ELECTRONIC BUSINESS WITH WEST VIRGINIA

West Virginia Purchasing Division 2022 Agency Purchasing Conference

OBJECTIVES IN THREE PARTS

- Electronic Business
 - What electronic options are available to state agencies? To vendors?
 - What are the benefits of electronic processing?
 - What is each audience's perspective?
- Expanding Your Vendor Base
 - Building a larger vendor base
 - Unlimited seats at the table and ways to entice vendors to sit
 - Why we are stronger as a whole?
- The Procurement Officer's Briefcase
 - Tools of the trade
 - Information to reference
 - Available reporting

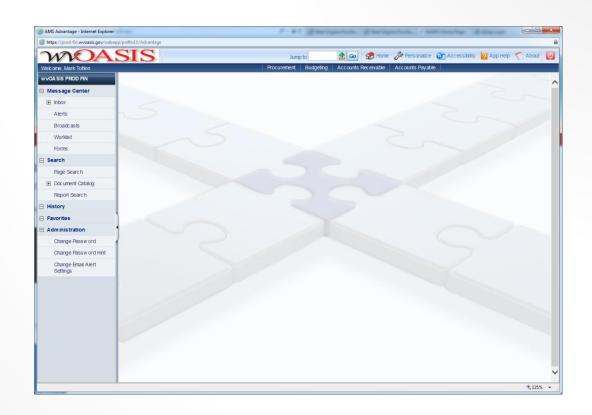
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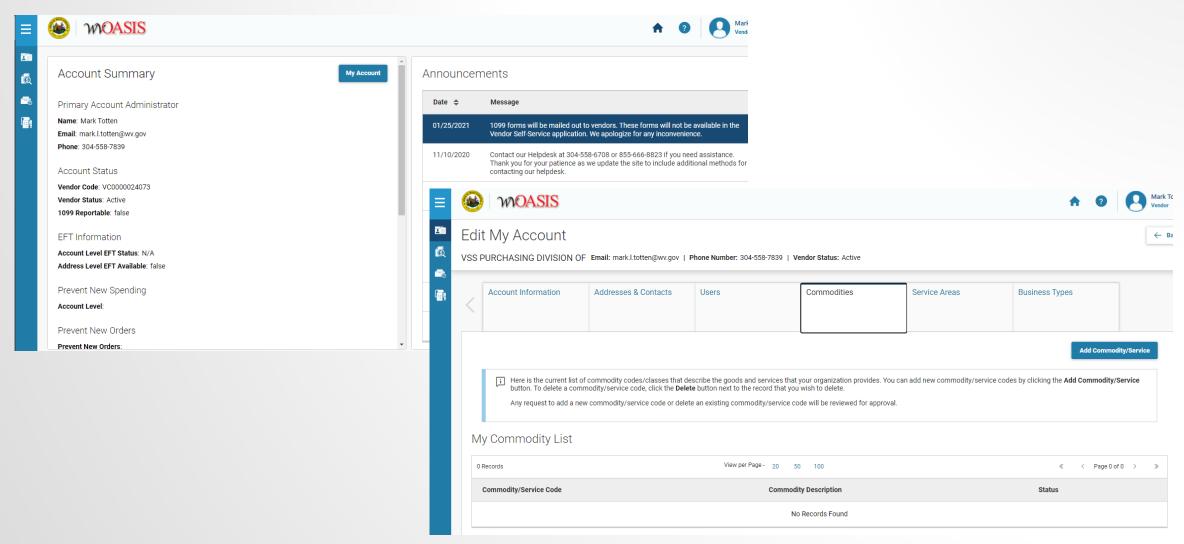
ELECTRONIC BUSINESS

