



# Networking Luncheon

Lisa D'Ambrosio-Irons, Chairman  
Access National Bank  
July 18, 2017

# Phones

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## Facebook

- Falls Church Chamber Page
  - Like it
  - Review the Chamber
- FC Members Forum Group
  - Join it
  - Post questions, comments, event information



Turn off volume!

# Thank You 2017 Sponsors!

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## Partner Plus

- First Ever!
- Annual Sponsor
- Mini-Golf Event and Food Sponsor



# Thank You to 2017 Sponsors!

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## Partners



# Thank You 2017 Sponsors!

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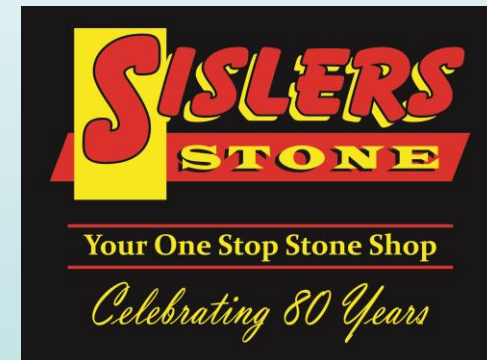
## More Partners



# Thank You 2017 Sponsors!

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## Gold Level



# Thank You 2017 Sponsors!

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## Silver Level



## Bronze Level

- Dougherty DDS
- Fairview Park Marriott
- Oshinsky Family Limited Partnership
- Pearson Square
- Tax Analysts

# Thank You

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- Younis and the Italian Café Team
- Brenda Schrier of Brenda Schrier Photography
- Alisa Rabinovich and Mark Fedorchak from Galleria Florist





# Upcoming Events

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## July Culture, Diversity, Inclusion Mixer

- Tuesday, July 25, 5:30 – 7 pm
- Best Western, 6633 Arlington Boulevard
- Co-Sponsored by the Arab American Business Council
- Food from Hospitality Solutions and Local Restaurants

## FCNP Summer Party & Mixer

- Thursday, July 27, 5:30 – 7:30 pm
- Falls Church News-Press
- Food from Ledo Pizza
- Jazz duo Huck & Friend

# Upcoming Events

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## August Events

- Networking Breakfast – August 10, Original Pancake House
- Networking Luncheon – August 15, Eden Center Outing

## September Events

- Regularly Scheduled Monthly Events
- Taste of Falls Church at the Fall Festival – Sat, Sept 16
- Mini-Golf Family Fun Night – Sept 26 or Oct 3, TBD

*More info on these events will be in our Weekly E-Newsletter and at [FallsChurchChamber.org](http://FallsChurchChamber.org)*



# Self Introductions

Please include if you are a:

- New Member
- Sponsor
- Board Member
- Committee Member



# Presentation

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## Chris Tran Ley

- Business Services Manager for the VA Dept. of Small Business & Supplier Diversity since June 2016.
- Coordinator of the Entrepreneur Express seminars the Chamber co-sponsors with the FC City Economic Development Office.
- Previously served as Director of Business Development for Asian Marketing Services, a small women-owned marketing company.
- She started two new successful small business training programs at Northern Virginia Community College: the SWaM program and the Entrepreneur Roadmap program.
- She was a marketing consultant at the Business Development Assistance Group, a non-profit organization dedicated to helping minority business owners.

FC Chamber Networking  
Luncheon, July 18, 2017



# *Virginia Department of Small Business and Supplier Diversity (SBSD)*

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## *Selling to the Commonwealth eVA and SWaM*



# *Virginia Department of Small Business and Supplier Diversity (SBSD)*

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## *Our mission*

*To promote access to the Commonwealth of Virginia's  
contracting opportunities and ensure fairness in the  
procurement process.*



# *Virginia Department of Small Business and Supplier Diversity (SBSD)*

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## *Our goals*

- *increase the number of certified businesses in the Commonwealth*
- *increase the total dollars allocated to SWaM vendors as a percentage of all discretionary spend or contract dollars.*



## ***Selling to the Commonwealth***

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***Step 1:***

***Register on eVA***



## What is eVA?

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*The tool used by the  
Commonwealth  
for all  
purchasing activity.*



