



The following documentation is an electronically-submitted vendor response to an advertised solicitation from the *West Virginia Purchasing Bulletin* within the Vendor Self-Service portal at ***wvOASIS.gov***. As part of the State of West Virginia's procurement process, and to maintain the transparency of the bid-opening process, this documentation submitted online is publicly posted by the West Virginia Purchasing Division at ***WVPurchasing.gov*** with any other vendor responses to this solicitation submitted to the Purchasing Division in hard copy format.



Header 1

List View

General Information

Contact

Default Values

Discount

Document Information

Clarification Request

Procurement Folder: 2044959

Procurement Type: Central Master Agreement

Vendor ID: VS0000018634



Legal Name: DATA INTEGRATORS INC

Alias/DBA:

Total Bid: \$616,800.00

Response Date: 09/03/2026



Response Time: 9:36

Responded By User ID: mrthornton



First Name: Meghan

Last Name: Williams

Email: mwilliams@dataintegrators

Phone: 5407529740

SO Doc Code: CRFQ

SO Dept: 0702

SO Doc ID: TAX2700000001

Published Date: 8/26/26

Close Date: 9/3/26

Close Time: 13:30

Status: Closed

Solicitation Description: Printing and mailing of MV-1 Motor Vehicle Property letters.

Total of Header Attachments: 1

Total of All Attachments: 1



Department of Administration
Purchasing Division
2019 Washington Street East
Post Office Box 50130
Charleston, WV 25305-0130

State of West Virginia
Solicitation Response

Proc Folder: 2044959
Solicitation Description: Printing and mailing of MV-1 Motor Vehicle Property letters.
Proc Type: Central Master Agreement

Solicitation Closes	Solicitation Response	Version
2026-09-03 13:30	SR 0702 ESR09032600000001690	1

VENDOR
VS0000018634
DATA INTEGRATORS INC

Solicitation Number: CRFQ 0702 TAX2700000001
Total Bid: 616800
Response Date: 2026-09-03
Response Time: 09:36:20
Comments:

FOR INFORMATION CONTACT THE BUYER
Brandon L Barr
304-558-2652
brandon.l.barr@wv.gov

Vendor Signature X	FEIN#	DATE
---------------------------	--------------	-------------

All offers subject to all terms and conditions contained in this solicitation

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Printing and mailing of MV-1 Motor Vehicle Property letters	0.00000			616800.00

Comm Code	Manufacturer	Specification	Model #
82121500			

Commodity Line Comments: Includes postage pricing sheet in attachments

Extended Description:

Printing of MV-1 Motor Vehicle Property Tax Adjust Credit



DataIntegrators

Request for Quote

CRFQ 0702 TAX2700000001

Printing and mailing of MV-1 Motor Vehicle Property Letters

Issuing Agency: Department of Administration Purchasing Division

Issue Date: August 19th, 2026

Due Date / Time: September 3, 2026, 1:30 PM

Contact: Brandon L. Barr, Buyer

Email Address: brandon.l.barr@wv.gov

Phone: 304-558-2652

Fax: 304-558-3970

Department of Administration

Purchasing Division

2019 Washington St. E.

Charleston, West Virginia 25305-0130

Data Integrators, Inc.

1190 International Parkway, Suite 109

Fredericksburg, VA 22406

Contact: Robert Denton, President

Email: bdenton@dataintegrators.com

Phone: 540-752-9740

Cell: 571-238-7633

Fax: 540-752-9794

Website: www.dataintegrators.com

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State of West Virginia
Centralized Request for Quote
Printing

Proc Folder: 2044959 Doc Description: Printing and mailing of MV-1 Motor Vehicle Property letters.			Reason for Modification: Addendum No. 1 published to provide answers to vendor question and provide examples - please see attached
Proc Type: Central Master Agreement			
Date Issued	Solicitation Closes	Solicitation No	Version
2026-08-26	2026-09-03 13:30	CRFQ 0702 TAX2700000001	2

BID CLERK
DEPARTMENT OF ADMINISTRATION
PURCHASING DIVISION
2019 WASHINGTON ST E
CHARLESTON WV 25305
US

Vendor Customer Code: VS0000018634		
Vendor Name : Data Integrators, Inc.		
Address : 1190 International Parkway, Suite 109		
Street : 1190 International Parkway, Suite 109		
City : Fredericksburg		
State : Virginia	Country : United States	Zip : 22406
Principal Contact : Robert Denton		
Vendor Contact Phone: 540-752-9740	Extension:	

Brandon L. Barr
304-558-2652
brandon.l.barr@wv.gov

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DATE 09-03-2026

Date Printed: Aug 26, 2026

Page: 1

FORM ID: WV-PRC-CRFQ-002 2020/05

Executive Summary

Data Integrators, Inc. has reviewed the contents of this RFQ and accepts all terms and conditions contained therein, with **no exceptions**.

Data Integrators has been in business for 26 years and is located in Fredericksburg, VA. We also maintain a disaster recovery site in Richmond, VA. The company employs twenty-nine professionals and generates approximately \$4.5 million in annual revenue. We are a certified **Veteran-Owned Small Business** and are SWaM certified (SWaM #655826). Our owner, Robert Denton, is a graduate of the **Veterans Institute for Procurement**, a program known for providing best-in-class business strategies and ethics in government contracting. We have also recently completed Virginia's **Scaling for Growth** program.

What sets us apart from our competitors is our specialization in handling sensitive correspondence that requires a high degree of confidentiality and precision. All employees undergo professional background checks, and our **Quality Control** procedures ensure 100% accountability of customer invoices and tax forms, from data submission to final delivery, providing complete transparency. We also have a current SOC 2 audit on file.

Our online system, **iControl**, offers customers full visibility from file upload through to USPS delivery. Upon submission, the customer receives confirmation of successful file transfer along with quality control details such as counts, total pages, postage, and billed amounts. A PDF of the invoice or letter is also provided for approval. Once approved, the job enters our production environment, which is accessible through the iControl dashboard. After mailing, the customer receives USPS confirmation and can track each piece until successful delivery.

iControl is available 24/7, with access restricted to the customer's designated representatives. Our experience is supported by state-of-the-art quality systems and document control barcodes, ensuring 100% mailing accuracy, guided by robust information security and operational policies.

Leading our team through implementation will be Nick Barke, a key member of our management team with over 20 years of experience in billing applications. His leadership will ensure a smooth and effective execution aligned with client expectations.

Thank you for the opportunity to respond.

Regards,

Data Integrators, Inc.

A handwritten signature in cursive script that reads "Robert Denton".

Bob Denton, President

Experience and References

Reference List

Data Integrators, Inc. has over two decades of experience delivering comprehensive printing and mailing services for a wide variety of invoices and notices, including utility bills, tax statements, assessments, and judicial correspondence.

Reference 1: West Virginia Division of Motor Vehicles

Address: 5707 MacCorkle Avenue, S.E., Charleston, W.V. 25317

Contact: Steve Monroe

Phone: 304-926-3852

Email: Steven.e.monroe@wv.gov

Contract Term: 2019 – 2024

Services: Vehicle Registrations

Volume: Approximately 1.5 Million

Summary:

We print and mail approximately 1.5 million vehicle registrations per year.