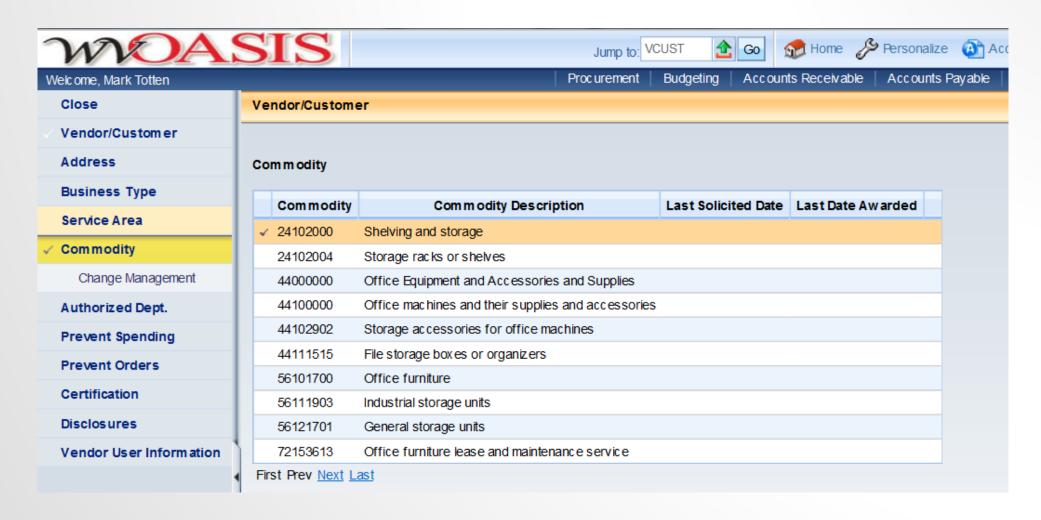
WHAT DO WE CALL ELECTRONIC BUSINESS?

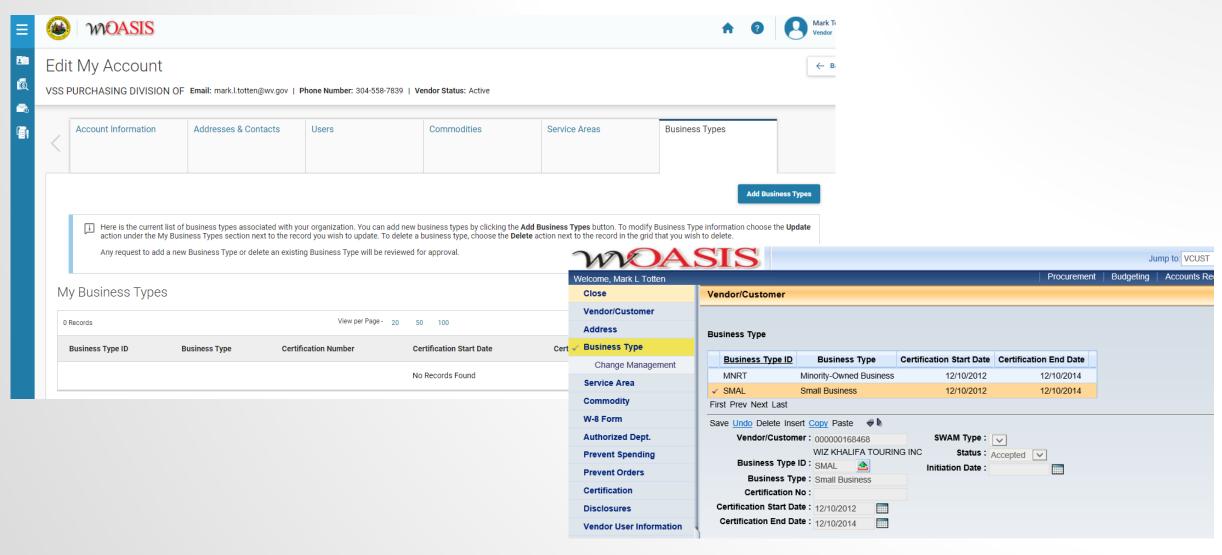
- Familiar components
 - · wvOASIS
 - Vendor Self-Service
 - State agency websites such as WVPurchasing.gov
 - State agency intranet sites for employee-only reference
 - United Nations Standard Products and Services Code (UNSPSC)
- Connected school of thought regarding their relationship
 - The interconnect relationship between state agencies and the vendor communities
 - Each piece has a way to work together in order to benefit all state agencies

