warranty Clause
Multiple Awards
VPPA Compliant
Various Goods and Services
Easy to Access and Easy to Use!

A blue arrow starts from the top left, points downwards, then turns to point right, and finally turns to point downwards again. A speech bubble with a brown border and a light beige fill is attached to the arrow's path. The background consists of a repeating pattern of light beige and tan geometric shapes, resembling a stylized grid or a series of overlapping planes.

Where to look next...?



Search For:

NIGP Code/Class: [NIGP Code Lookup](#)

[Search](#) [View All](#)

Special Contract Pages

- [Carpel](#)
- [Fuel](#)
- [Propane](#)
- [Tires](#)
- [Vehicles](#)

Other Contracts / Info

- [Cooperative Contract Submittal](#)
- [Div. Engineering and Building Contracts](#)
- [Mandatory Sources](#)
- [VITA Contracts](#)

Trouble downloading? Click [here](#) PDF Excel

Contract Number	NIGP	Description	Contractors	Restriction	Contract Type	Ends	Buyer
UVA1167649	78592	Cooperative - Indust. & Lab-based Fab., Test/Train Equipment	CLICK ON CONTRACT LINK	VA COMMUNITY COLLEGE SYSTEM (A260)	Optional	9/30/2016	Lynn Enders
DGS-130091-SU	93800	Cooperative - Laboratory Asset Management Services	CLICK ON CONTRACT LINK	State / Localities	Cooperative Contract	8/26/2015	
720C0408307D00	94855	Cooperative - Laboratory Services	CLICK ON CONTRACT LINK	State / Localities	Optional Statewide Contract	8/31/2015	Pete Stamps
E194-837	43000	Gases: Medical, Laboratory and Welding	ARCET EQUIPMENT COMPANY	Old Dominion University (A221)	Optional	7/31/2015	Lynn Enders
E194-838	43000	Gases: Medical, Laboratory and Welding	AIRGAS USA LLC-NORTH DIV	State / Localities	Optional	7/31/2015	Lynn Enders

Contracts Page Information

- Mandatory Sources
- Links to other Agency's Resources
- Cooperative Contracts
- DPS Contracts
 - Headers
 - Contract Formats

https://logi.epro.cgipdc.com/External/rdPage.aspx?rdReport=Public.Reports.Report9008_Data

The background features a stylized map with various shades of tan and beige. A prominent blue path starts from the bottom left and moves towards the center. A grey speech bubble with a white interior is positioned in the upper middle, containing the text.

**Are we there yet?
Let's see what's around the
next corner...**

The screenshot displays the EVA eMail Catalog interface. At the top, there is a navigation bar with tabs for 'My Home', 'My Orders/My UPs', 'My Approvals', 'Catalog', and 'More ...'. Below this is a secondary navigation bar with buttons for 'Create', 'Search', 'Manage', 'Recent', and 'Preferences'. The main content area is titled 'Catalog Home' and features a search bar with the text 'lav' and a 'Search' button. Below the search bar, it indicates 'Your search path: Catalog > "lav"' and '2,215 items found'. On the left side, there is a 'Refine your results' section with three categories: 'Keyword' (listing items like 'lavatory (1159)', 'lead (664)', 'compliant (661)', 'law (661)', 'faucet (646)'), 'Category' (listing 'Exam procedure trays (5)', 'Faucet (715)', 'Medical exam or non ... (16)', 'Other (44)', 'Other (1)'), and 'Supplier' (listing 'BELTWAY SUPPLY INC (101)', 'GUY BROWN PRODUCTS ... (15)', 'INTER TECHNOLOGIES ... (5)', 'PREMIER SUPPLIES (34)', 'SIGMA-ALDRICH INC (20)'). The main product listing shows 'FLDR,LTR,1/3,SGL,11PT,LAVFLDR,LTR,1/3, SGL,11PT,LAV' with a price of '\$0.00000 USD *'. Below the product name are buttons for 'Add to Cart', 'Compare', and 'Add to Favorites'. A 'Buy from Supplier' button is also visible. On the right side, there is a detailed product information section including 'Supplier: FAYES OFFICE SUPPLY', 'Supplier Part #: ESS152-1/3LAV', 'Contract Type: 99', 'Contract #:', 'Effective Date:', 'Contract Link:', 'Available in: 1 Day(s)', 'Manufacturer Name: ESSELTE CORPORATION', 'P-Cards Accepted: Visa; Master Card; AMEX', 'Service Areas: ALL', and checkboxes for 'Small Business', 'Minority Owned Business', 'Woman Owned Business', and 'Micro Business'. The bottom of the product listing shows the full product name: 'FLDR,LTR,1/3,SGL,11PT,LAVFLDR,LTR,1/3, SC'.