Reference 2: Kentucky Department of Revenue (KYTC)

Address: 200 Metro Street, 5th Floor, Frankfort, KY 40622

Contact: Cathy Thompson (Division Director)

Phone: (502) 565-5117

Email: Cathy.Thompson@ky.gov

Contract Term: 2022 – Present

Services: Printing and Mailing of Tax Notices (Boats and Vehicles)

Volume: Approximately 10 million pieces annually

Summary:

We process monthly files ranging from 100,000 to 500,000 postcards, printing and mailing approximately 10 million tax notices annually for boats and vehicles. Turnaround time is typically one to two weeks.

Reference 3: Virginia Department of Taxation

Address: 600 East Main Street, Richmond, VA 23219

Contact: Heath Poole

Phone: (804) 371-0039

Email: health.pool@tax.virginia.gov

Contract Term: 2022 – Present

Services: Printing and Mailing of Tax Notices (1099G and 1099INT)

Volume: Approximately 500,000 pieces annually

Summary:

Data Integrators, Inc. prints and mails personalized 1099G and 1099INT tax notices,

including custom perforation and foreign mail services. Annual volumes range from 450,000 to 500,000 notices.

Reference 4: West Virginia Fire Marshal

Address: 4th Floor North, MacCorkle Ave. SE, Charleston, WV 25314

Contact: Kayla Bess Burns (Administrative Services Manager 1)

Phone: (304) 558-2191 ext. 20745

Email: Kayla.B.Burns@wv.gov

Contract Term: 2023 – Present

Services: Printing and Mailing of License Registrations

Volume: Approximately 30,000 pieces annually

Summary:

Our services for the West Virginia Fire Marshal include variable data printing, custom perforations, inserting, and mailing of approximately 30,000 license registrations annually.

Additional Relevant Experience

Data Integrators, Inc. specializes in seamless integration with client billing systems to enable secure, accurate, and efficient processing of complex print and mail jobs. Our facility features Canon i300 and Kyocera digital inkjet presses, supporting full-color printing and variable formats. We utilize advanced 2D barcode technology for intelligent insertion, ensuring precise accumulation of mixed set sizes into envelopes. Our team also manages USPS documentation, bin labeling, and barcoding to maximize postage savings and ensure compliance with postal regulations.

Qualifications of Staff

Robert Denton – President

Bob has over 40 years of experience in the printing and mailing industry. During the first 20 years of his career, he worked at Bell & Howell, a leading provider of hardware and software solutions for the industry. In that role, he collaborated closely with many of the industry's major government and commercial clients. After leaving Bell & Howell, Bob founded Data Integrators, Inc., recognizing a market need for a service bureau focused on low- to mid-volume customers. The company provides a wide range of services, including programming, data processing, laser printing, mailing, and fulfillment, as well as a full suite of Internet-based tools to support client needs.

Joseph Williams – Vice President of Operations

Joe has over 35 years of experience in the service bureau industry, specializing in printing and mailing operations. For the past 20 years, he served as General Manager at MDI Imaging & Mail, a full-service company specializing in printing, digital laser imaging, mailing, and fulfillment. Throughout his career, he has also held leadership roles as a Plant Manager, Operations Manager, Director of Manufacturing, and Vice President of Operations.

During his tenure, he improved on-time delivery performance and implemented process improvements that enhanced cost control and reduced waste. He oversaw all aspects of facility operations, including prepress, printing, bindery, inserting, and mailing. He also worked with the digital marketing department to integrate electronic delivery with traditional mail services.

Meghan Williams – Finance & Administration Manager

Meghan has over 12 years of experience in the printing and mailing industry, with a strong background in customer service, project coordination, and print production. She is a detail-oriented and professional customer service representative, recognized for her expertise in artwork layout, color schemes, and design, as well as her exceptional interpersonal, time management, and problem-solving skills.

Throughout her career, Meghan has led customer training, job coordination, proof approvals, estimate preparation, and vendor negotiations. She is proficient in QuickBooks and has managed postage reconciliation and invoicing, working closely with accounting teams to ensure financial accuracy and customer satisfaction.

Among her key accomplishments, Meghan oversees accounts receivable and payable, collaborating with customer service and IT teams to develop an internal billing and accountability program. Additionally, she successfully implemented a postage accounting system to track transactions totaling up to \$750,000, ensuring accurate and reliable financial reporting.

Nicholas Barke – Senior IT Manager

Nick has over 23 years of experience in the printing and mailing industry, with a strong focus on software and RDBMS development, as well as systems engineering. For the past 12 years, he has served as a successful project manager, leading all phases of complex technology initiatives.

His work spans a wide range of organizations, including the IRS, Pension Benefit Guaranty Corporation, Virginia Commonwealth University, American Water, and the City of Hopewell. These projects have involved everything from billing applications and database management to custom programming solutions tailored to client needs.

As a seasoned business consultant, Nick specializes in aligning technology solutions with strategic business goals to drive process improvements, enhance operational efficiency, and support bottom-line growth. He is a strong communicator with the ability to bridge the gap between technical, business, and financial stakeholders, ensuring alignment and understanding at all levels of a project.

Nick is proficient in both Agile and Waterfall project management methodologies and is well-known for his ability to lead large, cross-functional teams. His projects consistently deliver high-quality results, frequently meeting or exceeding timeline and budget goals while maintaining a strong focus on client satisfaction.

Matt Jones – Programmer

Matt has over 15 years of experience in the printing and mailing industry, having served in a variety of technical and client-facing roles. He began his career as a Digital Printer Operator, managing multiple Xerox production printers—both color and black-and-white. In this role, he developed proficiency with software tools such as Adobe Creative Suite, Anchor Software, and Transformer, and was responsible for adjusting contrast, layout, and color presentation to meet quality standards.

After earning a bachelor's degree in computer science from Old Dominion University (ODU), Matt was promoted to Programmer. In this position, he worked directly with clients on layout design, ensured compliance with postal regulations, and managed a variety of file formats to support complex print and mail projects.

Christopher Barke – Customer Service Manager

Christopher has been with Data Integrators for 4 years and will serve as your primary point of contact for all questions or concerns. He will provide guidance on any changes or issues related to your jobs, oversee service levels, and coordinate closely with the production team to ensure timely and high-quality delivery. This role requires strong communication skills, effective problem-solving abilities, and comprehensive product knowledge within a print production environment.

Laura Juarez-Cruz – Production Manager

With 10 years of experience, she serves as Production Manager, overseeing warehouse operations to ensure efficiency, organization, and a smooth workflow. She is responsible

for quality assurance, maintaining high production standards, and ensuring that products consistently meet company and client expectations.