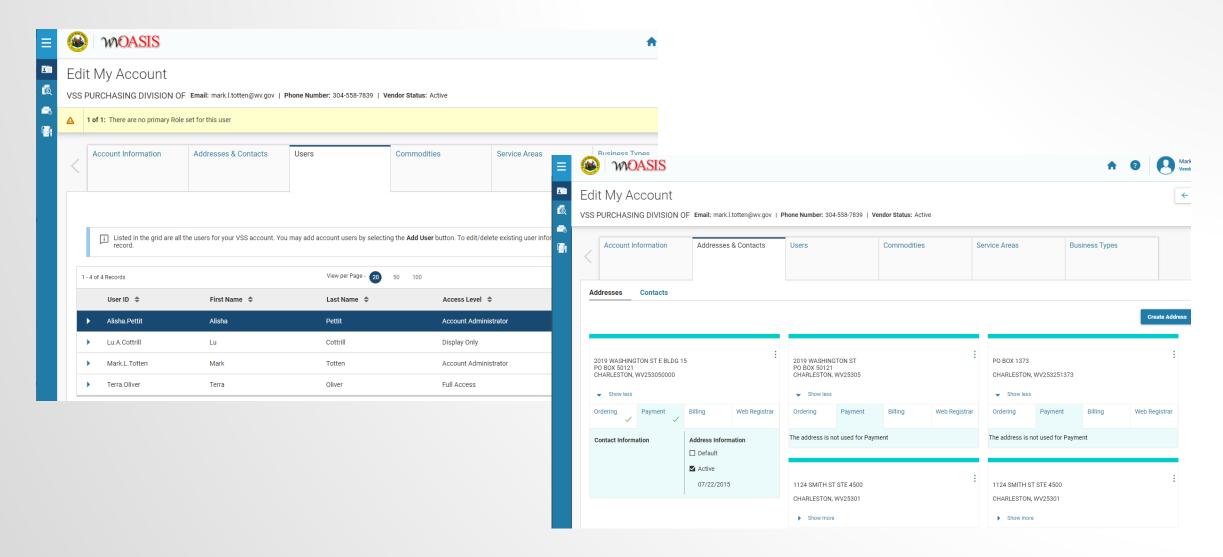
- State agency portal (wvOASIS) and vendor portal (VSS) draw from synchronized data beginning at approximately 8:40 AM each business day
 - · wvOASIS
 - How state agencies see electronic business power
 - Vendor Self-Service
 - How vendors see business opportunities with West Virginia
 - Portal for responding
 - Maintain customized company profile for interacting electronically with West Virginia













2019 Washington Spreize East • Claritistics, WV 25305 Telephone: 301-558-2306 • Bid Fax: 304-558-3970 "To provide pronent aon lair spooting practices in procuring quality goods and services at the lowest tost to state taxpayers by maximizing effectness and offering guidance to our customers."









| | News |
|---|------------------------------|
| I | Vendor Registration |
| | Bid Information |
| ŀ | Transparency |
| | Procedures |
| | Contracts |
| l | Training |
| | Programs |
| | Forms |
| | Local Government Outreach |
| | Site Map |
| | Resources |
| | Minority Business |
| ŕ | |



Welcome to the West Virginia Purchasing Division. This website is dedicated to providing valuable information to our customers: state agencies, vendors, and the general public.

The Purchasing Division is responsible for the timely, responsive and efficient procurement of goods and services for state government. In addition, the Purchasing Division administers various statewide programs including the West Virginia State Agency for Surplus Property; the Inventory Management Program, and the Travel Management Unit. As outlined in our Mission, we strive to ensure that tax dollars are being spent in the most cost-effective manner.