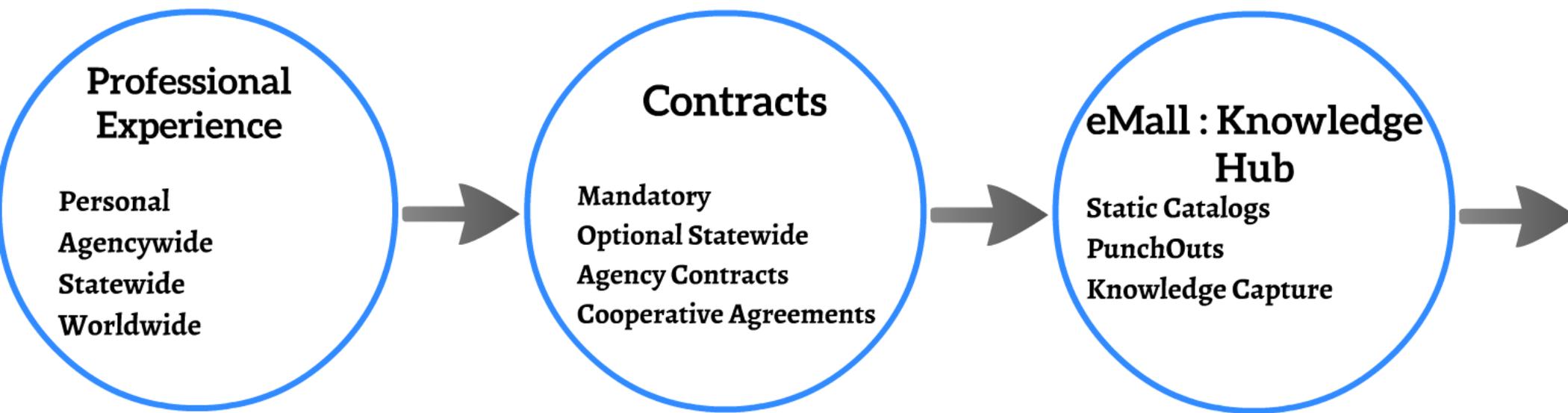
eMail Catalog : Knowledge Hub

- Static versus PunchOut
- Left hand guidance