Phil Leonhardt – Graphic Designer

Phil has 20 years of experience in graphic design, working in both print and digital media. Some of his recent projects include the distribution of Open Enrollment and Regulatory Health Benefits materials for State of Maryland employees and retirees, including the 85-page Benefits Guide, enrollment forms, and collateral materials, where he played a key role in ensuring ADA compliance. He also designed and produced materials for DC Government retirees, including Benefits Guides, postcards, enrollment forms, and brochures. Additionally, he produced the DC Retirement Board's Annual Comprehensive Financial Report, perfect-bound for professional presentation.

Quality Assurance Plan

Implementation

Scope and Requirements - Project Requirements Document

We believe that a successful project begins with a clear, collaborative foundation. The Project Requirements Document (PRD) is the blueprint that 34 defines how your project will be executed, ensuring expectations are fully understood and agreed upon before work begins.

Purpose of the PRD

- Capture your specific needs in a clear, detailed, and actionable way.
- Align all parties (customer and vendor) on responsibilities, deliverables, and timelines.
- Minimize misunderstandings during the production and support phases.

Our Approach to PRD Creation

1. Discovery Meeting

- Conduct an initial meeting with key stakeholders.
- Review project goals, deliverable expectations, deadlines, and known constraints.
- Discuss any special requirements (data formats, print specifications, security needs, etc.).

2. Drafting the PRD

- Translate the discovery session into a written document.
- Define technical, operational, and customer service requirements clearly.
- Include sample formats, file specifications, and reporting expectations where applicable.

3. Collaborative Review

- Present the draft PRD to the customer for review.
- Incorporate customer edits, feedback, or clarifications.
- Ensure both technical and operational teams have input.

4. PRD Finalization

- Both parties approve the final version of the PRD.
- The PRD becomes the official operational plan for the project launch.

Key Elements Typically Included in the PRD

- Project Scope and Deliverables

- File Transfer Methods and Formats
- Data Processing Requirements
- Print and Mail Specifications
- Quality Control Measures
- Reporting and Communication Standards
- Security and Compliance Requirements
- Implementation Timeline

Infrastructure and Data Processing

Data Integrators and the customer's IT team will establish the required transmission, storage, and processing requirements for the project. Our joint teams will define requirements for data security, regulatory compliance, and postal preparation prior to production.

Security and Compliance requirements should ensure that:

- Data is protected from unauthorized access, theft, or misuse.
- Data storage and transmission practices comply with relevant regulations and industry standards.
- Only authorized individuals have access to the data, and that access is granted on a need-to-know basis.
- Data is only stored for as long as necessary, and it is properly disposed of once it is no longer needed.

Postal requirements:

- Address data must be processed by USPS-approved software, including NCOA for the highest discounts.
- Location of printed addresses and envelope windows in agreement with USPS requirements.
- Proper unique USPS IM Barcode sequence number and mailer ID assignment
- Mail tracking program enrollment

Project Testing and Acceptance

When the processing requirements have been finalized, and testing materials and/or test data have been provided, any required testing or production samples will be provided in electronic or hard-copy form as required in the contract.

Quality Control

Files are received through a secure transmission (SFTP, SSL), encrypted or unencrypted. Once received, they are verified against an audit file to ensure accuracy, then automatically put into a queue for postal processing and document composition.

Once composed, the files are sent to the printers, and a file is sent to the inserters for matching and verification. Cameras read a control barcode as the mail is manufactured, and this manages quality, consistency, and adherence to commitments.

Quality is monitored and managed throughout the manufacturing process. There are reports in workflow management software - iControl that respond to specific client requirements.

Data Integrators, Inc. uses camera systems and 2D document control barcodes to account for every piece of mail at every level. 100% compliance reporting is available.

Data

Data is audited at each step – input/output counts and other points are verified before going into preprocessing. Items such as page counts, total billed, or number of customers are commonly used. If the audits fail, there is a communication plan for correction.

Imaging

Documents are pulled at prescribed intervals and are verified against a checklist. Checklists can be customized. Typically, they include:

- Print quality – density of image, no streaks or voids
- Alignment for position – barcodes, window, scan lines
- Compliance – ensuring all customer and postal requirements are met

Inserting

Documents are pulled at prescribed intervals and are verified against a checklist. Typical items are:

- Package components,
- Insertion order,
- Postal compliance.

Mail Piece – This applies to ‘intelligent’ mail. In this instance, we have documents with varying numbers of pages in the statement. We verify that there are the right number of pages and that they are properly matched. This is done by a 2D barcode and camera system.

Mailstream – Mailstream integrity is the verification and confirmation that the entire mail run (every single piece) has been accounted for by our camera systems. Any missing or spoiled pieces are automatically regenerated.

Reprints – Automatically generated and included with the mailing as part of the reconciliation process.

Inventory

Upon receipt of inventory, samples are pulled and provided to account management for review. The quantities are entered in our inventory system (iControl), and usage is tracked.

Account management is required to inspect samples. If the documents are numbered and no samples can be taken or voided, then the inspection is completed in the warehouse.

Physical inventories are performed quarterly, or as needed, at no additional cost.

Re-orders are automatically generated by the system as materials reach their minimum quantities. Time is built in to allow for proofing and delivery.

Billing

Invoices are flexible: line-item detail, postage breakout, and job summaries are formatted per customer preference.

Transparency, Notifications, User Interface

Our job tracking system, iControl, allows our customers to view job status, mailing status, and tracking status throughout the entire process. Automated notifications and online proofing tools help move your print communications into production faster and give you peace of mind by giving you the ability to track progress.

Please see the sample screenshots below:

File receipt/processing email notifications

Data Integrators Inc

Please find the attached **File receipt/processing**

Total Envelopes (Mail): 13382

Total Pieces (Mail): 21884

- **1-Page Envelopes (Mail): 6912**
- **2-Page Envelopes (Mail): 2737**
- **3-Page Envelopes (Mail): 3733**

Total Envelopes (No-Mail): 177

Total Pieces (No-Mail): 254

- **1-Page Envelopes (No-Mail): 88**
- **2-Page Envelopes (No-Mail): 59**
- **3-Page Envelopes (No-Mail): 30**

2 Attachments • Scanned by Gmail

Number of Envelopes	Number of Pieces	File	File Size	File Type	File Name
1	1	1-Page Envelopes	1.0 MB	PDF	1-Page Envelopes
1	1	2-Page Envelopes	2.0 MB	PDF	2-Page Envelopes
1	1	3-Page Envelopes	3.0 MB	PDF	3-Page Envelopes

Number of Envelopes	Number of Pieces	File	File Size	File Type	File Name
1	1	1-Page Envelopes	1.0 MB	PDF	1-Page Envelopes
1	1	2-Page Envelopes	2.0 MB	PDF	2-Page Envelopes
1	1	3-Page Envelopes	3.0 MB	PDF	3-Page Envelopes

envelopeRe...