Our Mission state

To provide prudent and fair spending practices in procuring quality goods and services at the lowest cost to state taxpayers by maximizing efficiencies and offering guidance to our customers.

A++ | A | A-

West Virginia Purchasing Bulletin The Buyers Network

Property Connection Current Annual Report

THOME) [SITE MAP] [RFO REQUEST] [CONTACT US] [SEARCH]

Employees on the state network may access internal information through the <u>Purchasing Division intranet site</u>. For questions or comments regarding the technical aspect of either web site, please contact our <u>Technical Services Manager</u>.

Privacy Information
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ELECTRONIC BUSINESS OPTIONS



2019 Washington Street, East Capitol Complex Building 15 Charleston, WV 25305 Telephone: 304-558-2306 General Fax: 304-558-6026

WV.gov | Administration | Purchasing | Intranet

arch

Applications

Processes and

Vendor Registratio

Purchasing Forms

West Virginia

Purchasing Bulletin

Training Center

Awards/Recognition

Tools and Resource

Welcome to the **West Virginia Purchasing Division**'s *intranet* website! The information contained herein will provide you with additional resources relating to state procurement, its procedures and statutory and regulatory provisions.

Our intranet site offers all of our required forms, procedures, system applications, the West lighting Purchasing Bulletin Archives, and various purchasing tools and resources. (For a reference guide to the Purchasing Division intranets lies, highlighting the most valuable information for state agency purchasing employees, please click on the document to the right.)

The Purchasing Division is organizationally structured under the Department of Administration. In addition to the Purchasing Director's office, the division has three sections: Acquisition and Contract Administration; Communication and Technical Services:

Acquisition and Contract Administration Section

This section is responsible for the procurement of products and services for state agencies in excess of \$25,000. It is committed to providing good customer service to agencies and vendors by buying the best in excess of \$25,000. It is committed to providing good customer service to agencies and vendors by buying the best quality commodifies at the lowest cost to taxpayers. The procurement process is monitored through the Requisition Tracking System from the requisition receipt to the award of the purchase order. The Contract Management Unit within this section oversees the managing of all contracts and the inspection of purchasing documents to ensure compliance with state laws, regulations, and procedures. This section strives to provide quality services in the most

Communication and Technical Services Section

This section is responsible for a variety of services offered to agency purchasers, the vendor community and to the general public. It focuses on technology, communication, training, vendor registration and relations, and administrative functions, including records imaging, purchase order encumbrance, bid receipt, and bid package distribution. The Communication Unit provides information related to the division as well as the individual programs which are administered by the division. The Technical Services Unit maintains the automated purchasing systems, our networking services and the division's website. In addition, this unit oversees the administrative functions outlined above. Professional development is also a vital aspect of the division. Conferences, online training modules, in-house workshop sessions, and the West Wrignia Procurement Certification Program are offered throughout the year to offer guidance and opportunities to our agency procurement officers.