- Breadcrumbs

<http://www.eva.virginia.gov/>



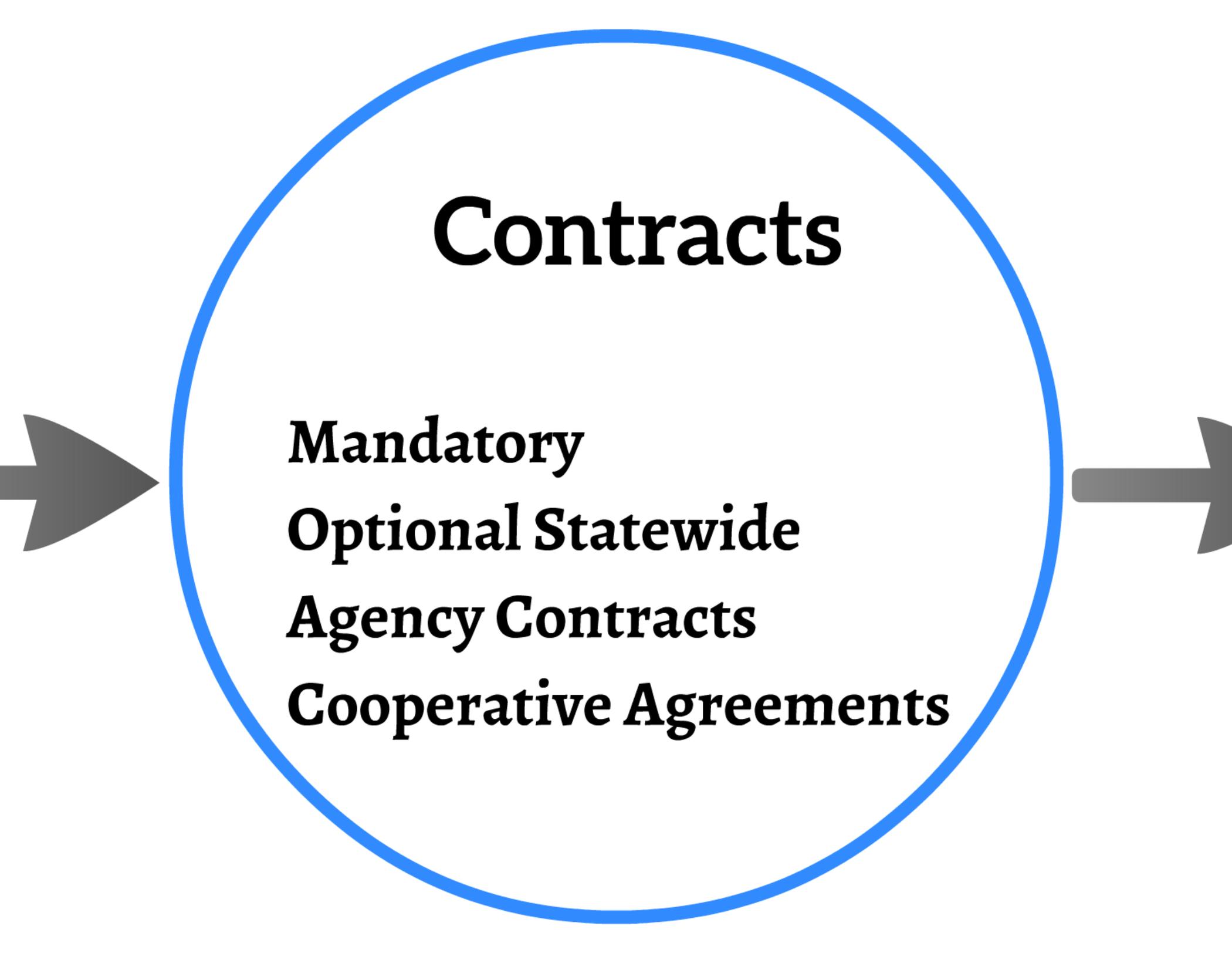
We can see the light!