Dashboard

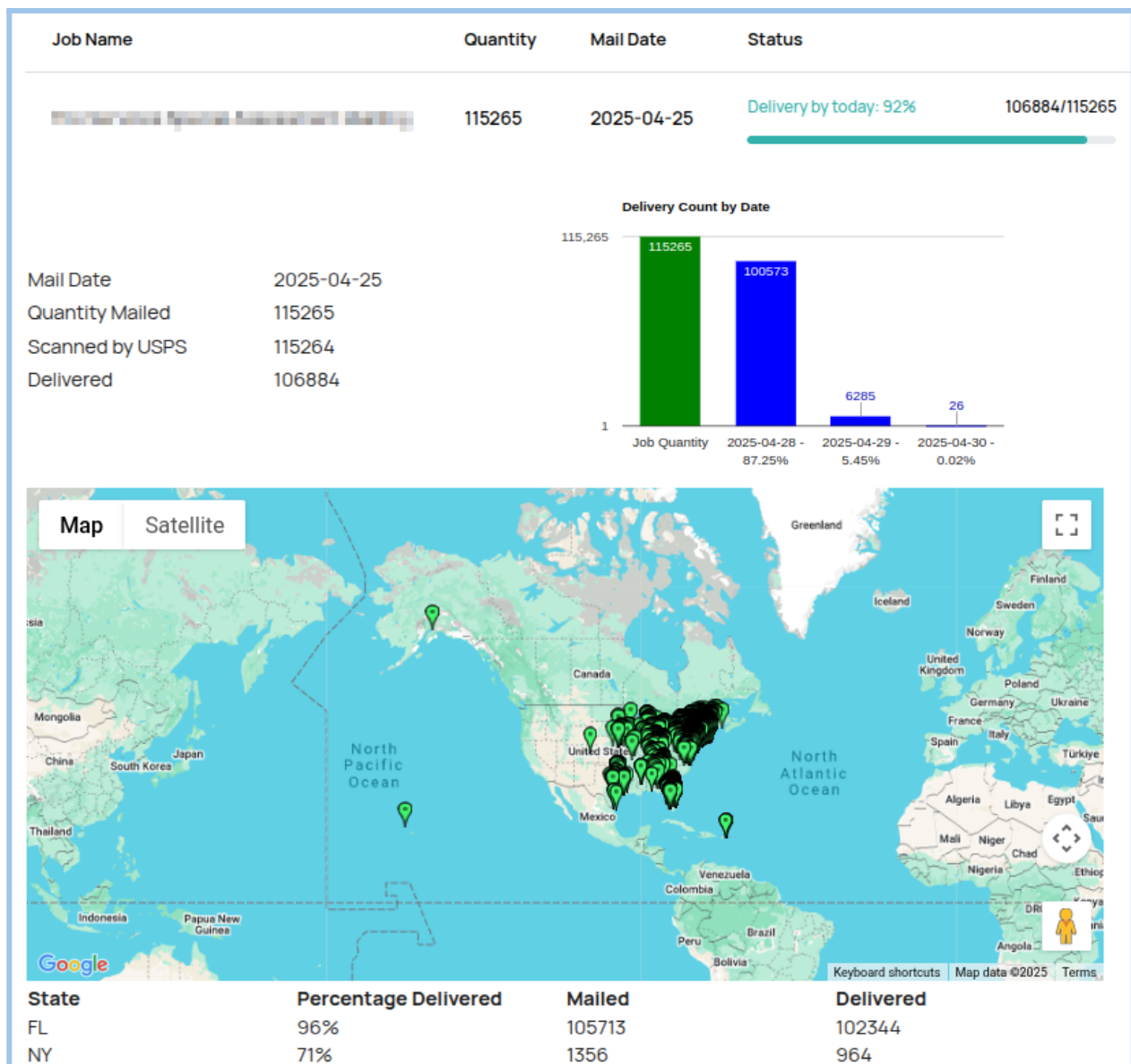
251859	2025-04-29	8854	Printing: 100%	Inserting: 0%
251860	2025-04-29	2821	Printing: 100%	Inserting: 0%
251861	2025-04-29	3830	Printing: 100%	Inserting: 0%
251862	2025-04-29	216	Printing: 100%	Inserting: 0%
251865	2025-04-29	78	Printing: 100%	Inserting: 0%
251866	2025-04-29	68	Printing: 100%	Inserting: 0%
251867	2025-04-29	42	Printing: 100%	Inserting: 0%
251868	2025-04-29	408	Printing: 100%	Inserting: 100%
251869	2025-04-29	1055	Printing: 100%	Inserting: 0%
251872	2025-04-29	137	Printing: 100%	Inserting: 0%
251853	2025-04-30	3437	Printing: 100%	Inserting: 100%
251854	2025-04-30	1478	Printing: 100%	Inserting: 100%
251855	2025-04-30	2319	Printing: 100%	Inserting: 100%
251864	2025-04-30	14202	Printing: 0%	Inserting: 0%
251832	2025-05-01	3000	Printing: 0%	Inserting: 0%

Mail Tracking and Delivery Statistics

USPS Mail Tracking Summary By Mail Stream

Data Integrators, Inc. offers a no-cost mail-tracking solution for your automated jobs. All information is accessible online and retained for the duration of the contract. A summary of the mailing is shown below.

The ability to track mailed invoices offers significant advantages for any company. It ensures that the invoices reach their intended recipients without getting lost in transit, in turn decreasing the likelihood of late payments and any associated fees. Additionally, tracking mailed invoices provides a clear record of when the invoice was sent and received, allowing the company to address any disputes or concerns related to mail delivery. By tracking mailed invoices, companies can improve their billing process efficiency by identifying any potential issues with delivery and taking appropriate measures to resolve them. Overall, the ability to track mailed invoices enhances the reliability and effectiveness of any company's mailing needs.



Mail Tracking

Searchable Mail Tracking By Recipient

All data used to create the mailing summary is searchable. USPS events for individual records can be found by a variety of search criteria.

SEARCH PANEL

Enter information below to search your records for individual mail tracking information.

[Click here to configure your search fields and results.](#)

AccountNumber

PremiseNumber

Recipient Name

James

Service Address

Mailing Address

MAIL TRACKING RESULTS

Only the first 50 results are shown. Use the search panel to help filter your results.

	AccountNumber	PremiseNumber	Recipient Full Name	Service Address	Mailing Address
View Account	0062291	270047789	James Thompson	1234 Main St	1234 Main St
View Account	0062317	270047811	James Smith	5678 Highway Rd	5678 Highway Rd
View Account	0062334	270047826	James Wilson	9101 Main St	9101 Main St
View Account	0062688	270048087	James Rodriguez	2345 Highway St	2345 Highway St
View Account	0063040	270048310	James Thompson	3456 Highway St	3456 Highway St
View Account	0063950	270048879	James Brown	4567 Highway St	4567 Highway St
View Account	0064085	270048967	James Daniels	5678 Highway St	5678 Highway St
View Account	0064560	270049277	James Lee	6789 Highway St	6789 Highway St
View Account	0064580	270049294	James Carlos Sanchez Jr	7890 Highway St	7890 Highway St
View Account	0065017	270049664	James Thompson Jr	8901 Highway St	8901 Highway St
View Account	0065611	270050070	James Thompson/James Jr	9012 Highway St	9012 Highway St
View Account	0068109	270051846	James Thompson Jr	0123 Thompson St	0123 Thompson St
View Account	0068531	270052173	James Thompson	1234 Thompson St	1234 Thompson St
View Account	0068699	270052319	James Lee	2345 Thompson St	2345 Thompson St
View Account	0068741	270052351	James Thompson Jr	3456 Thompson St	3456 Thompson St

All captured USPS events and locations are made available as soon as the information is received from the Postal Service. A detailed view of an individual mail piece is shown below.