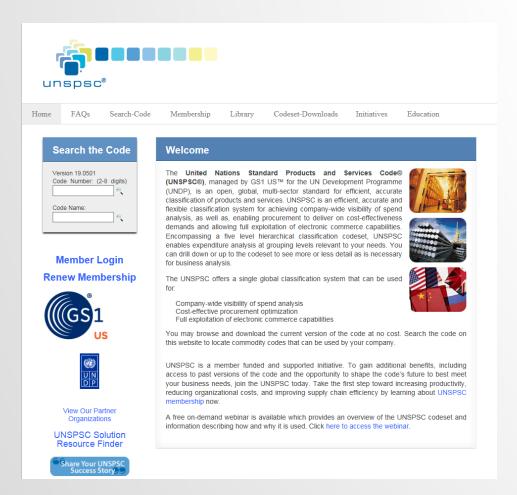
Program Services Section

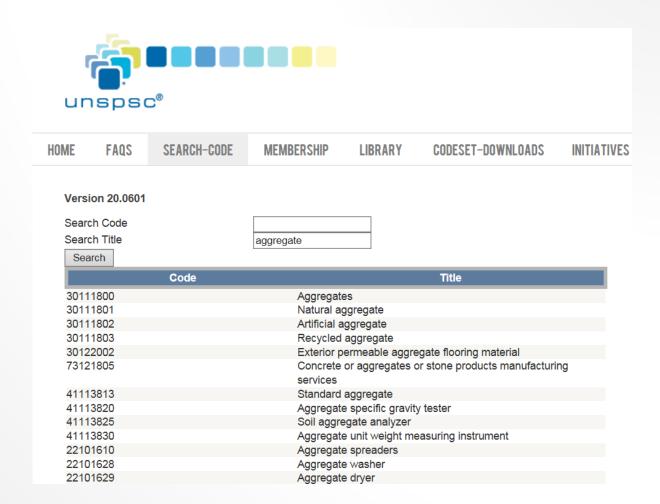
This section is responsible for several of the programs administered by the division. The Travel Management Unit offers guidance to state business travelers and oversees various statewide contracts for travel-related services. This Unit communicates with agency travel coordinators on various issues relating to services. The Fixed Assets Unit maintains the state's inventory of property and ensures the agencies certify their state-owned property on an annual basis. The Surplus Property Unit manages the state and federal programs for property no longer needed within the respective governments. As part of this program, state property that is not sold to eligible organizations is made available to the public through various mechanisms, including absolute auctions, daily retail sates, online asles and statewide sealed bids.

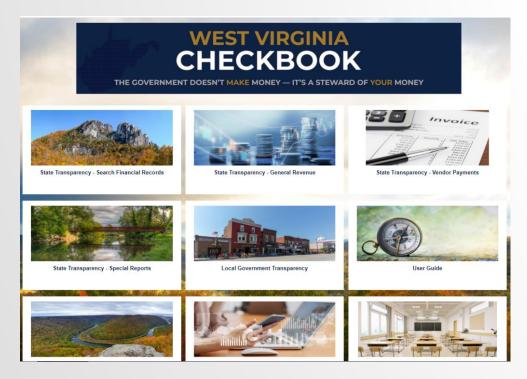
For questions regarding the Purchasing Division's intranet site, please contact our technical staff:

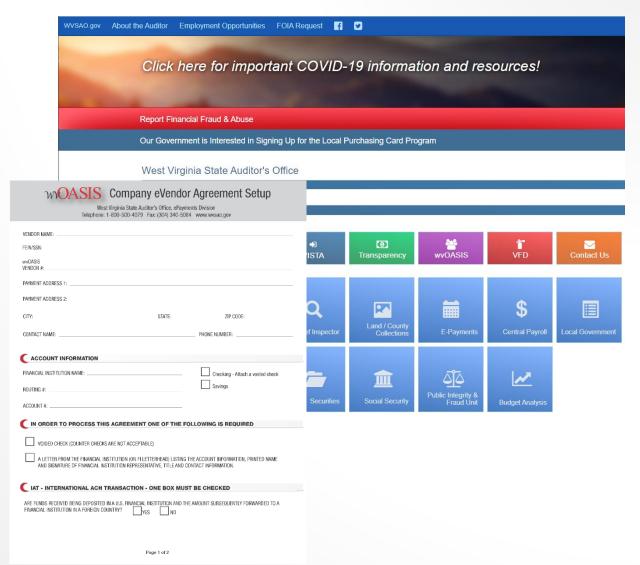
Mark Totten (304) 558-7839 State Cisco Network Extension 57530 Mark.L.Totten@wv.gov

Alisha Pettit (304) 558-0247 State Cisco Network Extension 57512 Alisha S. Pettit @wv.gov

