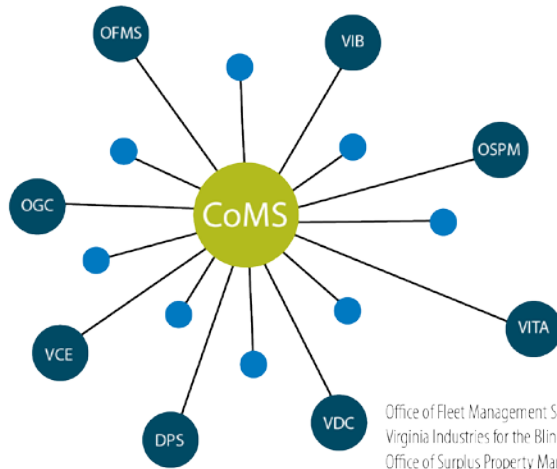


“The Why of Mandatory Sources”

Council On Mandatory Sources (CoMS)



Office of Fleet Management Services
Virginia Industries for the Blind
Office of Surplus Property Management
Virginia Information Technologies Agency
Virginia Distribution Center
Division of Purchases and Supply
Virginia Correctional Enterprises
Office of Graphic Communications

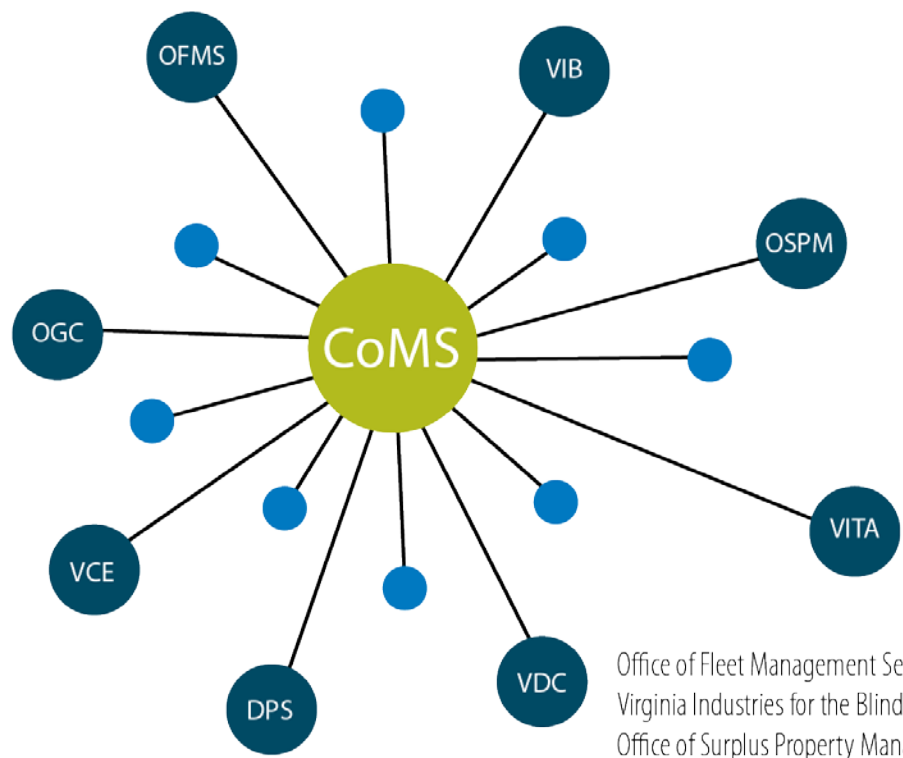
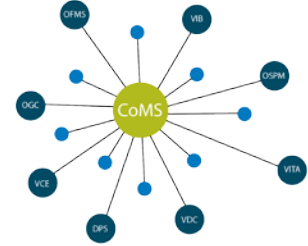
Presented by
The Council on
Mandatory
Sources
(COMS)



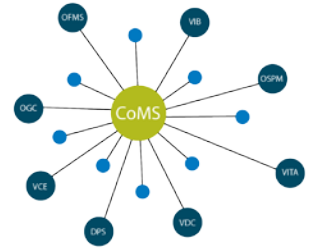
FORUM 2016



Council On Mandatory Sources (CoMS)



- Office of Fleet Management Services
- Virginia Industries for the Blind
- Office of Surplus Property Management
- Virginia Information Technologies Agency
- Virginia Distribution Center
- Division of Purchases and Supply
- Virginia Correctional Enterprises
- Office of Graphic Communications



Virginia Industries for the Blind (VIB)

An Enterprise Division of the
Virginia Department for the Blind and Vision Impaired (DBVI)

Matt Koch

General Manager

804-371-3110

Matt.Koch@dbvi.virginia.gov

Who Are We?

State Agency operating like a business

- No General Funds (taxpayer dollars)
- 100% Self-funded

Manufactures products and provides services to:

- Federal and State Government, Commercial, and the General Public
- Provides employment opportunities throughout the state with solid pay above the minimum wage and benefits.





Our Mission

To employ and develop Virginians who are blind, visually impaired or deaf-blind to achieve their desired level of employment through the manufacture and delivery of quality products and services.





Our Mission: Meet Paul and Donna Jenkins

Past

- Unemployed despite capability
- Met at Rehabilitation Center
- Married; government-assisted housing
- “Drain” on public funds
- No independence

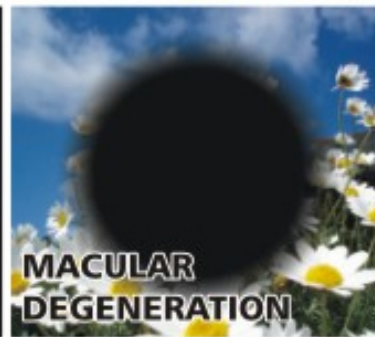
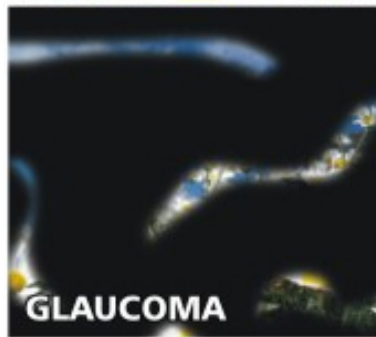
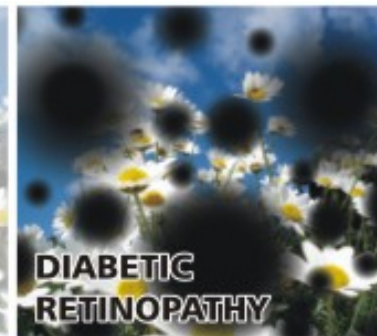
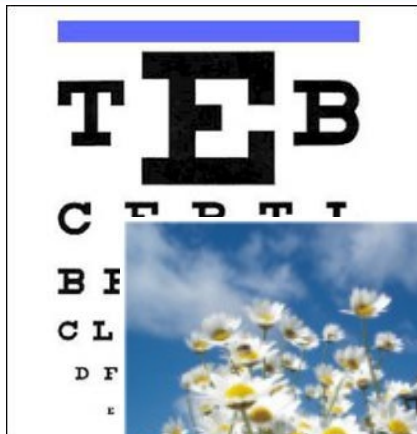
Now