Professional Experience

Personal
Agencywide
Statewide
Worldwide





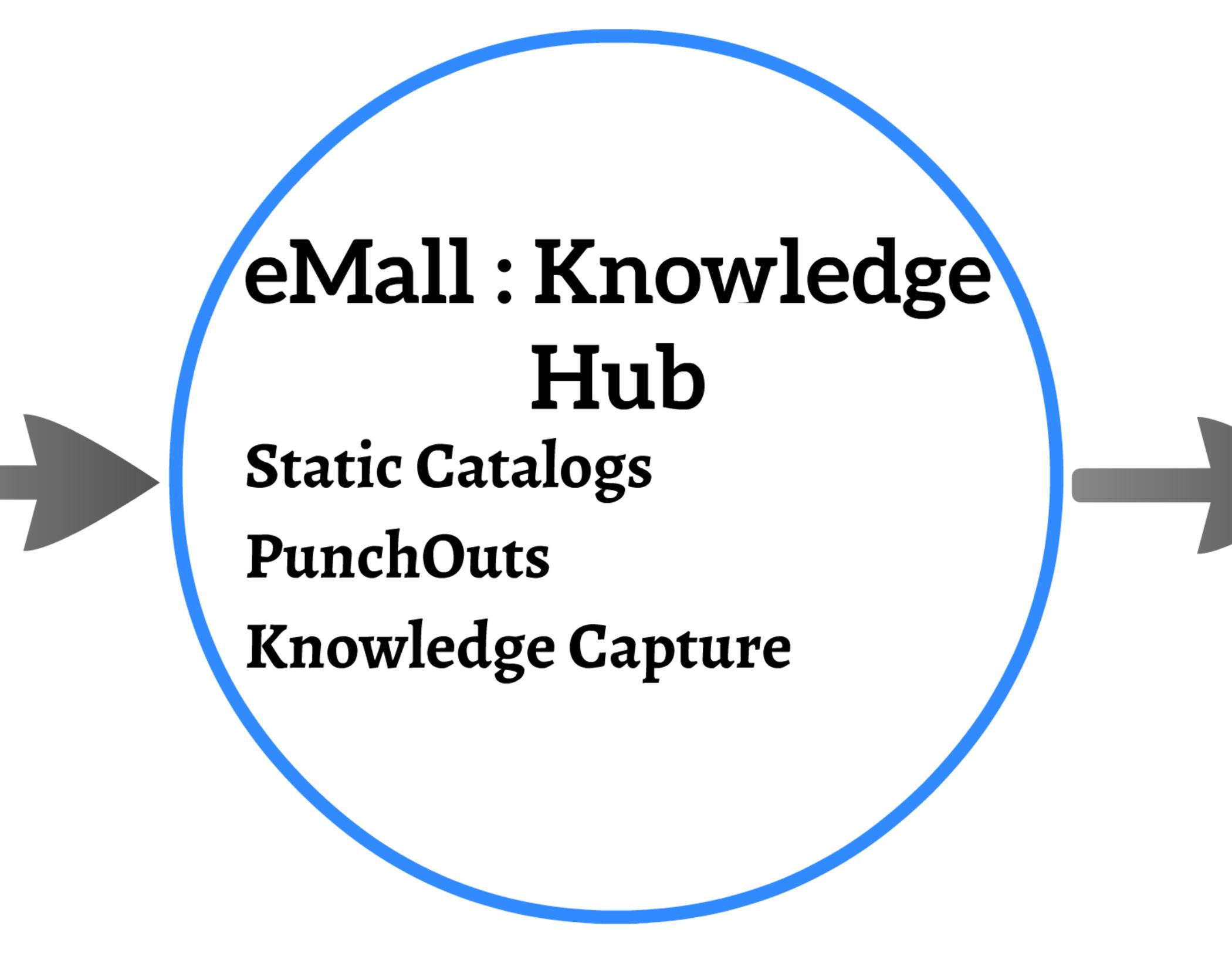
Contracts

Mandatory

Optional Statewide

Agency Contracts

Cooperative Agreements

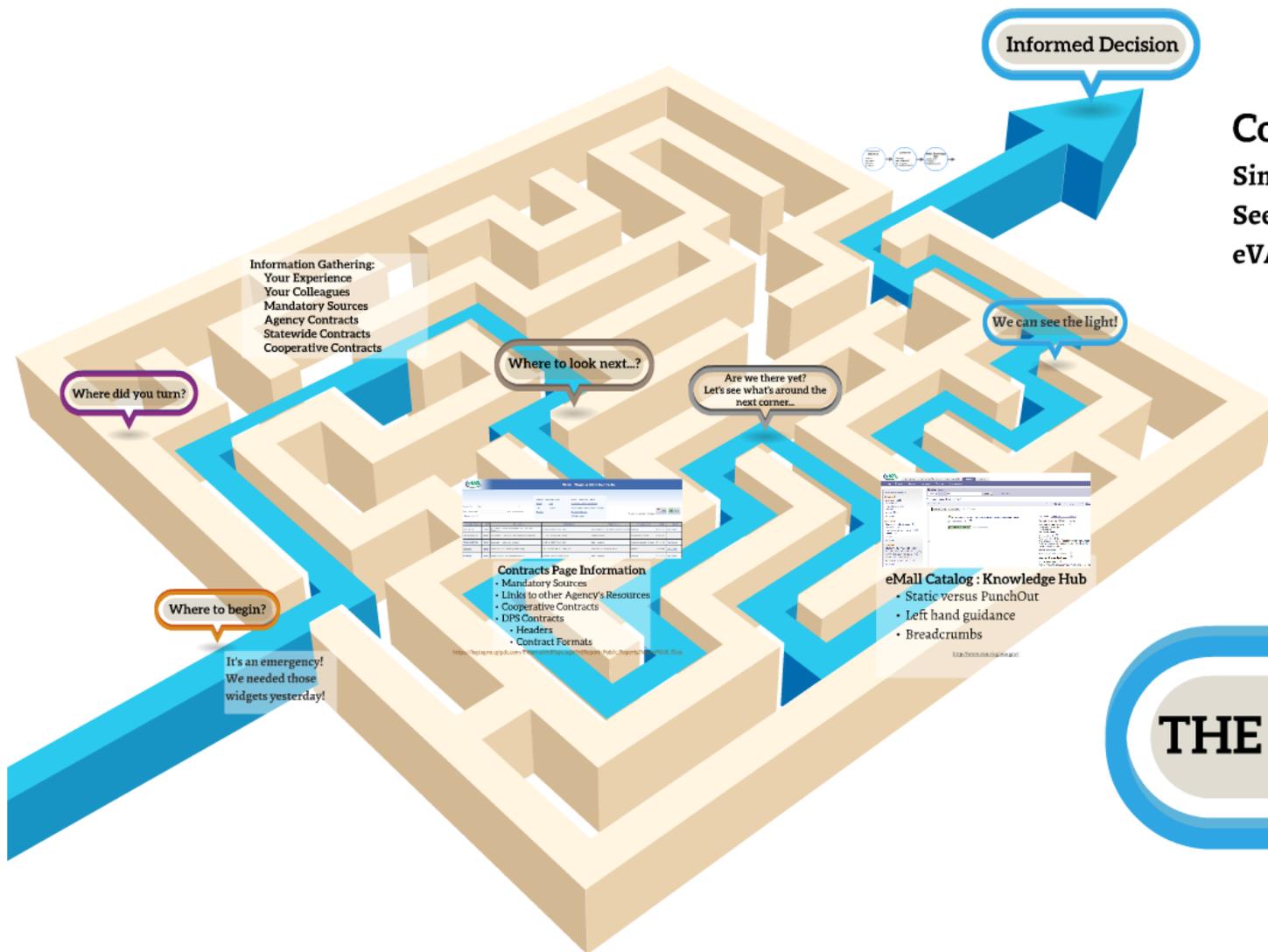


**eMall : Knowledge
Hub**

Static Catalogs