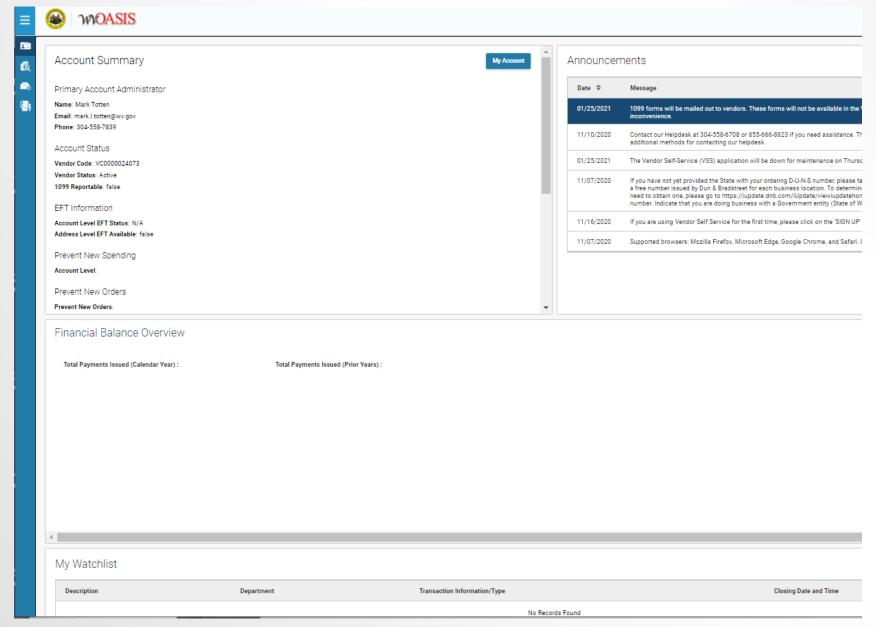




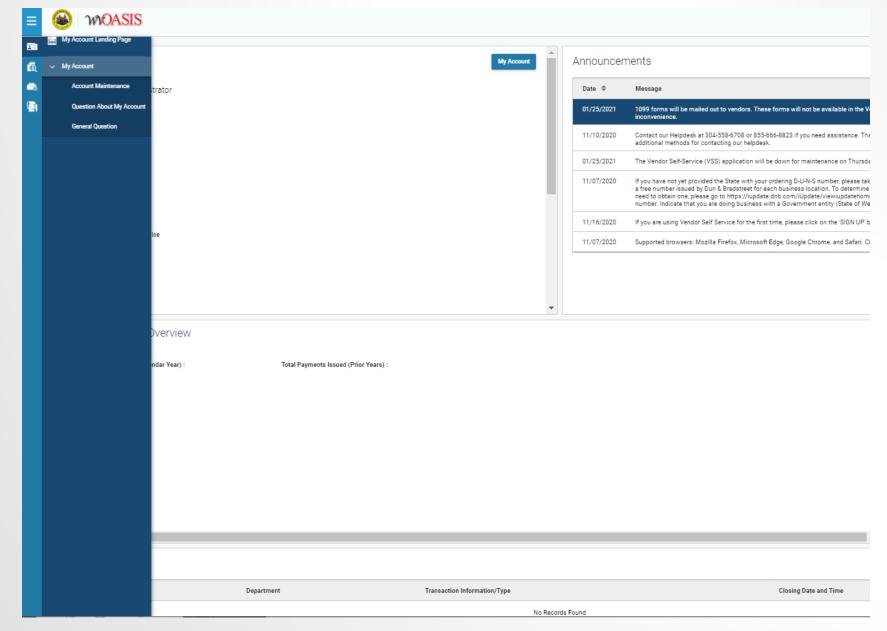