- Employed at VIB above minimum wage
- Skills are being leveraged and expanded
- Bought house of their own; paying taxes
- “Contributor” to public funds
- Independence



Defining Legally Blind

Can't be corrected beyond the "Big E" (20/200) or 20° visual field





Employment Opportunities

Products – ISO-Certified facilities

- Charlottesville
 - High-Visibility Garments
 - Mattresses
 - Mops/Janitorial Supplies
 - Pillows
 - Shower Curtains
 - Safety Vests
- Richmond
 - Exam/Work Gloves
 - Fire Extinguishers
 - LED Lighting
 - Mail Operations
 - Sanitizers/Soaps
 - Spices
 - Wizard Wall
 - Writing Instruments





Employment Opportunities

Services

- **Contracts**
 - Contract Management
 - Fire Extinguisher Inspections
 - Kit Assembly Services
 - Mail Services
 - Switchboard
 - VA Tax Court Debt Collections
- **Retail**
 - Defense Health HQ
 - Defense Supply Center - Richmond
 - Fort Belvoir
 - Fort Eustis
 - Fort Lee
 - Langley Air Force Base
 - Mark Center
 - Naval Air Station Oceana
 - Pentagon
 - Taylor Building





Employment Opportunities

Administration

- Shared Operations
 - Fiscal
 - Procurement
 - Technology
 - Quality
 - Vocational Rehabilitation
- Brand
 - Business development
 - Sales
 - Customer Service





State Customers Saved \$630K + Last Year

VIB Market Basket
October 2016 (SFY 2016 totals)

Item	#1 glove	#1 pen	#1 spice	#2 spice	College twin mattress	Hospitality queen mattress	Pillow	Fire extinguisher	Highway safety vest	Universal safety vest	Cotton mop	LED 2x4 troffer	Total
VIB	\$6.00	\$2.15	\$4.84	\$146.08	\$105.00	\$212.00	\$4.10	\$28.00	\$13.98	\$13.98	\$5.22	\$155.00	\$696.35
Market	\$10.99	\$5.99	\$20.25	\$257.20	\$199.99	\$297.00	\$4.98	\$48.50	\$19.00	\$19.00	\$10.00	\$205.75	\$1,098.65
Quantity	60,853	5,461	660	310	2,191	141	1,250	1,305	2,487	128	74	0	74,860
Spend	\$365,118	\$11,741	\$3,194	\$45,285	\$230,055	\$29,892	\$5,125	\$36,540	\$34,768	\$1,789	\$386	N/A	\$763,894
Market Cost	\$668,774	\$32,711	\$13,365	\$79,732	\$438,178	\$41,877	\$6,225	\$63,293	\$47,253	\$2,432	\$740	N/A	\$1,394,580
Savings %	45%	64%	76%	43%	47%	29%	18%	42%	26%	26%	48%	25%	37%
Savings \$	\$303,656	\$20,970	\$10,171	\$34,447	\$208,123	\$11,985	\$1,100	\$26,753	\$12,485	\$643	\$354	N/A	\$630,686

“VIB will only introduce a new mandatory product if it saves the Commonwealth money.”

Matt Koch, General Manager





Common Feedback for all Mandatory Sources

- Cost
- Quality
- Responsiveness





VIB Solutions for Common Feedback

- Cost
 - Saves the Commonwealth 37% on goods
 - Saves on public assistance costs
- Quality
 - All production facilities are ISO-certified
 - Committed to process improvement
- Responsiveness
 - Fulfillment in hours for in stock items
 - Moving waiver process online in 2017





Every purchase creates a Job!

Thank you for your time and support.

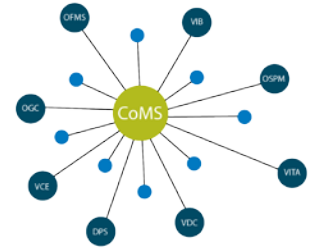
CustomerService@vibonline.org

855-842-7867

www.vibonline.org

Matt Koch
General Manager





Office of Fleet Management Services (OFMS)

Department of General Services

Michael Bisogno

Director

804-367-6526

Michael.Bisogno@dgs.virginia.gov

Office of Feet Management Services

Overview

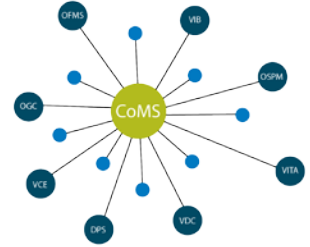
- Permanent Leased Vehicles
- Compact Cars to Light Duty Trucks
- Simple, Comprehensive, Open-Ended Lease Terms
- Policy Development and Guidance Resources



Office of Fleet Management Services

Programs

- Vehicle Management Control Center (VMCC)
- Short-Term Vehicle Rentals
- Motor Fuels (Bulk, Fuel Card, Consignment)
- Alternative Fuel Options (CNG, Propane, E85, Electric)



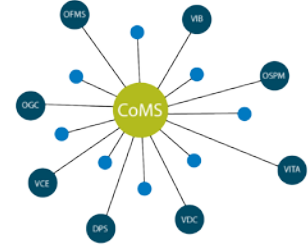
Virginia Correctional Enterprises (VCE) Department of Corrections

Dennis Cyphers

CSO

(804) 887-5480

Dennis.Cyphers@vadoc.virginia.gov



SUPER SALE

NAME YOUR PRICE EVERYTHING MUST GO

November 16 - January 27

Weekdays 9 AM - 4 PM

[Pop On Over](#) [READ MORE](#)

CLEARANCE SALE SAVE UP TO 80% ON HUNDREDS OF ITEMS WHILE SUPPLIES LAST >

 <p>Prepayment (Progress Invoice) Terms: To assist agencies in the management of their year-end funds, VCE will accept prepayment (progress billing) requests that are \$10,000 or above. The original order must be entered in eVA as an EP. No PCO's for progress billings will be accepted. Please note this request for a progress billing on your order or contact VCE's Customer Service Department.</p>	<div style="border: 1px solid black; padding: 5px; text-align: center;"> <p style="font-weight: bold; color: white; background-color: red; margin: 0;">NOTICE</p>  <p style="font-weight: bold; color: white; margin: 0;">FIREARMS PROHIBITED</p> </div>	 <p style="text-align: center; font-weight: bold;">Purchase Your "Firearms Prohibited" Sign Today!</p>
<div style="display: flex; justify-content: space-around; font-size: 0.8em;"> PRESCRIPTION EYEWEAR PRINTING DENTAL </div> <div style="display: flex; justify-content: space-around; font-size: 0.8em;"> DESIGN SERVICES CHECK OUT SERVICE LAUNDRY </div> <div style="display: flex; justify-content: space-around; font-size: 0.8em;"> LICENSE & SPECIALTY PLATES BRAILLE EMBROIDERY </div> <div style="display: flex; justify-content: space-around; font-size: 0.8em;"> SILKSCREEN DOCUMENT MANAGEMENT </div>	 <p style="text-align: center; font-weight: bold;">Re-Entry Success Stories</p> <p style="text-align: center; font-size: 0.8em;">Success With Your Help</p>	 <p style="text-align: center; font-weight: bold;">DON'T SEE IT? LET US HELP.</p> <p style="text-align: center; font-weight: bold; color: blue;">CONTACT SALES ></p>
 <p style="text-align: center; font-weight: bold; color: red; font-size: 1.5em;">A4</p> <p style="text-align: center; font-weight: bold; color: blue;">SILKSCREEN EMBROIDERY</p> <p style="text-align: center; font-size: 0.8em;">Check here for our selection of clothing, bags, caps, accessories & more!</p> <p style="text-align: center; font-weight: bold; color: blue;">GILDAN PORT AUTHORITY</p> <p style="text-align: center; font-size: 0.7em;">Catalog I Catalog II Catalog III Catalog IV</p>	 <p style="text-align: center; font-weight: bold;">Office Design.</p> <p style="text-align: center; font-size: 0.8em;">Let our design team help you plan</p>	