SEARCH PANEL

Enter information below to search your records for individual mail tracking information.

[Click here to configure your search fields and results.](#)

AccountNumber

PremiseNumber

Recipient Name

Service Address

Mailing Address

MAIL TRACKING RESULTS

[<--Back to search results.](#)

AccountNumber	BillDate	TotalDue	MailDate	Service Address	Mailing Address	Delivery Status
0092555	05/21/2020	37.14	2020-05-22	10000 COLUMBIA BLVD ATLANTA, GA 30350	10000 COLUMBIA BLVD ATLANTA, GA 30350	Delivered: 2020-05-26

Zip Code	City, State	Status	Date / Time
22406	FREDERICKSBURG, VA	Release to USPS	2020-05-22 12:55:07
23150	SANDSTON, VA	O/G Primary	2020-05-22 22:14:17
30304	ATLANTA, GA	Managed Mail	2020-05-24 08:50:02
30304	ATLANTA, GA	DPS Sequencing	2020-05-25 01:13:41
30304	ATLANTA, GA	DPS Carrier Sort	2020-05-26 01:11:39
30350	ATLANTA, GA	Logical Delivery Event	2020-05-26 18:47:13

MapSatellite



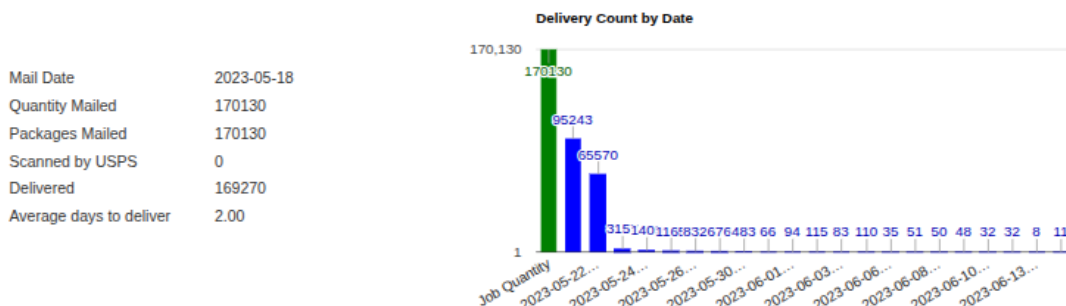
Snapshot Overview: Mail Delivery from Fredericksburg, VA to West Virginia:

This snapshot provides a mail tracking summary for items sent from **Fredericksburg, VA, to West Virginia (WV)**. The report reflects the mailing activity on May 18, 2023, with a total of 170,130 pieces mailed. Out of this volume, **163,472 pieces were specifically mailed to WV, with an impressive 99.89% delivery rate (163,293 pieces delivered)**.

The data highlights delivery efficiency across multiple West Virginia ZIP Codes, with nearly all ZIPs showing 100% successful delivery. For example, ZIP codes 26554, 26003, and 26508 achieved 100% delivery, while ZIP code 26101 reached 99.96%.

The **average delivery time was 2.0 days**, demonstrating consistent timeliness in reaching recipients. The map further illustrates the widespread coverage, showing **successful delivery throughout WV**.

MAIL TRACKING SUMMARY				
Job Number	Job Name	Quantity	Mail Date	Status
231299	LGNP.SMR.WVM0000.MVRN.INPUT01_20230512.txt-output.txt	170130	2023-05-18	Delivered: 99.5%



State	Percentage Delivered	Mailed	Delivered
WV	99.89%	163472	163293

Zip Code Information for WV			
Zip Code	Percentage Delivered	Mailed	Delivered
26554	100.00%	3329	3329
26003	100.00%	2916	2916
26508	100.00%	2842	2842
26301	100.00%	2364	2364
26101	99.96%	2232	2231
25801	100.00%	2102	2102

Technology Solutions

Data Transmission Requirements

Data Policies and Security

Our preferred transmission method is SFTP. We also support FTPs, site-to-site VPN connections, and encrypted web interfaces.

Once files are received, they are moved to a secure production server. Processing is done on redundant servers to ensure 100% availability.

We can handle any data formats, including: SDF, ASCII, EBCDIC, XML, CSV, TXT, and formatted files such as PDF, AFP, AFP/IPDS, Postscript, and files from most graphics programs.

All systems follow 'Least Access' principles and are secured by physical and logical protections.

They undergo quarterly internal audits. SOC 2 Type 2 compliant.

We have detailed policies that are available for review, but not published. At the core is a philosophy of 'least access' and a classification process that drives who can have access. The office is secured, as are the production areas, the programming area, and the server room. Each has cypher locks, and CCTV records all activities.

- Individual workstations automatically lock after inactivity, and we have a 'clean desk' policy for documents.
- Shredding is done on-site. Contractors are not given access to client data.
- All associates are required to pass background checks and are trained in security policies.
- In addition to a robust security policy, Data Integrators has gone through security audits and has completed a SOC II Type 2 audit.

Physical Security – Data Center

The data centers are located in locked and secured server rooms within the programming area, which is also secured.

The data is maintained on secure production servers, and this is only accessible to approved associates.

Spoiled materials are collected in locked and secure containers until shredded on-site.

Multi-level access control (3 checkpoints), reinforced server rooms, CCTV, and restricted access to production servers.

Data Security Breaches

Information is classified based on our INFOSEC matrix:

	Public	Internal Use	Confidential	Restricted
Sensitivity Level	Open - Unclassified	Low - Medium	Moderate - High	High-Critical

Any item classified as Confidential or Restricted is retained in a secure area of the servers. If there is any intrusion attempt, our software is set to restrict access and notify the network manager. If this happens, there is a protocol to follow that has the President of our company responsible for direct contact with any clients who have material or information in that area. The process has a secondary process that requires IT to identify the issue and provide a solution or mitigation of the risk in writing within 24 hours.

Equipment/Software Capabilities

Capabilities – Composition, Postal Hygiene, and Presort

Data Integrators, Inc. provides a fully integrated document processing environment designed for high-volume transactional mail. Our capabilities span the entire lifecycle of composition, postal optimization, and presort preparation.

Document Composition

- We accept a wide range of file formats and perform advanced data transformation and print file manipulation.
- Variable data printing and message personalization are supported across all job types.
- Documents are composed with precision to meet formatting, print, and postal standards, including dynamic page counts and conditional inserts.

Postal Hygiene and Optimization

- We process all files through rigorous postal cleansing, including address validation, ZIP+4 encoding, and NCOA (National Change of Address) compliance.
- Our workflows are designed to secure maximum postal discounts through automation and presort optimization.
- Intelligent mail tracking is embedded into the process, allowing real-time visibility into mailpiece progress and delivery performance.

