



Outreach Programs

Dept of Small Business and Supplier Diversity

Purpose and Objectives

- State the purpose of outreach and objectives of this presentation

Our History

- Two agencies merged into one January 2014:
 - Virginia Dept of Business Assistance
 - Virginia Dept of Minority Business Enterprise
- The New Us!
 - Dept of Small Business and Supplier Diversity
 - Certification
 - Business Development/Outreach
 - Virginia Small Business Financing Authority

Services to the Vendors

- One on One Counseling Sessions
 - eVA Registered/SWAM certified, now what?
- Growing Sales Seminars (invite Buyers and Resources to exhibit)
 - Breakout Business Topics
 - Reverse Tradeshow
 - Matchmaking
- Workshops
 - How to Respond to Quick Quotes, eVA Reports, How to respond to Bids/RFP's/other business related topics

Partnering with the Buyers

- Provide opportunities for buyer to vendor networking
- Assist buyers in locating vendors for their commodity needs
- Invite buyers to exhibit at outreach events in order to meet the local businesses
- Schedule commodity focused workshops

Improving Programs

- We routinely evaluate surveys and improve or add new workshops
- Constructive criticism from both the vendor and buyer communities is welcomed
- Let us know what is working or not working, or what may be missing that could help the vendor improve their relationship with the buyers

Our Future

- The Outreach and Business Development Team is dedicated:
 - To Providing new and improved services in order for the vendors to navigate through the state procurement process, making a win/win solution for everyone

Recommendations/Questions?