<p style="text-align: center; font-weight: bold; color: blue;">CONNECTIONS</p>  	<p style="font-size: 0.8em; font-weight: bold;">OUR COMPANY:</p> <p style="font-size: 0.7em;">About Us Code of VA Procurement Manual Release Process Digital Brochure</p>	<p style="font-size: 0.8em; font-weight: bold;">SERVICES & RESOURCES</p> <p style="font-size: 0.7em;">Design Services Warranties Sustainability Products Office Systems Textiles Ceremonial Closets Business Cards Printing Document Management</p>	<p style="font-size: 0.8em; font-weight: bold;">NEED HELP?</p> <p style="font-size: 0.7em;">1.800.823.2823 Contact Us</p>	<p style="font-size: 0.8em; font-weight: bold;">STAY CONNECTED</p> <p style="font-size: 0.7em;">SIGN UP FOR EMAILS</p> <div style="display: flex; justify-content: space-around; font-size: 0.6em;">    </div>
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Virginia Correctional Enterprises





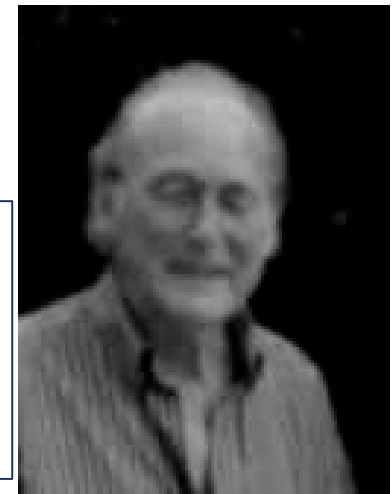
History

With the economy in free fall in the early 1930's, two Virginia law makers focused on how the most good can be accomplished with the available Tax revenues



Virginia Legislature
1923-1953

Virginia Legislature
1918-20
1924-27
1934-52



Dr. Jack W. Witten
Tazewell

Albert Orlando Boschen
Richmond City



History



- **Legislature passes law in 1934 establishing the agency. Purpose to:**
 - Train Offenders in Work Skills - Re-Entry!
 - Operate as a Non-general fund agency
 - No appropriations from the Legislature
 - Generate operating revenue from the sales of goods and services
 - Designated as a Mandatory Source for State Agencies





Code of Virginia

- **Today, Two Primary Code Sections describe the purpose of VCE and the rules under which VCE operates:**
 - **§ 53.1-47. Purchases by agencies, localities, and certain nonprofit organizations.**
 - **§ 53.1-48. Exceptions as to purchases.**





Code of Virginia

§ 53.1-47. Purchases by agencies, localities, and certain nonprofit organizations.

Articles and services produced or manufactured by persons confined in state correctional facilities:

1. Shall be purchased by all departments, institutions, and agencies of the Commonwealth that are supported in whole or in part with funds from the state treasury for their use or the use of persons whom they assist financially. Except as provided in § [53.1-48](#), no such articles or services shall be purchased by any department, institution, or agency of the Commonwealth from any other source; and





Code of Virginia

§ 53.1-47. Purchases by agencies, localities, and certain nonprofit organizations.

Articles and services produced or manufactured by persons confined in state correctional facilities:

2. May be purchased by any county, district of any county, city, or town and by any nonprofit organization, including volunteer emergency medical services agencies, fire departments, sheltered workshops, and community service organizations.





Code of Virginia

§ 53.1-48. Exceptions as to purchases.

A department, institution or agency of the Commonwealth may be granted an exemption from the provisions of § [53.1-47](#) with the consent of both the Director of the Division of Purchases and Supply and the Chief Executive Officer of the Virginia Correctional Enterprises Program in any case where

- i) the article so produced or manufactured does not meet the reasonable requirements of the department, institution or agency,
- ii) an identical article can be obtained at a verified lesser cost from the private sector, which is evidenced by a verified request for pricing, or
- iii) the requisition made cannot be complied with on account of an insufficient supply of the articles or supplies required, or otherwise.





VCE Industries

- **Wood**
- **Metal**
- **Apparel/Textiles**
- **Embroidery**
- **Print**
- **Laundry**
- **Silkscreen**
- **License Tags**
- **Vehicle Conversions**
- **Optical**
- **Braille Transcription**
- **Document Conversion**
- **Dental**
- **PortionPac**
- **AND MORE.....**