Presort and Mail Preparation

- We support First-Class and Standard Mail workflows, including mixed-weight and multi-piece mailings.
- Our presort processes include manifesting, selective inserting logic, and sortation based on USPS standards.
- Postage reporting, tray labeling, and barcoding are integrated seamlessly to support compliance and auditability.

Equipment List

Imaging Capabilities

Description	Quantity	Fredericksburg	Ashland
Canon varioPRINT iX3200	1	X	
TASKalfa Pro 15000c	3	X	X
Xerox Color Laser	2	X	

Canon Color Laser	1		X
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Inserting Capabilities

Description	Quantity	Selective	Intelligent	2D Barcode
Bell and Howell AIMS 4000	4	X	X	X
Bell & Howell Master Mailers - 9x12	3	X	X	X
Mailstar Inserters	8			X

Designated Contact, Certification, and Signature

DESIGNATED CONTACT: Vendor appoints the individual identified in this Section as the Contract Administrator and the initial point of contact for matters relating to this Contract.

(Printed Name and Title) Robert Denton

(Address) 1190 International Parkway, Suite 109, Fredericksburg, Virginia 22406

(Phone Number) / (Fax Number) 540-752-9740

(email address) bdenton@dataintegrators.com

CERTIFICATION AND SIGNATURE: By signing below, or submitting documentation through wvOASIS, I certify that: I have reviewed this Solicitation/Contract in its entirety; that I understand the requirements, terms and conditions, and other information contained herein; that this bid, offer or proposal constitutes an offer to the State that cannot be unilaterally withdrawn; that the product or service proposed meets the mandatory requirements contained in the Solicitation/Contract for that product or service, unless otherwise stated herein; that the Vendor accepts the terms and conditions contained in the Solicitation, unless otherwise stated herein; that I am submitting this bid, offer or proposal for review and consideration; that this bid or offer was made without prior understanding, agreement, or connection with any entity submitting a bid or offer for the same material, supplies, equipment or services; that this bid or offer is in all respects fair and without collusion or fraud; that this Contract is accepted or entered into without any prior understanding, agreement, or connection to any other entity that could be considered a violation of law; that I am authorized by the Vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on Vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the vendor has properly registered with any State agency that may require registration.

By signing below, I further certify that I understand this Contract is subject to the provisions of West Virginia Code § 5A-3-62, which automatically voids certain contract clauses that violate State law; and that pursuant to W. Va. Code 5A-3-63, the entity entering into this contract is prohibited from engaging in a boycott against Israel.

Data Integrators, Inc.

(Company)

(Signature of Authorized Representative)



(Printed Name and Title of Authorized Representative) (Date)

Robert Denton, President

(Phone Number) (Fax Number)

P: 540-752-9740; Fax: 540-752-9794

(Email Address)

bdenton@dataintegrators.com

Revised 8/24/2023

Miscellaneous

REQUEST FOR QUOTATION Printing and Distribution of MV-1 Motor Vehicle Property Tax Adjustment Credit schedule

- 7.2.1 Immediate cancellation of the Contract.
- 7.2.2 Immediate cancellation of one or more release orders issued under this Contract.
- 7.2.3 Any other remedies available in law or equity.

8. MISCELLANEOUS:

- 8.1 **No Substitutions:** Vendor shall supply only Contract Items submitted in response to the Solicitation unless a contract modification is approved in accordance with the provisions contained in this Contract.
- 8.2 **Vendor Supply:** Vendor must carry sufficient inventory of the Contract Items being offered to fulfill its obligations under this Contract. By signing its bid, Vendor certifies that it can supply the Contract Items contained in its bid response.
- 8.3 **Reports:** Vendor shall provide a summary report to the Agency showing the supplies purchased, quantities of supplies purchased, and total dollar value of the supplies purchased. Vendor shall also provide the number of letters mailed, and the total cost of postage associated with mailing those letters. Failure to supply such reports may be grounds for cancellation of this Contract.
- 8.4 **Contract Manager:** During its performance of this Contract, Vendor must designate and maintain a primary contract manager responsible for overseeing Vendor's responsibilities under this Contract. The Contract manager must be available during normal business hours to address any customer service or other issues related to this Contract. Vendor should list its Contract manager and his or her contact information below.

Contract Manager: Robert Denton
Telephone Number: 540-752-9740
Fax Number: 540-752-9794
Email Address: bdenton@dataintegrators.com

Exhibit “A” Pricing Page

Pricing Page

Requirments	Estimated Amount	Price Per Unit	Total
Printing of MV-1 Motor Vehicle Property Tax Adjustment Credit Schedule	800,000	.08	\$ 64,000
Printed Envelopes for the MV-1		.04	\$ 32,000
Bulk Mailing of MV-1		.03	\$ 24,000
Postage		.621	\$ 496,800
		Total Bid	\$ 616,800.00

*There is no way to determine the exact postage cost until we presort the file. Based on the volume and density, most of the mail should qualify for the current 5-digit rate of \$0.621.

Acknowledged Addendum

ADDENDUM ACKNOWLEDGEMENT FORM SOLICITATION NO.: CRFQ TAX27*01

Instructions: Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

Acknowledgment: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

Addendum Numbers Received:

(Check the box next to each addendum received)

☒ Addendum No. 1	☐ Addendum No. 6
☐ Addendum No. 2	☐ Addendum No. 7
☐ Addendum No. 3	☐ Addendum No. 8
☐ Addendum No. 4	☐ Addendum No. 9
☐ Addendum No. 5	☐ Addendum No. 10

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

Data Integrators, Inc.

Company



Authorized Signature

September 3, 2026

Date

NOTE: This addendum acknowledgment should be submitted with the bid to expedite document processing.
Revised 6/8/2012

State of West Virginia Vendor Preference Certificate

WV-10
Approved / Revised
06/08/18

State of West Virginia VENDOR PREFERENCE CERTIFICATE

Certification and application is hereby made for Preference in accordance with *West Virginia Code*, §5A-3-37. (Does not apply to construction contracts). *West Virginia Code*, §5A-3-37, provides an opportunity for qualifying vendors to request (at the time of bid) preference for their residency status. Such preference is an evaluation method only and will be applied only to the cost bid in accordance with the *West Virginia Code*. This certificate for application is to be used to request such preference. The Purchasing Division will make the determination of the Vendor Preference, if applicable.