PunchOuts

Knowledge Capture



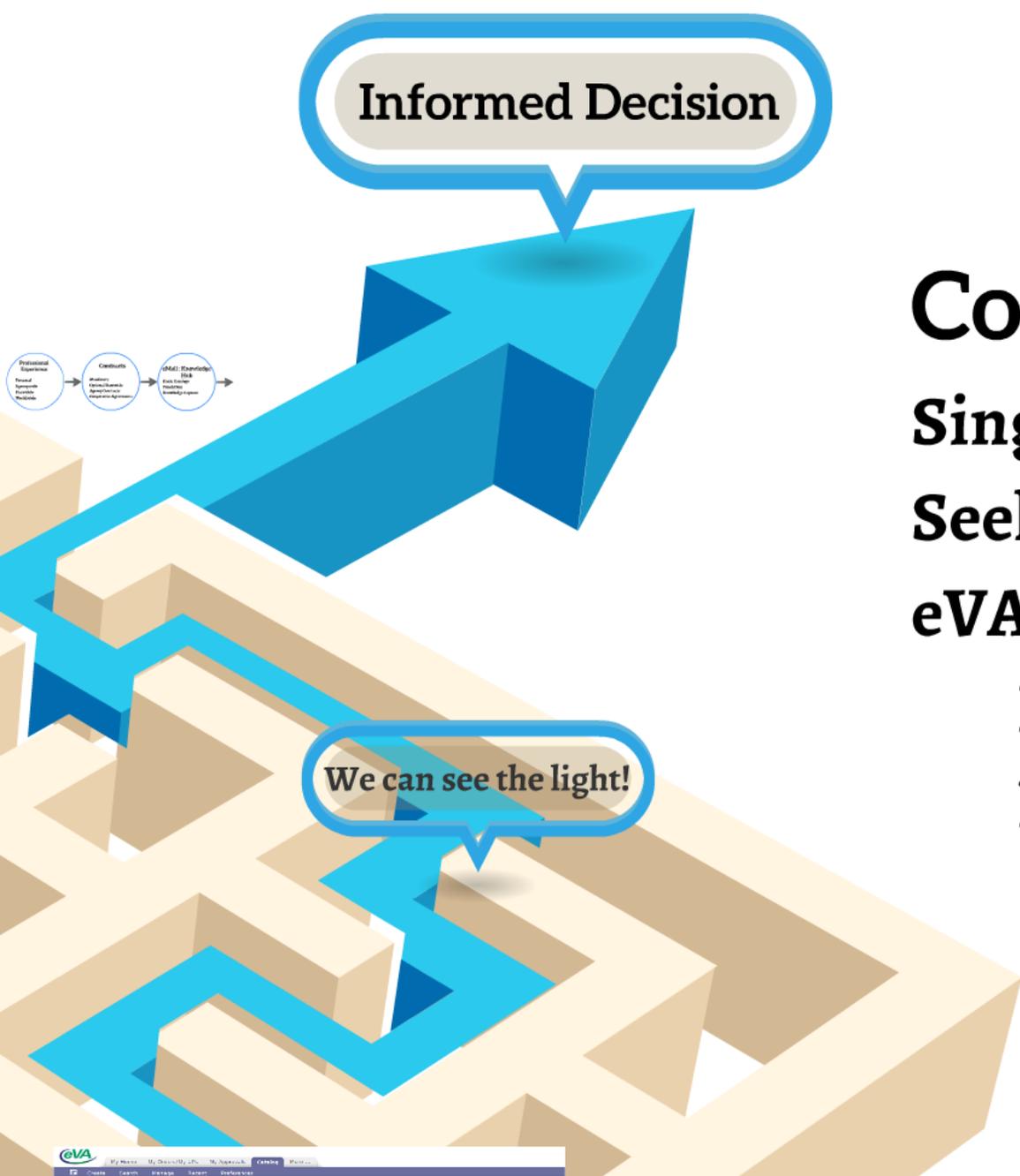
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THE CONTRACT MAZE



Informed Decision



Informed Decision

Courses of Action:

Single Quote

Seek Competition

eVA Order

PunchOut

Non-Catalog

We can see the light!

PR6165409: Emergency Widgets

If you cannot locate the item you want in the catalog, request a non-catalog item

Full Description: *

NIGP Commodity Code:

Supplier:

Location: [[select](#)]

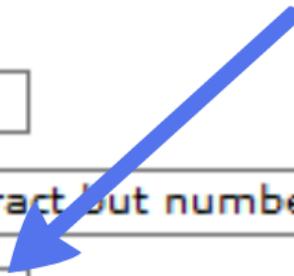
Reg. Type:

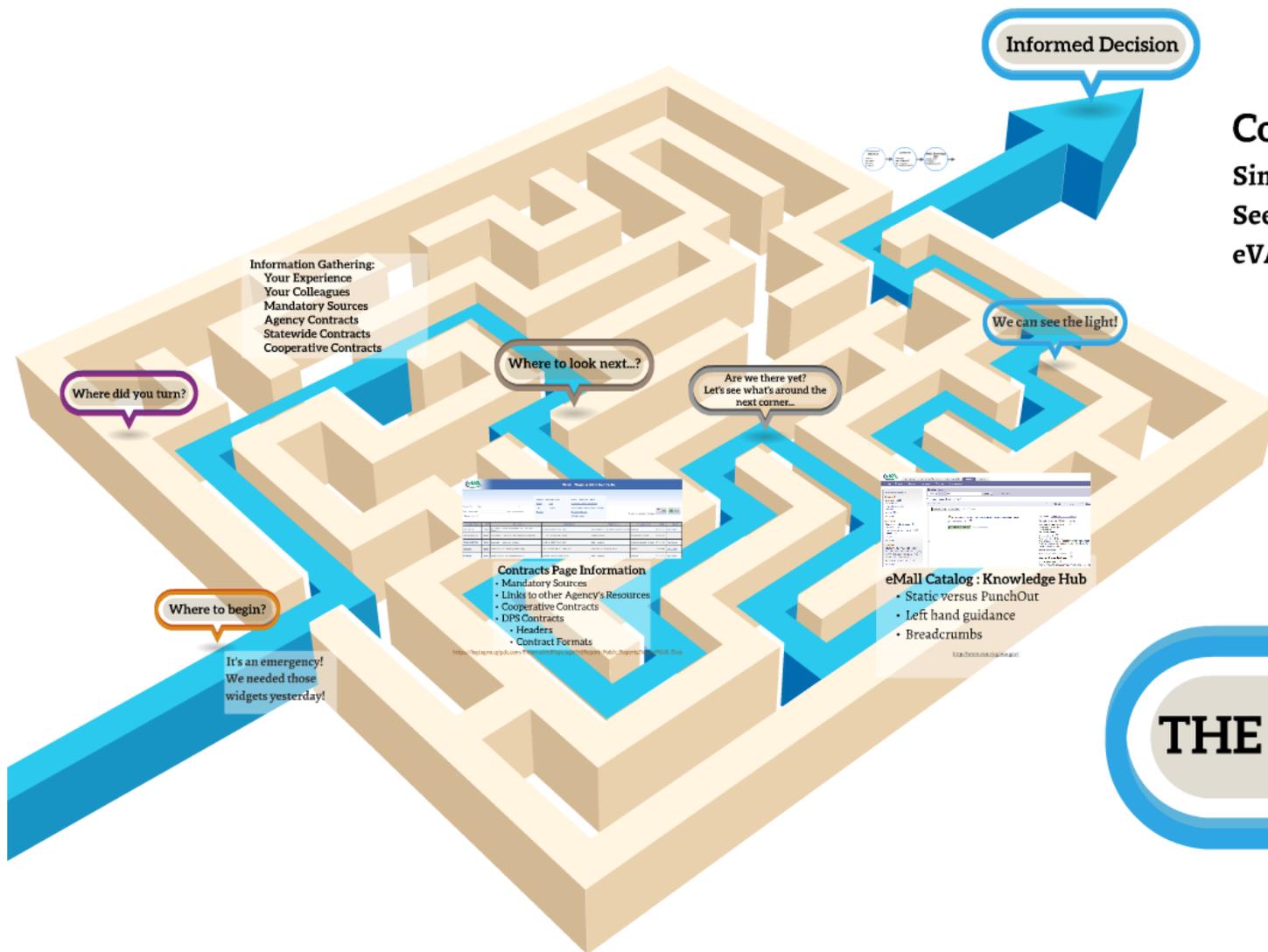
Supplier Part Number:

Contract List:

Contract #:

Make sure the contract number is listed here





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THE CONTRACT MAZE

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Questions ???

**What are your
statewide contract
needs?**



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