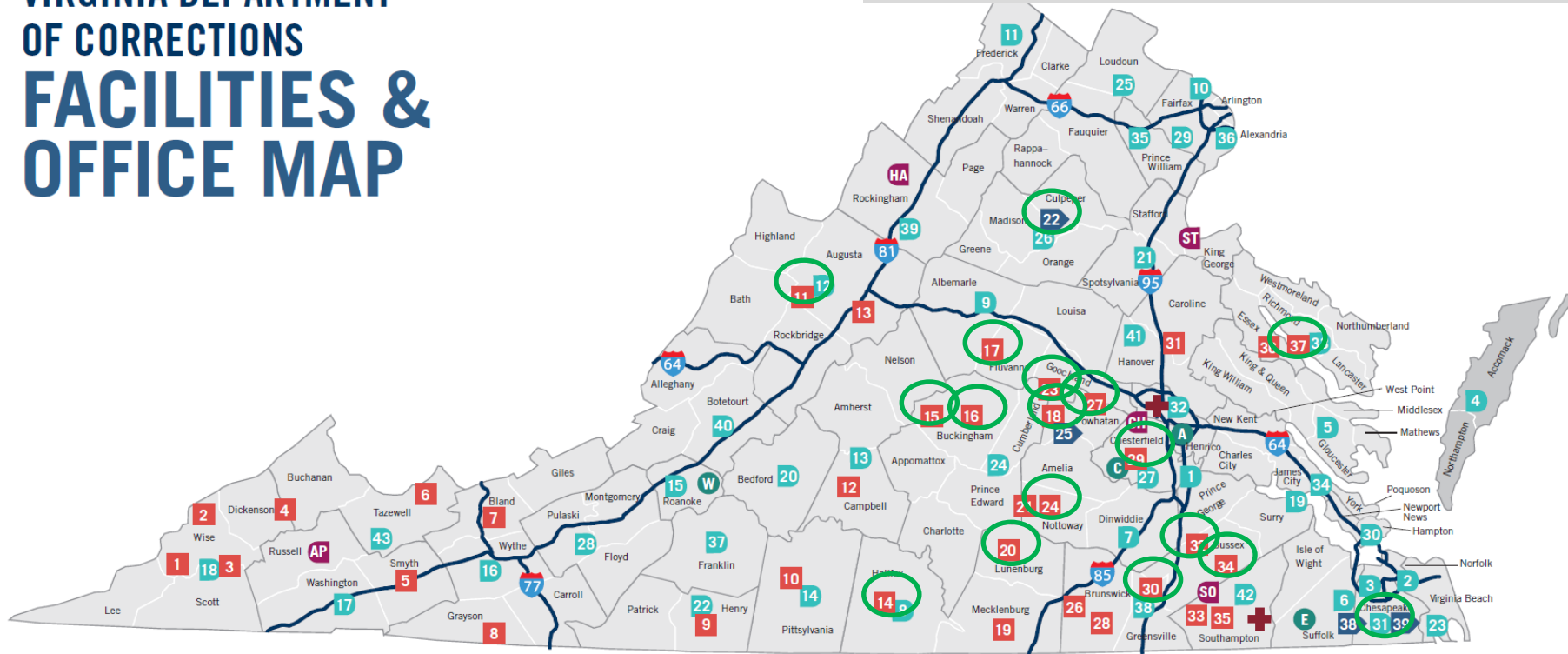




Geography

VIRGINIA DEPARTMENT OF CORRECTIONS FACILITIES & OFFICE MAP

- 18 Locations across VA
- 26 Separate Production Plants



Created On Mandatory Sources (COMS)





Industries - Wood



Council On Mandatory Sources (COMS)



FORUM 2016



Industries - Metal (Systems)



Council On Mandatory Sources (COMS)



FORUM 2016



Industries - Apparel / Textiles



Council On Mandatory Sources (CoMS)



Industries - Embroidery





Industries - Print



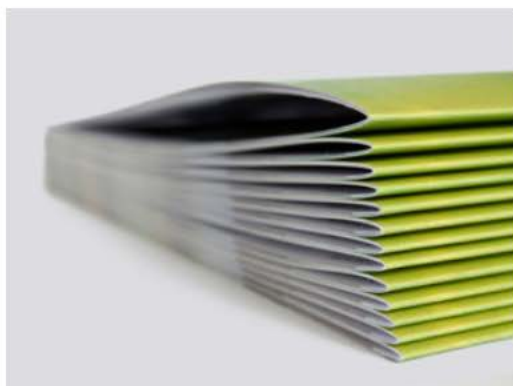
BROCHURES



BUSINESS CARDS



CALENDARS



CATALOGS & BOOKLETS



COPIES



ENVELOPES





Industries - Print



FORMS



LETTERHEAD



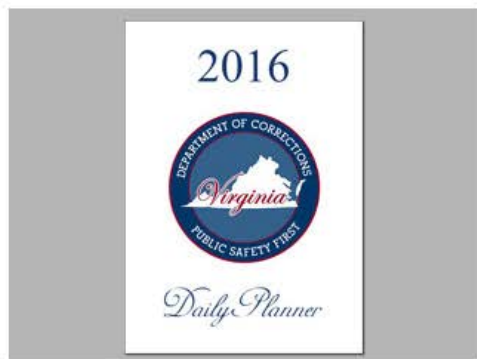
LOG BOOKS





Industries - Print

HOME / PRODUCTS & SERVICES / SERVICES / PRINTING / CALENDARS



DAILY CALENDARS



DESKTOP CALENDARS



DHRM CALENDARS



DRY ERASE CALENDARS



VCE YEARLY WALL CALENDARS



WALL CALENDARS

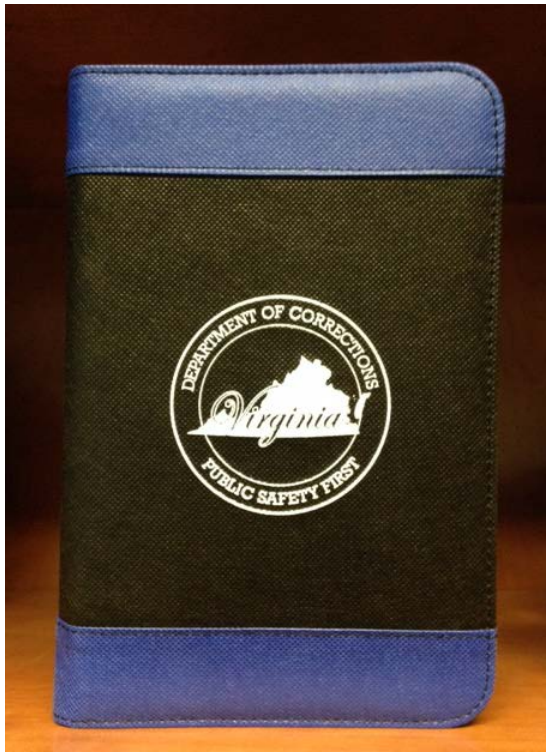
Council On Mandatory Sources (COMS)



FORUM 2016



Industries - Silkscreen



Silk Screen Dept. DESIGN PROOF 7-13-15

The design proof shows a white t-shirt with the 'NOVA Cross Country' logo. The logo consists of the word 'NOVA' in large yellow letters with a green swoosh underneath, and 'Cross Country' in smaller green letters below it.

Northern Virginia
Community College
Cross Country
Digital Proof

Front Print Only
Imprint Colors: Green and Yellow
Front: W-10.5" x H-3.75"

VIRGINIA CORRECTIONAL ENTERPRISES

(DISCLAIMER: This artwork is a digital proof only. It is not a representation of the final product. Color and location may vary depending upon size of order, ink, and substrate. © 2015 VCE)



Council On Mandatory Sources (CoMS)