*245+ state agencies,  
colleges &  
universities*

*770+ local  
governments*



*Announce **bidding** opportunities*

*Get **quotes***

*Place **orders** for goods/services*

*13,000+ eVA Users*

*Get Registered - [www.eVA.virginia.gov](http://www.eVA.virginia.gov)*



[I BUY FOR VIRGINIA](#) [I SELL TO VIRGINIA](#) [TRANSPARENCY](#) [CUSTOMER CARE](#) [BILLING](#)

[BUYER LOGIN](#) [VENDOR LOGIN](#) [Log Out](#) [Register](#)

Register to eVA

Check out the pre-qualified vendors list (PVL) for Consulting services up to 100K E194-73526 [VIEW](#)

You can make eVA run more efficiently by adjusting your [Account Settings](#)

[eVA Customer Care: 1-800-389-7381](#)  
[Online Customer Care: \[http://www.eVA.virginia.gov/Help\]\(#\)](#)

76 Bid/Ask Orders 564 Bid/Ask Speed  
244 Awarded 370 Local Public Bodies 13700 Users 96488 Vendors 983 Catalogs

**Purchasing Tools**


- Statewide Contracts
- Solicitations Quick Quote & Awards
- Future Procurements Government to Government Services
- Procurement Transparency Reports
- Small, Woman & Minority Owned (SWaM)

# Get Registered

[I BUY FOR VIRGINIA](#) [I SELL TO VIRGINIA](#) [TRANSPARENCY](#) [CUSTOMER CARE](#) [BILLING](#)

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[eVA Home](#) > [I Sell to Virginia](#)

[eVA Vendors](#)  [Virginia Business Opportunities](#)  [eVA Vendor Training](#)

### Selling to the Commonwealth

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#### What is eVA

Learn about Virginia's procurement marketplace where all of Virginia State Agencies, Colleges and Universities, as well as many Local Governments, post bidding opportunities, get quotes and place orders for goods and services.

Register to become a Vendor in eVA

How to join. eVA Vendor registration gives you access to many free services and even including automated placement on bidders list and email/fax notifications for business opportunities with Virginia State Agencies, Colleges and Universities, as well as many Local Governments.

#### Purchasing Rules - the Vendors Manual

Commonwealth purchasing rules distinguish small dollar from large dollar purchases.

### Tools

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#### eVA Vendor Training

Access "How-to" guides and training videos on:

- Becoming an eVA Registered Vendor
- Finding Business - Solicitations
- Using Quick Quote - Online Bidding Tool
- Vendor Account Maintenance & more
- Finding Credit Card Numbers on Orders

#### Vendor Account Maintenance

**IMPORTANT!** Don't miss potential business...help Buyers find you by periodically reviewing your account to ensure it reflects your business most up-to-date contact information and notification preferences. Our "how-to" videos will walk you step-by-step through updating your eVA Vendor account, from changing your commodity codes to adding a new

## Get Registered

[I BUY FOR VIRGINIA](#) [I SELL TO VIRGINIA](#) [TRANSPARENCY](#) [CUSTOMER CARE](#) [BILLING](#)

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eVA Home » Registration for Buyers and Vendors

### eVA Registration

#### Buyers

eVA provides tools for every aspect of conducting a procurement. Registration, Approvals, Sourcing, Orders, Contracts, etc.

**State Agencies, Colleges and Universities**

**Contact your procurement office to request a login**

**Local Government** [Get More Information Here](#)  
Cities, Towns, Counties, Community Service Boards, Authorities, Public Schools and all other Public Bodies are welcome to leverage eVA's electronic procurement tools, free training and support.

#### Vendors

eVA gives your company easy access to tools that will make doing business with the Commonwealth efficient and save you money.

**REGISTER**

[Step by Step Registration - Vendor Guide](#) [Watch Now](#)  
[Brief Registration How To](#) video [Watch Now](#)

Need a DUNS number? For quick results call 866-725-5711 to obtain your Free Duns number. Or [click here](#) for online service.