1. **Application is made for 2.5% vendor preference for the reason checked:**
☐ Bidder is an individual resident vendor and has resided continuously in West Virginia, or bidder is a partnership, association or corporation resident vendor and has maintained its headquarters or principal place of business continuously in West Virginia, for four (4) years immediately preceding the date of this certification; or,
☐ Bidder is a resident vendor partnership, association, or corporation with at least eighty percent of ownership interest of bidder held by another entity that meets the applicable four year residency requirement; or,
☐ Bidder is a nonresident vendor which has an affiliate or subsidiary which employs a minimum of one hundred state residents and which has maintained its headquarters or principal place of business within West Virginia continuously for the four (4) years immediately preceding the date of this certification; or,
2. **Application is made for 2.5% vendor preference for the reason checked:**
☐ Bidder is a resident vendor who certifies that, during the life of the contract, on average at least 75% of the employees working on the project being bid are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; or,
3. **Application is made for 2.5% vendor preference for the reason checked:**
☐ Bidder is a nonresident vendor that employs a minimum of one hundred state residents, or a nonresident vendor which has an affiliate or subsidiary which maintains its headquarters or principal place of business within West Virginia and employs a minimum of one hundred state residents, and for purposes of producing or distributing the commodities or completing the project which is the subject of the bidder's bid and continuously over the entire term of the project, on average at least seventy-five percent of the bidder's employees or the bidder's affiliate's or subsidiary's employees are residents of West Virginia who have resided in the state continuously for the two immediately preceding years and the vendor's bid; or,
4. **Application is made for 5% vendor preference for the reason checked:**
☐ Bidder meets either the requirement of both subdivisions (1) and (2) or subdivision (1) and (3) as stated above; or,
5. **Application is made for 3.5% vendor preference who is a veteran for the reason checked:**
☐ Bidder is an individual resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard and has resided in West Virginia continuously for the four years immediately preceding the date on which the bid is submitted; or,
6. **Application is made for 3.5% vendor preference who is a veteran for the reason checked:**
☐ Bidder is a resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard, if, for purposes of producing or distributing the commodities or completing the project which is the subject of the vendor's bid and continuously over the entire term of the project, on average at least seventy-five percent of the vendor's employees are residents of West Virginia who have resided in the state continuously for the two immediately preceding years.
7. **Application is made for preference as a non-resident small, women- and minority-owned business, in accordance with *West Virginia Code* §5A-3-59 and *West Virginia Code of State Rules*.**
☒ Bidder has been or expects to be approved prior to contract award by the Purchasing Division as a certified small, women- and minority-owned business.
8. **Application is made for reciprocal preference.**
☐ Bidder is a West Virginia resident and is requesting reciprocal preference to the extent that it applies.

Bidder understands if the Secretary of Revenue determines that a Bidder receiving preference has failed to continue to meet the requirements for such preference, the Secretary may order the Director of Purchasing to: (a) rescind the contract or purchase order; or (b) assess a penalty against such Bidder in an amount not to exceed 5% of the bid amount and that such penalty will be paid to the contracting agency or deducted from any unpaid balance on the contract or purchase order.

By submission of this certificate, Bidder agrees to disclose any reasonably requested information to the Purchasing Division and authorizes the Department of Revenue to disclose to the Director of Purchasing appropriate information verifying that Bidder has paid the required business taxes, provided that such information does not contain the amounts of taxes paid nor any other information deemed by the Tax Commissioner to be confidential.

Bidder hereby certifies that this certificate is true and accurate in all respects; and that if a contract is issued to Bidder and if anything contained within this certificate changes during the term of the contract, Bidder will notify the Purchasing Division in writing immediately.

Bidder: Robert Denton

Signed: 

Date: 08-27-2026

Title: President

*Check any combination of preference consideration(s) indicated above, which you are entitled to receive.

Copy of Insurance



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
4/29/2025

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER		CONTACT	
LEWIS INSURANCE ASSOCIATE		NAME: Anya Gnoffo	
PO BOX 1510		PHONE (A/C, No, Ext): (540) 659-2121	
		FAX (A/C, No):	
		E-MAIL: clia@lewisins.com	
STAFFORD VA 22555		ADDRESS: clia@lewisins.com	
		INSURER(S) AFFORDING COVERAGE	
		INSURER A : ERIE INSURANCE COMPANY	
		INSURER B : ERIE INSURANCE EXCHANGE	
		INSURER C : PHILADELPHIA INSURANCE	
		INSURER D :	
		INSURER E :	
		INSURER F :	
INSURED		NAIC #	
DATA INTEGRATORS INC and PRINTING & MAILING INC		26263	
1190 INTERNATIONAL PKWY STE 109		26271	
FREDERICKSBURG VA 22406-1210			

COVERAGES **CERTIFICATE NUMBER:** **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	☒ COMMERCIAL GENERAL LIABILITY ☐ CLAIMS-MADE ☒ OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: ☐ POLICY ☒ PRO. ☐ LOC OTHER:			Q61-0535428	04/22/2025	04/22/2026	EACH OCCURRENCE \$ 2,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 2,000,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 2,000,000 GENERAL AGGREGATE \$ 4,000,000 PRODUCTS - COMP/OP AGG \$ 4,000,000
B	☒ AUTOMOBILE LIABILITY ☒ ANY AUTO ☐ OWNED AUTOS ONLY ☐ SCHEDULED AUTOS ☐ HIRED AUTOS ONLY ☐ NON-OWNED AUTOS ONLY ☐ OTHER:			Q09-0430907	09/04/2024	09/04/2025	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
B	☒ UMBRELLA LIAB ☒ OCCUR ☐ EXCESS LIAB ☐ CLAIMS-MADE DED \$ RETENTION \$			Q28-2270595	04/22/2025	04/22/2026	EACH OCCURRENCE \$ 2,000,000 AGGREGATE \$ 2,000,000
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N	N/A	Q86-1100792	02/11/2025	02/11/2026	☒ PER STATUTE ☐ OTHER E.L. EACH ACCIDENT \$ 500,000 E.L. DISEASE - EA EMPLOYEE \$ 500,000 E.L. DISEASE - POLICY LIMIT \$ 500,000
C	CYBER LIABILITY			PHSD1795785	06/14/2024	06/14/2025	AGGREGATE \$5,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER	CANCELLATION
For Information Purposes Only	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.
	AUTHORIZED REPRESENTATIVE Anya Gnoffo

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SWaM Decision Letter

5/9/25, 11:17 AM

Data Integrators, Inc. Mail - Application Decision Letter - Certification #: 655826 SWaM Certification



Robert Denton <bdenton@dataintegrators.com>

Application Decision Letter - Certification #: 655826 SWaM Certification

1 message

Virginia Department of Small Business and Supplier Diversity <noreply@sbsd.virginia.gov>

Fri, May 24, 2024 at 6:01 PM

To: bdenton@dataintegrators.com

Cc: karsten.glover@sbsd.virginia.gov



Company Name: Data Integrators, Inc
Certification Number: 655826
Small Certification Start Date: May 24, 2024
Micro Certification Start Date: May 24, 2024
Minority Owned Certification Start Date: May 24, 2024
Service-Disabled Veteran-Owned Certification Start Date: May 24, 2024
SWaM Certification Expiration Date: May 24, 2029

Dear Applicant,

We are pleased to inform you that your request for certification has been approved. Your company has been approved for the following designations:

Small, Micro, Minority Owned, Service-Disabled Veteran-Owned

Your SWaM certification is valid for a term of five years from the date of your approval; re-certification is required at the end of that term.

You may log into your account to download a copy of your company's SWaM certificate as well as the SWaM-certified logo to use on marketing materials.

You will see your company listed as a certified vendor in our directory at <https://www.sbsd.virginia.gov/directory/>

It is very important that you keep your contact information up to date. Submit your changes electronically by logging into your account and updating the necessary information.