FORUM 2016

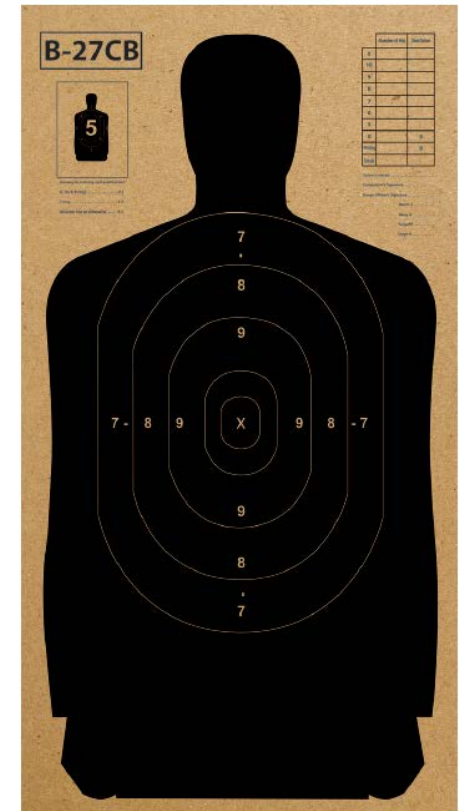
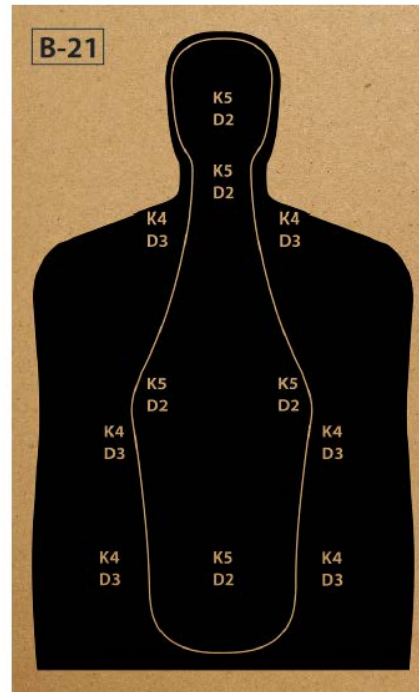


Industries - Silkscreen

- **Governor's EO50**



- **Firearms Targets**



Industries - Commercial Laundry



Industries - Commercial Laundry



Content On Mandatory Sources (CoMS)



FORUM 2016



Industries - License Tags (DMV)

Virginia State University



Virginia Tech "VT"



USS Cole



Veteran Armed Forces



Virginia Tech - Go Hokies



Virginia Tech - School Seal



Veteran Armed Forces Motorcycle



Veterans of Foreign Wars



Virginia Union University



Virginia Wesleyan College



Vietnam Veteran



Vietnam Veterans of America



Virginia Military Insitute



Council On Mandatory Sources (COMS)



FORUM 2016



Industries - Other

Optical - Eyeglasses for VA Incarcerated Offenders to DOC and Sheriff's

Dental - Dentures for VA Incarcerated Offenders to DOC and Sheriff's





Industries - Other

Braille Transcription - Transcribing books into Braille

Document Conversion - Turning paper documents into electronic files; indexed and searchable onto CD/DVD or cloud storage





Industries - Other

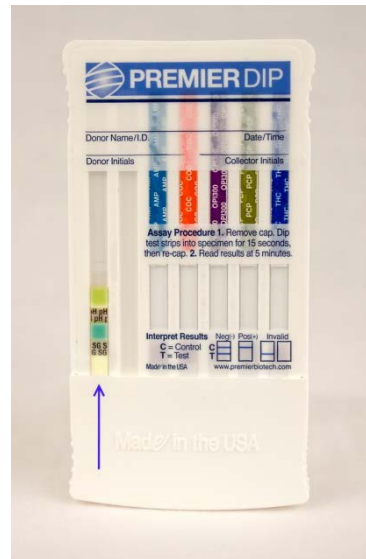
PortionPac - Cleaning products that are repackaged and sold to DOC and VA Jails





Industries - New Initiatives

- Drug Testing – Instant Result
- Partnering with a Company outside Virginia
- Multiple Panel or Single Tests
- Can be tailored to the Customer's Needs





Industries - New Initiatives



- Renewable Ink / Toner Cartridges
- Partnering with a Virginia Company; Ink2Work
- Recycling Ink / Toner Cartridges at much cheaper purchase costs than OEM
- Same Warranty as OEM

Copyright © Mandatory Sources (CoM)



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Industries - New Initiatives

- Project with DCR (State Parks)
- Partnering with a Virginia Company to Build
- Yurt - noun: **yurt**; plural noun: **yurts**
 - a circular tent of felt or skins on a collapsible framework, used by nomads in Mongolia, Siberia, and Turkey.





Our Mission Then...Now



- Provide a jobs and work skills training program for offenders to help them successfully re-enter society





Contact with VCE

Reach out to us:

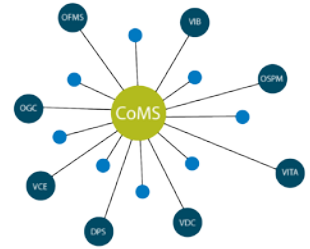
- **Website** - www.govce.net
- **Customer Service** - (800) 823-2823
- **VCE Offices** - (804) 743-4100
- **eVA Portal** - 
- **Presence on Twitter and Facebook**





THANK YOU
for your
Support.....





Virginia Information Technologies Agency (VITA)

Jimmy MacKenzie

Strategic Sourcing Specialist

804-416-6247

james.mackenzie@vita.virginia.gov



Virginia.gov Agencies | Governor Search Virginia.Gov

Virginia Information Technologies Agency

[About](#) | [Services](#) | [Technology Oversight](#) | [Support](#) | [Integrated Services](#) | [Commonwealth Security](#) | [Supply Chain](#) | [Library](#)

[f](#) [in](#) [t](#) [v](#) [y](#)

Agencies

- Browse VITA Contracts
- Comment on ORCA
- Commonwealth Technology Portfolio
- eGov Services
- Security Incident Reporting
- VITA Identity Manager
- VITA IT Service Rates & Credit Policy

Feedback

<p>Agencies</p> <p>VITA supports the commonwealth by providing cybersecurity, IT infrastructure services and IT governance.</p>	<p>Localities</p> <p>Geospatial mapping and emergency communications assistance aid localities in responding to their citizens in times of emergencies and disasters.</p>	<p>Citizens</p> <p>VITA supports Virginia's citizens by providing information technology that permit state agencies to provide a wide variety of government services.</p>	<p>Suppliers</p> <p>VITA purchases goods and services from a wide variety of vendors, including those that are Small, Woman and Minority (SWaM) owned certified by the commonwealth.</p>
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[Statewide Contracts](#) | [Project Management Development Program](#) | [Service Catalog](#) | [IT Infrastructure Sourcing](#)

Procurement Authority

VITA has sole statutory authority to procure all IT and telecom goods and services *(including general and agency-specific applications)* for executive branch agencies and non-exempt institutions except those exempted by the Code of Virginia or the Appropriations Act.



Procurement Authority

All executive branch agencies have delegated authority up to \$100K for IT and telecom goods and services that are out of scope to VITA.

VITA contracts are mandatory for the purchase of all IT and telecom goods and services.



Delegation

If a purchase is between \$100K- \$250K VITA may grant procurement authority to purchase a specific IT or telecomm good or service to a requesting agency.

When an agency is given delegated authority the agency is required to follow the VPPA and VITA's procurement policies, standards and guidelines in conducting the procurement.

IT Procurement Approval

If procurement
< \$100K



You have delegated authority.

If procurement
\$100K < \$250K



Send request for delegation of
procurement authority to
scminfo@vita.virginia.gov.

If procurement
> \$250K



Submit PGR in Commonwealth
Technology Portfolio.



PGR Process

Via the Procurement Governance Request (*PGR*) process, the CIO reviews and approves proposed IT project plans, development proposals for IT investments/projects.

- Review ensures that the purchase conforms to the statewide IT plan and the agency's IT plan.
- VITA's Project Management Division (*PMD*) coordinates the review of PGRs and prepares final recommendations to the CIO.

