



eProcurement in Virginia

**Leveraging eVA Reports
Data & Transparency**

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eVA Functions & Tools

➤ **eMall**

- Purchase Requisition/Electronic Orders
- Receiving
- Custom Approval Flow
- Catalog Marketplace
- Business Electronic Forms (e-Forms)

➤ **Reporting & Analytics**

- Ad'hoc reporting
- Custom reports
- Custom dashboards

➤ **Sourcing & Contracting**

- Solicitations
- Public Posting
- Vendor Maintenance
- Contract Management

➤ **Interface/Integration**

- Purchase Order/Receipt/Vendor

#1 Nationally Leading “Best-of-Breed” Integrated eProcurement Solution



Transparency & Accountability

- Capture roughly 90+% discretionary spend
 - 690,000+ Purchase Orders in FY16
 - \$6.4 Billion Spent in FY16

- One Source for.....
 - Public posting of all solicitation activity
 - Access to policy documents & manuals
 - Public reports

- Customized Purchasing Data for Secretariat/Agency/Districts
 - APA Datapoint
 - Data.Virginia.Gov



Transparency & Accountability

Buyer

- Spend management
 - Analysis by
 - Vendor
 - Commodity Item
 - Contract
- SWaM Utilization
 - Agency/Dept/Div/Unit/
 - Individual
- Break down by
 - Week/Month/Quarter/FY

Vendor

- Publicly accessible
- Research
 - Who
 - What
 - How often (frequency)
 - Where
 - Quantity/Dollars
 - How – contract spend vs. one time purchase



It all begins with.....

DATA



Legislative requirements for transparency

- Dashboard of expenditures (§ 2.2-4310.3.)
- Govt to Govt Transactions (§ 2.2-614.4)
- Real Estate – Subscription (§ 2.2-1156)
- Purchase Order & Payment Portal (§ 2.2-1115.1)



Data – Enables Oversight

- Contract Management
- Reporting (scheduled) – *Do you have scheduling?*
- 30/60/90 Contract list
- General Assembly Portal (§ 2.2-4310.3.)
- Purchase Order & Payment Portal (§ 2.2-1115.1)



Examples of Scheduled Reports

- Quick Quotes issued last week
- Solicitations Published last quarter
- Requisition to Order – Approval Times
- Spend Reports
- Receiving Reports



Data – Creates Leverage

- Trends and Forecasting
- Savings / Cost Avoidance
- Value
- Resources



Quick Quote Savings

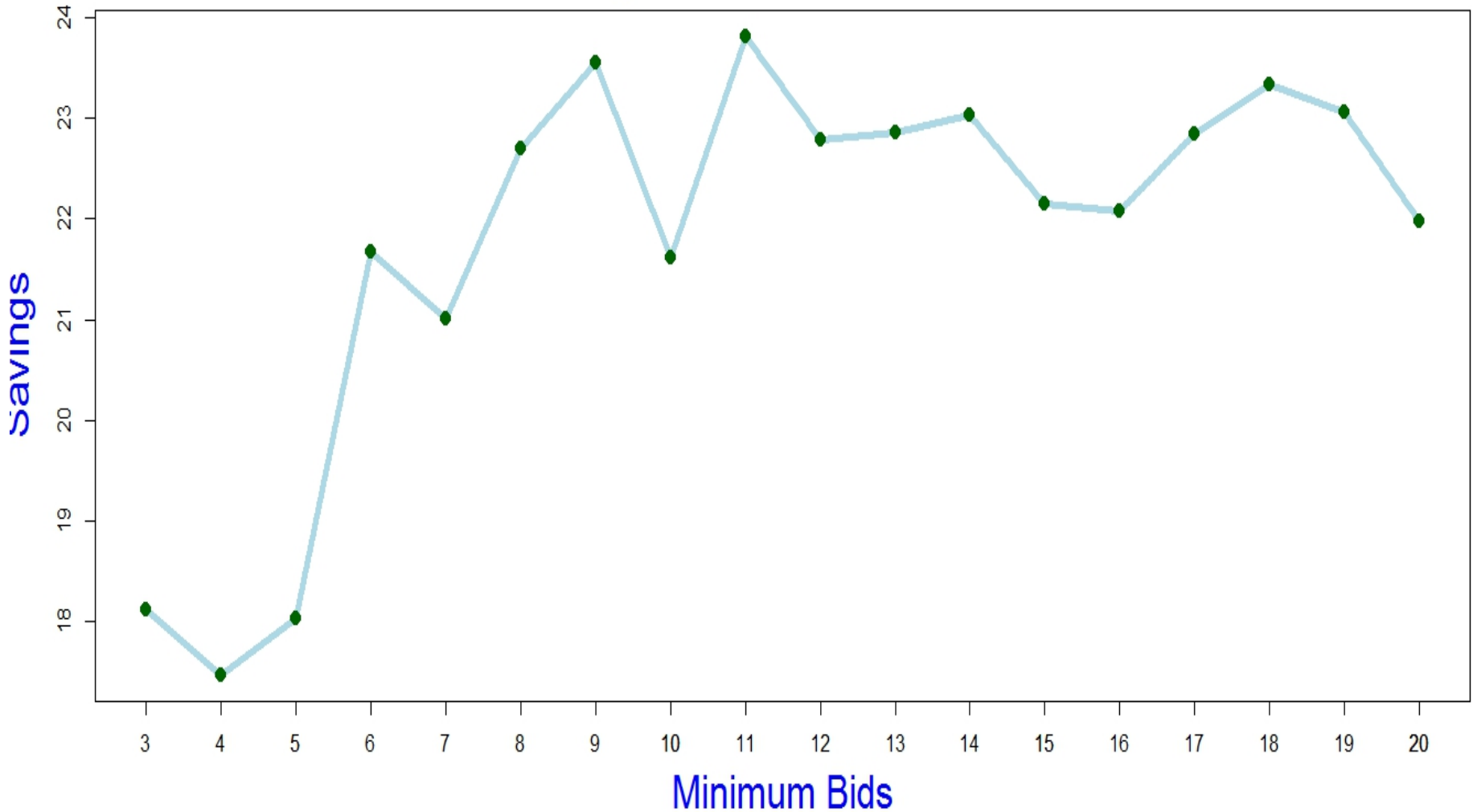
DPS has analyzed the FY14, FY15, and FY16 Quick Quote (QQ) Data.

- Using QQ functionality there is a savings of 9%
- The more responses the more savings
 - For example - DGS saved 12% and \$20,000 dollars in July by issuing 10 QQ's that had 40 responses.



Quick Quote Savings

Savings as Bids Increase





- Procure to Pay Transparency
- Contract Management
 - Entity Specific Contract List
 - 30/60/90/120 Report
 - Spend Against Contracts
- Legislative Dashboard



Procure to Pay

- Any Agency with their own financial system – Reach out to your Account Executive
- Will require your agency to provide us with a file from your agency ERP. There are several data elements required but the required one is the purchase order number.
- Cardinal Agencies – We will be working with DOA to evaluate the opportunity



Leverage eVA!

- Participate in procure to Pay
- Use scheduled reports to evaluate spend to
 - Self vs. State entered and Ad-HOC vendors
 - Approval Times
- Use Contract Management
- Work with us to show the value of procurement at your agency – QQ Cost avoidance.