Networking Luncheon

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

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!

Partner Plus

• First Ever!
• Annual Sponsor
• Mini-Golf Event and Food Sponsor
Thank You to 2017 Sponsors!

Partners

Burke & Herbert Bank
At Your Service Since 1852

Diener & Associates
Certified Public Accountants

Falls Church News-Press
Thank You 2017 Sponsors!

More Partners

FC Chamber Networking Luncheon, July 18, 2017
Thank You 2017 Sponsors!

Gold Level

ACCESS NATIONAL BANK
The Difference is Access.

Beyer Automotive Group

Beyer Subaru

Beyer Land Rover

Beyer Volkswagen

Hilton Garden Inn
Falls Church

Sisler's Stone
Your One Stop Stone Shop
Celebrating 80 Years

FC Chamber Networking Luncheon, July 18, 2017
Thank You 2017 Sponsors!

Silver Level

- FCC TV
- June Beyer Art
- RCN

Bronze Level

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

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

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

FC Chamber Networking Luncheon, July 18, 2017
Upcoming Events

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
Self Introductions

Please include if you are a:

- New Member
- Sponsor
- Board Member
- Committee Member
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.
Virginia Department of Small Business and Supplier Diversity (SBSD)

Selling to the Commonwealth
eVA and SWaM

www.sbsd.virginia.gov
Virginia Department of Small Business and Supplier Diversity (SBSD)

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)

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

Step 1:

Register on eVA
What is eVA?

The tool used by the Commonwealth for all purchasing activity.

- Announce bidding opportunities
- Get quotes
- Place orders for goods/services

- 245+ state agencies, colleges & universities
- 770+ local governments
- 13,000+ eVA Users

www.sbsd.virginia.gov
Get Registered - www.eVA.virginia.gov
Get Registered

Register to become a Vendor in eVA

To join, eVA Vendor registration provides access to many free services and tools including automated placement on bidders list and email/letter 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:

www.sbsd.virginia.gov
Get Registered

eVA Registration

Buyers

eVA provides tools for every aspect of conducting a procurement: Requisition, 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.

Step by Step Registration Quick Start: Click here for Registration How-To video: Watch Now

Need a DUNS number? For quick results call 866-725-5771 to obtain your Free Duns number. Or click here for online service:

- Look up your Commodity Codes
- EVA 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

www.sbsd.virginia.gov
Get Registered

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**

www.sbsd.virginia.gov
Find Your Commodity Codes Using the NIGP Look Up Tool

Access from the bottom of eVA website homepage

www.sbsd.virginia.gov
NIGP Look Up Tool

Commodity Codes
• Describe your products/services
• Tell eVA Buyers what you sell
• Match you with bid opportunities

www.sbsd.virginia.gov
Need Help?

With eVA ...

eVA Customer Care 1-866-289-7367

or

eVACustomerCare@dgs.virginia.gov

Online www.eVA.virginia.gov

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

www.sbsd.virginia.gov
Selling to the Commonwealth

Step 2: Get Certified

Online www.cva.virginia.gov
- cVA Order Terms
- Vendor Manual
- Vendor Payments
- Turnover & Market

www.sbsd.virginia.gov
Small, Women-owned and Minority-owned (SWaM) Certification

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.

www.sbsd.virginia.gov
Small, Women-owned and Minority-owned (SWaM) Certification

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

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

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

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

www.sbsd.virginia.gov
The SWaM Application Process

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

Certification is good for 5 years.
Selling to the Commonwealth

- ✔ Register on eVA
- ✔ Get Certified

www.sbsd.virginia.gov
Virginia Department of Small Business and Supplier Diversity (SBSD)

Contact:

Chris Tran Ley
Business Services Manager, Northern Virginia
(804) 212-4647
chris.ley@sbsd.virginia.gov
www.sbsd.virginia.gov
Thank You!

Raffle