Contracts

VITA currently has 160+ IT contracts for use. Some items available are:

- Broadband Services
- IT Staff Aug
- Network Hardware & Software
- Audio Visual
- Telecommunications
- Managed Print Services



Supply Chain Management

SCM is committed to developing value-driven IT contracts that enable users to benefit their organizations. Our services include:

- Consolidating and leveraging the Commonwealth's buying power
- Announcing, awarding, and maintaining statewide contracts for the purchase of IT and telecom goods and services

Supply Chain Management

- Provide sourcing expertise and contracting assistance for state agencies and institutions procuring IT and telecom goods and services
- Provide market analysis, supplier analysis and sourcing consulting for state agencies and institutions
- Inviting, promoting, and sustaining increased access, participation, and partnerships with small, minority- and women-owned businesses



Key Points to Remember

Use of VITA's statewide contracts is mandatory for the acquisition of all IT and telecom goods and services. If there is not a VITA contract available for the needed goods or service, a purchase will be conducted either by VITA or the agency requesting delegation.

Executive branch agencies have been granted **\$100,000** delegated authority for IT and telecom goods and services unless those services are provided by VITA/NG.

Key Points to Remember

If an agency is using a VITA statewide contract, delegation of authority is not required. However, if the acquisition is for more than **\$250,000**, an PGR must be submitted through the Commonwealth Technology Portfolio. Your Agency Information Technology Resource (*AITR*) should be able to handle this request.

VITA contracts website:

<https://vita.cobblestonesystems.com/public/>

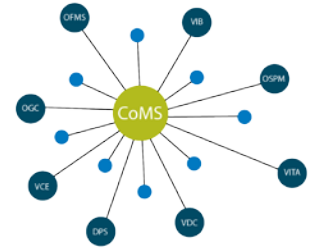
Information on the PGR process and agency requirements:

<http://www.vita.virginia.gov/scm/default.aspx?id=671>

VITA information/assistance/delegation requests:

scminfo@vita.virginia.gov





Office of Surplus Property Management (OSPM) Department of General Services

Floyd Coburn

Director

276-223-0917

Floyd.Coburn@dgs.virginia.gov

Office of Surplus Property Management

The Surplus Property Management Office is part of the Office of the Director of the Department of General Services. With a customer-focused approach that seeks to streamline the entire purchasing process, our goal is to make buying from the Commonwealth as easy and convenient as possible.



Office of Surplus Property Management

Our mission is twofold:

- To re-utilize surplus property, providing substantial savings to taxpayers
- To sell surplus to the general public at competitive prices, helping the Commonwealth to recover its investment



Office of Surplus Property Management

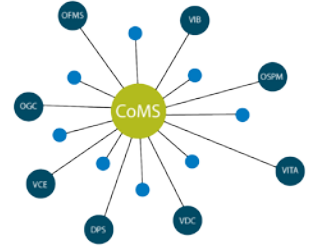
The surplus shopping program offers a number of important benefits to Virginia and Virginians:

- It saves money
- It conserves resources by stretching consumer buying power

Office of Surplus Property Management

The surplus shopping program offers a number of important benefits to Virginia and Virginians:

- It supports the Commonwealth's commitment to environmental responsibility by recycling manufactured goods and saving natural resources
- It offers a wide range of products that are as good as – if not better than – new products



Office of Graphic Communications (OGC) Department of General Services

Paris Ashton

Creative Director

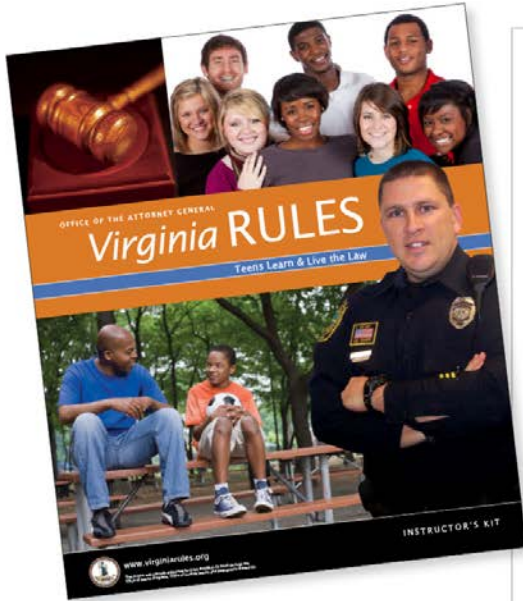
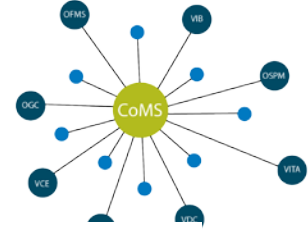
804-371-8359

paris.ashton@dgs.virginia.gov

Working with OGC Simplifies the Process

- Pre-qualified and experienced design staff
- Complete project management
- Wide range of services
- Cost saving recommendations
- No need to write a scope of work
- Eliminates need for competitive bids



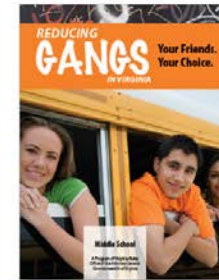


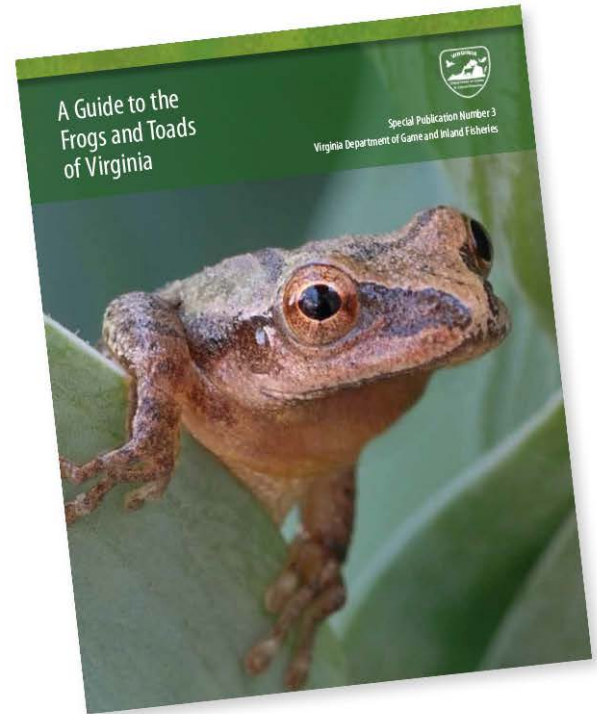
Customer: Office of the Attorney General

Project: Virginia Rules Program

Products: Visual identity, instructors kit, student handouts and workbooks, website development, marketing brochure and "How to Host a Camp" guide

Purpose: The purpose of Virginia Rules is to educate young Virginians about Virginia laws and help them develop skills needed to make sound decisions, to avoid breaking laws, and to become active citizens of their schools and communities.





