Getting Your SWaM (Numbers) On

Presented by
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Agenda

DSBSD Functional Areas

New Legislation

SWaM Spend Goals and FY16 Results

Opportunities

Partnership and Advocacy

Business Development and Outreach

Virginia Small Business Financing Authority

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Who is DSBSD?

Advocacy

Business Development and Outreach

Certification (SWaM and DBE)

Virginia Small Business Financing Authority

New Legislation

Historically Black Colleges and Universities - (HBCUs)

Employment Service Organizations – (ESOs)

Service Disabled Veterans – (SDVs)

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Historically Black Colleges and Universities

- Virginia has five HBCUs
- Hampton University is the first to become certified as an HBCU under the new legislation
- The HBCUs are classified as minority businesses under the SWaM Program

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Employment Service Organizations

- There are currently 64 ESOs that are eligible to apply for certification
- There are eight ESOs certified under the new legislation
- Chapter 2 of the APSPM
  - Exempt from competition
    - Acceptable Quality
    - Timeframes Appropriate
    - Not supplied by VCE or VIB
  - Within 10% of Fair Market Value

Organization Name	Expiration Date	Certification number
Goodwill Industries of the Valleys, Inc.	11/14/2017	ESO-001
The Greater Richmond ARC	6/30/2018	ESO-003
MVLE, Inc.	5/31/2019	ESO-004
VersAbility Resources Inc.	6/30/2018	ESO-005
Every Citizen Has Opportunities, Inc.	11/30/2017	ESO-008
NW Works, Inc.	6/30/2017	ESO-009
Eggleston Services, Inc	9/30/2016	ESO-010
Didlake, Inc	6/30/2017	ESO-011

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Service Disabled Veterans

The new legislation calls for all agencies to spend 3% of their technology spend with Service Disabled Veterans

DSBSD has been working with VITA to identify opportunities to get more SDVs in the vendor pool to assist with implementation

Currently 154 SDVs

To qualify for SDV status the company must be small as well

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Impact to SWaM Spend Goals

The aspirational spend goal for the Commonwealth is still 42%

These new designations will now be included and count toward your agency spend goals along with Micro, Small, Woman and Minority owned companies that are certified by DSBSD

Now included in agency SWaM Plans

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SWaM Initiative vs. Procurement Policy

SWaM Initiative

- Serves to support disadvantaged businesses and allow them to compete more effectively for Commonwealth contracting opportunities
- Supports economic growth by creating jobs and revenue

Procurement Policy

- Race and gender neutral
- Has set-asides for micro-small and small businesses
- Allows for documentation when no micro or small business is available; other designations could be considered
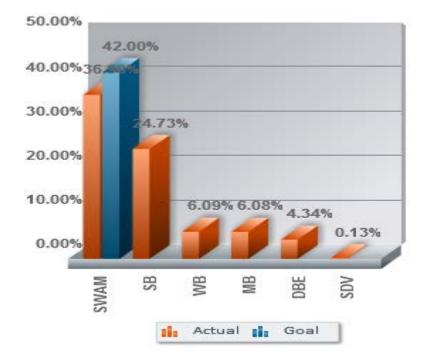
Why Small Businesses Matter?

Grandma's Bakery:

https://www.youtube.com/watch?v=BPUZA_C5suo

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FY16 SWaM Spend Results

SB	$ 1,612,160,340.94 (24.73%)
WB	$ 396,929,151.80 (6.09%)
MB	$ 396,240,457.36 (6.08%)
SWAM	$ 2,405,329,950.10 (36.90%)
DBE	$ 282,787,051.91 (4.34%)
SDV	$ 8,375,426.82 (0.13%)
Total	$ 6,518,995,431.01

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Technology Opportunities

Modify the data capture capabilities of the SWaM Dashboard to capture spend with Micro, HBCUs, and ESOs

Modify the data capture for SDVs to capture the spend for technology procurements and/or allow for filtering capabilities

Create a SWaM Directory that is inclusive of all new categories

Evaluate the business rules and discretionary spend parameters

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Agency Feedback and Workgroup Opportunities

If you or someone from your agency is interested in participating in focus groups or workgroups designed around these topics please contact:

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Partnership

Buyers and SWaM Champions are on the front lines dealing with vendors everyday

You are an extension of our agency

We are working to develop better tools and provide assistance to support your efforts in implementing the SWaM initiative

Offering training opportunities and workshops to agency buyers

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Certification Backlog

We understand your need to have businesses certified more quickly

We have had success in reducing the SWaM certification backlog

2082 Applications – July 2016

1580 Applications – September 2016

1279 Applications – November 2016

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Business Development and Outreach

- Provide one on one counseling to our vendor community

- Staff our Virginia Business Information Center

- Host regional connect events to match buyers with suppliers

- Agencies will be assigned advocates

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Business Development
Interise Program

136 businesses attended informational session

Virginia is the first to implement a statewide program

Development of Tier I companies

Inaugural class 16 businesses

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Virginia Small Business and Financing Authority

Small Business Investment Grant - $1,000,000

Small Business Jobs Grant - $629,981

SWaM Microloan Program

Cash Collateral Program

Economic Development Loan Program

Child Care Loan Program

Q&A

Any questions?

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