- [Look up your Commodity Codes](#)
- [SBA Certification Information](#)

Registration is not considered complete unless a Commonwealth of Virginia Substitute W-9 is received, and payments for goods or services may be impacted without a properly executed Commonwealth of Virginia Substitute W-9. Get the W-9 form here:

[Commonwealth of Virginia Substitute W-9 Form](#)

[How To Add a New Location to your eVA Account](#) [Watch Now](#)

## ***Get Registered***

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### ***What you need to register...***

- ***Federal Tax Identification Number (TIN) – The 9 digit TIN or Social Security number that identifies your organization***
- ***DUNS number – Required for e-commerce. This free 9 digit number is issued by Dun & Bradstreet and identifies unique locations within a given company***
- ***Addresses and Contact information***
- ***Commodity Codes & Service Areas***



## Find Your Commodity Codes Using the NIGP Look Up Tool



# NIGP Look Up Tool

**NIGP Codes**

NIGP Code Starting With:  Please enter a NIGP Code or leave blank!

Search Description:

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

[Can't find your Code? Click here to use our Advanced Search tool](#)

[Download NIGP Code Book in Adobe .pdf format](#)

 **Need more help?**

[100th Lesson](#) [The Basics](#)

Class	Description
0000	ABRASIVES
0000	ABRASIVES
00005	Abrasive Equipment and Tools
00014	Abrasives, Coated Cloth, Fiber, Sandpaper, etc.
00021	Abrasives, Sandblasting, Metal
00026	Abrasives, Sandblasting (Other than Metal)
00042	Abrasives, Solid Wheels, Stones, etc.
00056	Abrasives, Tumbling (Wheel)
00063	Grinding and Polishing Compounds, Carbonium, Diamond, etc. (For Valve Grinding Compounds See Class 875)

...ALS, BRSL, PAPER, ETC.

## Commodity Codes

- Describe your products/services
- Tell eVA Buyers what you sell
- Match you with bid opportunities

## *Need Help?*

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*With eVA ...*

*eVA Customer Care 1-866-289-7367*

*or*

*eVACustomerCare@dgs.virginia.gov*

*Online [www.eVA.virginia.gov](http://www.eVA.virginia.gov)*

- *eVA Order Terms*
- *Vendor Manual*
- *Vendor Resources*
- *Tutorials & More!*



## Selling to the Commonwealth

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With eVA.....

### Step 2:

**Get Certified**

eVA Customer Care 1-866-237-7247  
or  
eVACustomerCare@spg.virginia.gov

Online [www.eVA.virginia.gov](http://www.eVA.virginia.gov)

or eVA Order Forms

or Vendor Manual

or Vendor Registration

or Purchasing Manual

# Small, Women-owned and Minority-owned (SWaM) Certification

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## Small Business

*At least 51% owned and controlled by one or more individuals who are U.S. citizens or legal resident aliens and together with its affiliates*

- *No more than 250 employees*

**OR**

- *No more than \$10 Million in gross receipts averaged over the 3-year period prior to certification application.*

# Small, Women-owned and Minority-owned (SWaM) Certification

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## Micro Business

*A certified Small Business under the SWaM Program*

➤ *No more than 25 employees*

**AND**

➤ *No more than \$3 Million in average annual revenue over the 3-year period prior to certification application.*



## *Small, Women-owned and Minority-owned (SWaM) Certification*

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### *Women-Owned Business*

*At least 51% owned and controlled by one or more women who are U.S. citizens or legal resident aliens*

### *Minority-Owned Business*

*At least 51% owned and controlled by one or more minorities who are U.S. citizens or legal resident aliens*



# Small, Women-owned and Minority-owned (SWaM) Certification

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## Service-Disabled Veteran

*A business that has been approved in the Service-Disabled, Veteran-Owned Small Business Program (SDVOSB) by the Virginia Department of Veterans Services*

## ESO

*An organization that provides community-based employment services to individuals with disabilities that is an approved Commission on Accreditation of Rehabilitation Facilities (CARF) accredited vendor of the Department for Aging and Rehabilitative Services.*



## *The SWaM Application Process*

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- 1. Go to: <https://certification-app.sbsd.virginia.gov/>*
- 2. Create a user account then log in*
- 3. Complete the online application for SWaM certification.*
- 4. Upload required documents*
- 5. Submit*



## *The SWaM Application Process*

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*Standard 60 BUSINESS days for processing once the application is complete.*

*Certification is good for 5 years.*

## ***Selling to the Commonwealth***

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✓ ***Register on eVA***

✓ ***Get Certified***





# ***Virginia Department of Small Business and Supplier Diversity (SBSD)***

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## ***Contact:***

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***[www.sbsd.virginia.gov](http://www.sbsd.virginia.gov)***



# Thank You!

## Raffle