Southern Chorus Frog / *Pseudis nigrita* (False brook – blackened)

Length (SVL): 0.75 to 1.25 inches

Identification: A small, light tan or gray frog with small toe pads and a dark brown stripe extending from the snout down each side. A white line runs along the lip. On the back are usually three rows of broken stripes or blotches. Belly is whitish. Although this species is primarily nocturnal, it occasionally is found during the daytime. Because the call and appearance are very similar, the Southern Chorus Frog is often misidentified as an Upland Chorus Frog.

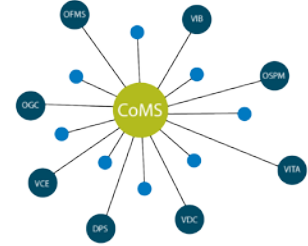
Habitat and breeding: Typically found in wet or moist meadows, ponds, or sinkholes in or at the edge of pine woods. This species is also occasionally found in powerline corridors and logged areas. Breeding primarily occurs from late winter to early spring, occasionally into May. Around 150 eggs are deposited in small clusters attached to vegetation. Tadpoles metamorphose in 40-60 days.

Call: The call has been described as a cold or tired sounding Upland Chorus Frog, but the individual pulses of the trill of the Southern Chorus Frog can be counted.

Note: This species was first discovered in Virginia in 2003.



Customer: Virginia Department of Game and Inland Fisheries
Project: Series of Guides to the Frogs, Turtles, Bats and Snakes of Virginia
Purpose: Comprehensive educational guides about the wide variety of species including close-up photography, descriptions, habitat, and maps.



The State Motor Fuel Program

Office of Fleet Management
Department of General Services

Vehicle Management Control Center (VMCC Program)

Office of Fleet Management
Department of General Services

Commonwealth Alternative Fuel Program

PROTECTING TAXPAYERS AND THE ENVIRONMENT

Office of Fleet Management
Department of General Services

Alternative Fuel

COMMONWEALTH ALTERNATIVE FUEL PROGRAM

Alternative Fuel Initiative

The 2011 Virginia General Assembly introduced and passed House Bill 2282, which called for a plan to be implemented that would replace state-owned and operated gasoline vehicles with alternative fuel vehicles, where practicable. A PFEA solicitation produced two contractors and two alternative fuels, Propane Autogas and Compressed Natural Gas (CNG).

Propane Autogas
Byproduct of natural gas processing and petroleum refining

High octane rating makes it an excellent choice for spark-ignited, internal combustion engines

Natural Gas
Drawn from wells and extracted in crude oil production

Good option for high mileage vehicles that are centrally-fueled and operated within a limited area

Statewide Pricing

Propane Autogas is priced per gallon using the Apex, N.C. terminal price, plus a fixed transportation cost and contractor's fee. The price is adjusted weekly.

Natural Gas is priced per gasoline gallon equivalent (GGE), using the direct fuel cost from the fuel source provider (NG Index Price) plus a compression fee. All prices are posted daily on the OFMS website; www.dgs.virginia.gov/fleet.

Office of Fleet Management
www.dgs.virginia.gov/fleet

Fueling Infrastructure

Propane Autogas fueling locations are growing statewide. Fueling infrastructure will be provided onsite, to a public entity, as a commitment of 20 propane vehicles or 5 propane buses, with approval.

Natural Gas fueling sites are currently located at Maury Street, Richmond and Old Ox Road near Dulles airport, with additional sites to be identified.

Vehicle Conversions

Contractors will provide EPA-certified, after-market vehicle conversion services for public entity vehicles. OEM alternative fuel vehicles are available for purchase on the eVA website.

Call today to learn how you can benefit from the Commonwealth Alternative Fuel Program.
(804) 367-4962

Customer: DGS Office of Fleet Management Services

Products: Vehicle Management Control Center (VMCC), Motor Fuel and Alternative Fuel Program Brochures

Purpose: To encourage managers of government fleet operations to partner with DGS to save time and money by streamlining services.

- Registered eVA vendor
- \$85 per hour fee for all services
- Works with eVA and SBSD registered vendors
- Archives all projects

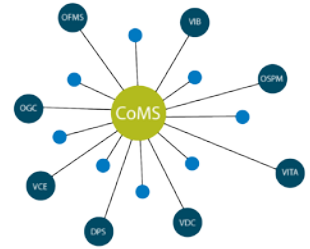
Paris Ashton

Director

804-371-8359

paris.ashton@dgs.virginia.gov





Virginia Distribution Center (VDC)

Department of General Services

Andy Repak

Director

804-328-3233

Andy.Repak@dgs.virginia.gov

Mission

The VDC is dedicated to providing customers with the highest quality services and products 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 1,100 products which includes:
 - ▶ staple foods,
 - ▶ frozen foods,
 - ▶ janitorial supplies,
 - ▶ paper & plastic products,
 - ▶ safety supplies, and
 - ▶ other select items

How We Achieve Savings

- ▶ Bulk Buying (full truck loads)
- ▶ Efficient Freight
- ▶ Quality Assurance

How We Achieve Savings

- ▶ Bulk Buying (full truck loads)