To do business with the Commonwealth of Virginia, you need to register your company with the eVA system, the state's online procurement system at <https://eva.virginia.gov>. All state solicitations are conducted on this site.

To check Procurement and Business Opportunities with state agencies, local governments, and others, please visit: <https://mvendor.cgieva.com/Vendor/public/AllOpportunities>

If you need assistance to operate your business, please visit this site: <https://bos.sbsd.virginia.gov/>

Sincerely,

Virginia Department of Small Business and Supplier Diversity
Certification Team

101 N. 14th Street, 11th Floor, Richmond, VA 23219. Phone: 804-786-6585. Fax: 804-786-9736

<https://mail.google.com/mail/u/0/?ik=44234c274f&view=pt&search=all&permthid=thread-f:1799973093595888375%7Cmsg-f:1799973093595888375&...>

1/1

VA SWaM Transfer To WV



COMMONWEALTH of VIRGINIA

Department of Small Business and Supplier Diversity

POLICY FOR PROCESSING

Certification Applications from Non-Virginia Based Businesses
Effective September 1, 2008
Revised June 26, 2023

PURPOSE

The Code of Virginia § 2.2-1606 (8) requires that the Director of the Agency adopt regulations to implement certification programs for Small, Women- and Minority-owned businesses (also known as "SWaM" businesses), which are found in Title 7, Agency 13, Chapter 20 of the Virginia Administrative Code (7 VAC 13-20 et seq.). The regulations establish the minimum requirements for the certification of small, women- and minority-owned businesses pursuant to Chapter 16 (§ 2.2-1600 et seq.) of Title 2.2 of the Code of Virginia and to provide a process for evaluating local, state, private sector, and federal certification programs that meet those requirements.

This communiqué provides an overview of the recent changes to the Regulations to Govern the Certification of Small, Women- and Minority-owned Businesses, and the policy for processing certification applications from non-Virginia based businesses and applications from businesses from states which do not offer reciprocating certification programs. N.B.: The certifying agency for the Commonwealth of Virginia's SWaM Program is the Virginia Department of Small Business and Supplier Diversity (also known as the "SBSD").

One of the statutory requirements for the SWaM Program is that the certifying agency shall "deny certification to vendors from states that deny like certifications to Virginia-based small, women- or minority-owned businesses or that provide a preference for small, women- or minority-owned businesses based in that state that is not available to Virginia-based businesses." The Director issued the regulations for Virginia's certification programs, which became effective on September 1, 2008. Subsequent revisions have been made since that date.

Effective July 1, 2017, any out-of-state business applying for certification in Virginia as a small, women-owned, or minority-owned business must possess the equivalent certification in its home state as a prerequisite for approval. In addition to this requirement, out-of-state businesses from certain states may have additional criteria to meet prior to becoming certified in Virginia.

Section 7VAC13-20-80, Eligible Out-of-State Business Enterprise, states that SBSD may certify a non-Virginia based business if:

1. It meets the applicable eligibility standards for certification as a small, women-owned or minority-owned business; and

2. The state in which the business has its principal place of business does not deny a like certification to a Virginia-based small, women-owned or minority-owned business or provide a preference to small, women-owned or minority-owned firms that is not available to Virginia-based businesses. *(Emphasis added)*

The "principal place of business" means the physical business location where the business maintains its headquarters, where the business's books and records are kept, and where the natural persons who direct, control, and manage the business's day-to-day operations are located. If the offices from which management is directed and where the business records are kept are in different locations, the department will determine the principal place of business.

NOTE:

The Virginia Department of Small Business and Supplier Diversity reserves the right to modify, amend, or revise this Policy at any time without prior notice. Any denial appeals must be submitted in writing to the Agency within ten (10) days of the date on which the notice of denial of recertification or the notice of revocation was sent by the department. All appeals must be sent to appeals@sbsd.virginia.gov.

I. States and Districts With In-State/In-District Preference Programs

The following 12 states/district do not allow Virginia-based businesses to participate equally in their SWaM programs or have a preference affecting Virginia-based businesses. Therefore, applicants from these states **ARE NOT ELIGIBLE** to participate in the Virginia SWaM Program and will not be certified:

- | | |
|------------------|---|
| • Arkansas | In-state firms only |
| • California | Must have physical and legal presence in CA |
| • Connecticut | Must have physical presence in CT for at least 1 year |
| • Florida | Must have physical presence in FL and owned by FL residents |
| • Iowa | Must have physical presence in IA |
| • Louisiana | Must have physical presence in LA and owned by LA residents |
| • Minnesota | In-state firms only |
| • Mississippi | Must have physical presence and owned by MS residents |
| • New Mexico | SBE program only for in-state firms only |
| • Ohio | MBE and SBE Programs only for in-state firms and OH residents |
| • Texas | Must have physical presence in TX |
| • Washington, DC | In-District firms only |

II. States with Certification Programs Open to Virginia SWaMs

The following 15 states allow Virginia businesses to participate equally in their certification and preference programs, provided that they are first certified by Virginia, or without any restriction. Applicants from these states **ARE ELIGIBLE TO PARTICIPATE** in the Virginia SWaM Program **but with the same legal requirements, if any, such as having home state certification, licensure, etc. to transact business in Virginia:**

- Colorado

- Delaware Must have home-state certification
- Indiana
- Kentucky Must have home-state certification
- Maryland Size limits based on field of operation
- Missouri Must have home-state certification and MO registration and licensure
- New York Must have home-state certification and NY registration and Licensure
- Oklahoma Must have OK registration and licensure
- Pennsylvania Must have home-state certification
- Rhode Island Must have home-state certification
- South Carolina Must have SC registration and licensure
- Tennessee Must have home-state certification
- Washington Must have WA registration and licensure
- West Virginia
- Wisconsin Must have home-state certification; Must be performing a "useful business function"; Must be at least one (1) year old under current ownership; WBE applicants are required to be performing a useful function at the time of application in the State of Wisconsin and should provide proof of revenue received from a government entity or business located in the state.

III. States with Partial In-State Preference Programs or Registries

The following 12 states offer certification or a type of registration service to Virginia SWaMs, but with restrictions. Applicants from these states **ARE ELIGIBLE TO PARTICIPATE in the Virginia SWaM Program but with similar requirements, if applicable:**

- Alabama Must have SCC registration and has been in business more than one year; Home state certification
- Georgia Vendor registry with self-identification
- Illinois Business Enterprise Program (BEP) for "minor", women, or disabled business owners; Small Business Set Aside Program available to IL firms only.
- Kansas Online MBE/WBE Registry
- Massachusetts MBE/WBE available to VA firms; Small Business Purchasing Program available to in-state firms only
- Michigan Vendor registry with self-identification
- Nebraska Vendor registry with self-identification
- New Hampshire Online SBE Registry
- New Jersey Voluntary small business database; Small Business Set Aside Program available to NJ firms only
- North Carolina MBE/WBE available to VA firms; Small Business Enterprise Program available to in-state firms only