- ▶ Efficient Freight
- ▶ Quality Assurance

How We Achieve Savings

- ▶ Bulk Buying (full truck loads)
- ▶ Efficient Freight



- ▶ Quality Assurance

Quality Assurance Program

- ▶ 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



Quality Assurance Program



Quality Assurance Program



Industrial Kitchen Equipment

Quality Assurance Program



Hardness Tester



Drying Oven

Customer Meetings

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

Contact Information

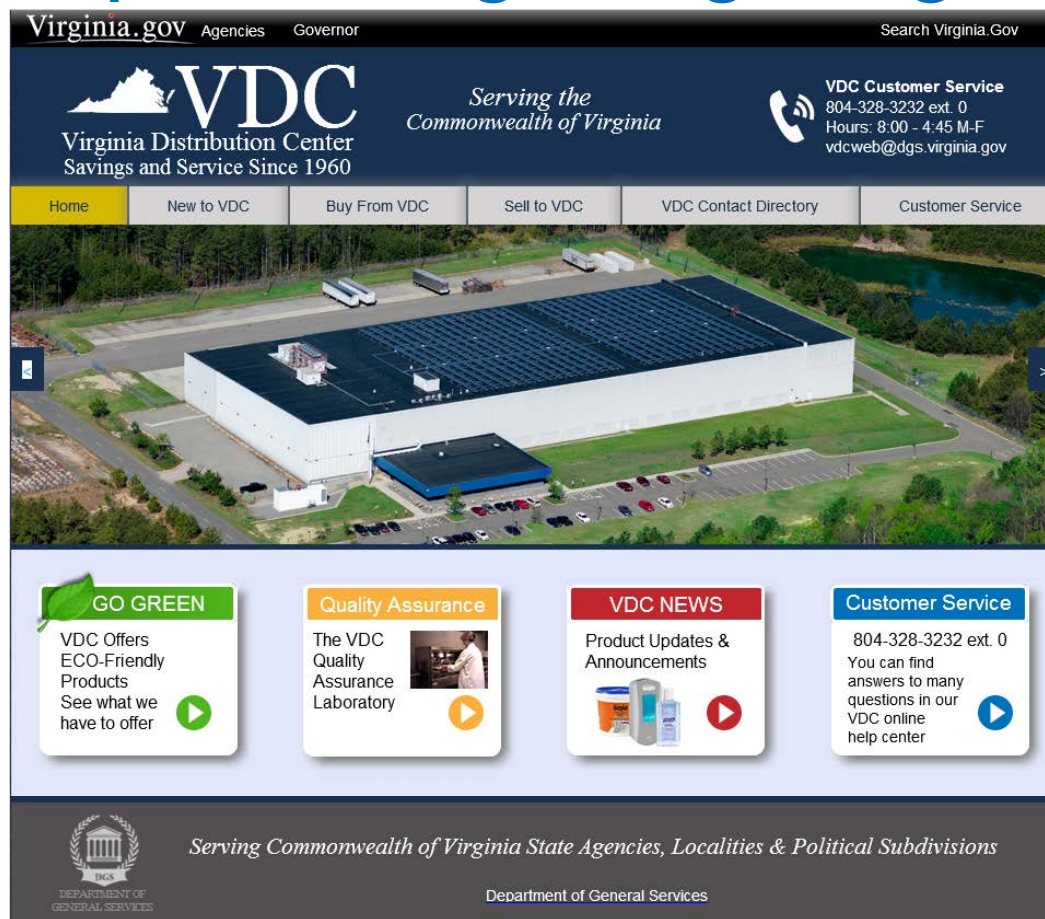
VDCWeb@dgs.virginia.gov

804-328-3232 ext. 0

@VDCvirginia

VDC Home Page/Website

<http://vdc.dgs.virginia.gov>



The screenshot shows the VDC Home Page/Website. At the top, there is a navigation bar with "Virginia.gov", "Agencies", "Governor", and "Search Virginia.Gov". Below this is the VDC logo, which includes a map of Virginia and the text "VDC Virginia Distribution Center Savings and Service Since 1960". To the right of the logo is the tagline "Serving the Commonwealth of Virginia" and a phone icon with the text "VDC Customer Service 804-328-3232 ext. 0 Hours: 8:00 - 4:45 M-F vdcweb@dgs.virginia.gov". Below the logo and tagline is a horizontal menu with six items: "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 warehouse building with a dark roof, surrounded by greenery and a parking lot. Below the photograph are four promotional boxes: "GO GREEN" (VDC Offers ECO-Friendly Products), "Quality Assurance" (The VDC Quality Assurance Laboratory), "VDC NEWS" (Product Updates & Announcements), and "Customer Service" (804-328-3232 ext. 0). At the bottom of the page, there is a footer with the DGS logo, the text "Serving Commonwealth of Virginia State Agencies, Localities & Political Subdivisions", and "Department of General Services".



Serving Commonwealth of Virginia State Agencies, Localities & Political Subdivisions

Department of General Services

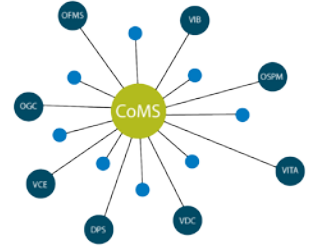


FORUM 2016

Savings To Our Customers

Over \$238 Million in Savings Since FY 2000

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



The Division of Purchases and Supply Department of General Services

Sandra Gill

Director of Policy, Consulting and Review

804-786-1600

Sandra.Gill@dgs.virginia.gov

Division of Purchases and Supply

Procurement

Over 400 contracts - **Mandatory** and Optional Agency Procurements above their delegation
Approval to Utilize Cooperatives
Approval of Sole Sources
Concurrence on VCE Waivers
Exemption Requests

Business Services

Flag store – American, State, and POW



Division of Purchases and Supply

Policy, Consulting and Review

Policy - APSPM and Vendor Manual

Compliance - Procurement Management Reviews

Agency Delegation

eVA

Future Procurements

Requisitioning and Purchase Orders

Receiving of Goods and Services

Quick Quote

Public Postings

eVA Dashboard reporting



Division of Purchases and Supply

Virginia Institute of Procurement

Virginia Contracting Associate (VCA)

Virginia Contracting Officer (VCO)

Virginia Contracting Master (VCM)

Annual Procurement Forum & other Classes

Virginia Distribution Center

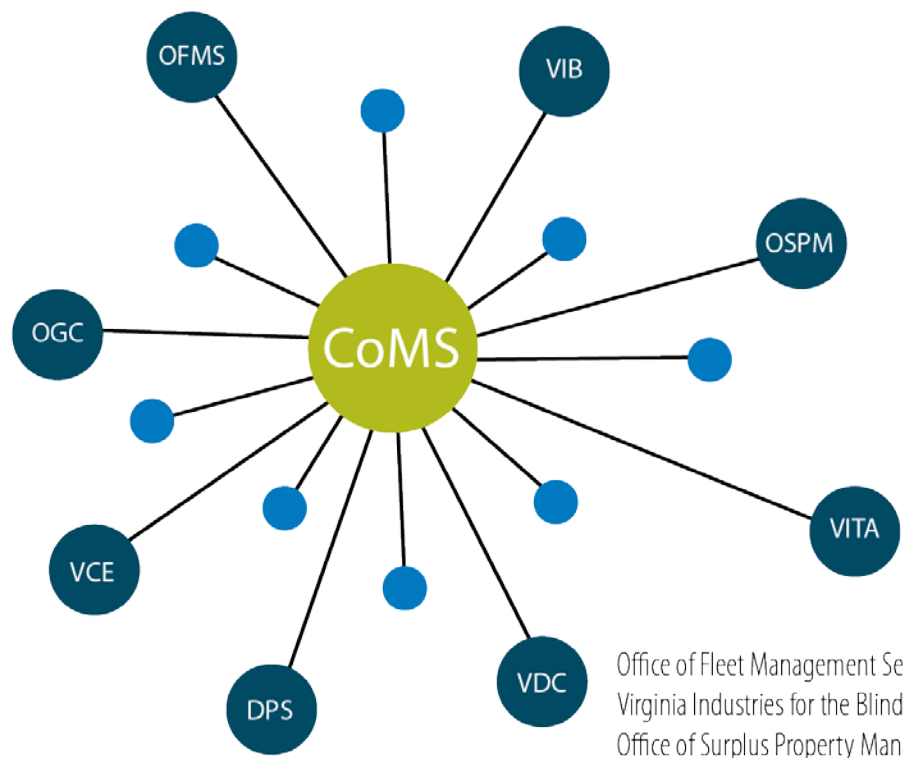
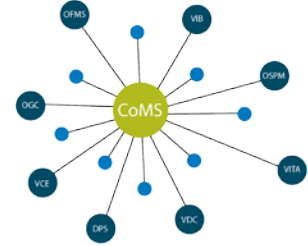




Questions & Answers



Council On Mandatory Sources (CoMS)



- Office of Fleet Management Services
- Virginia Industries for the Blind
- Office of Surplus Property Management
- Virginia Information Technologies Agency
- Virginia Distribution Center
- Division of Purchases and Supply
- Virginia Correctional Enterprises
- Office of Graphic Communications