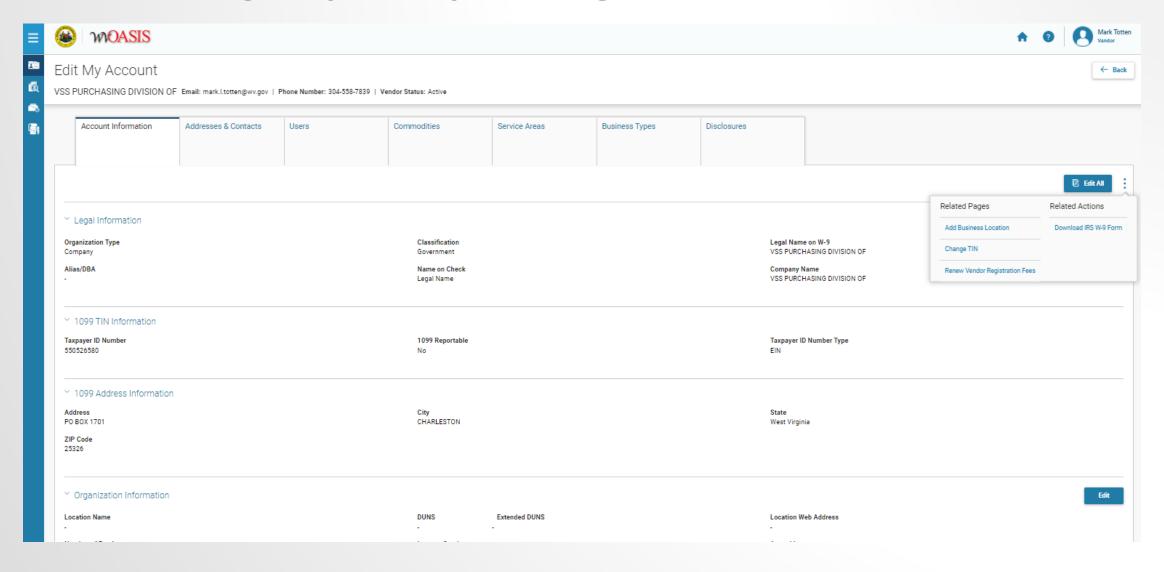
VENDOR SELF-SERVICE



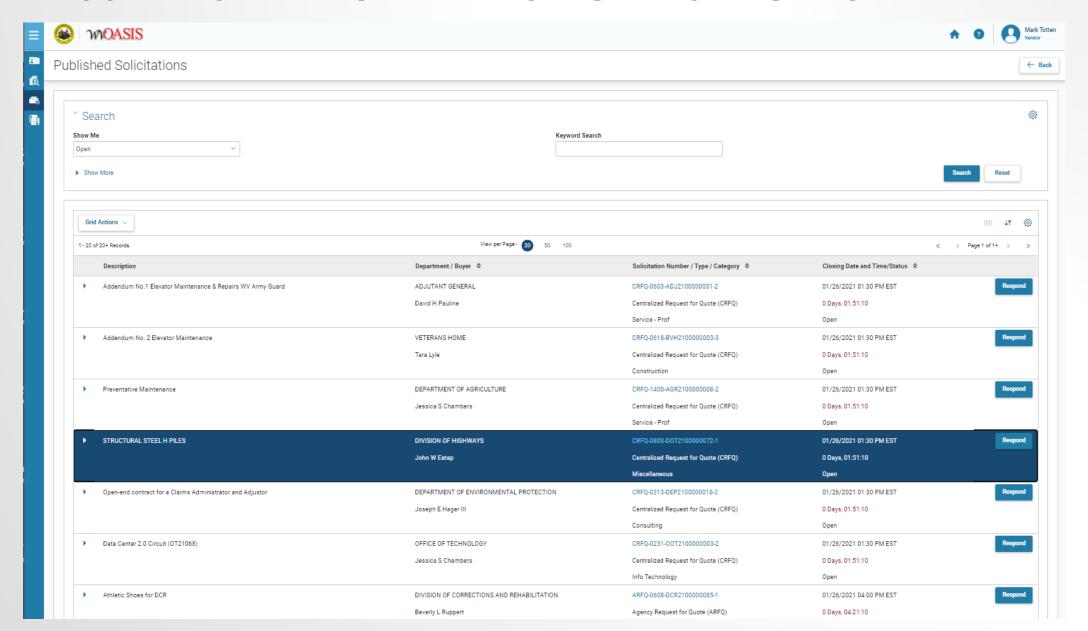
VENDOR SELF-SERVICE



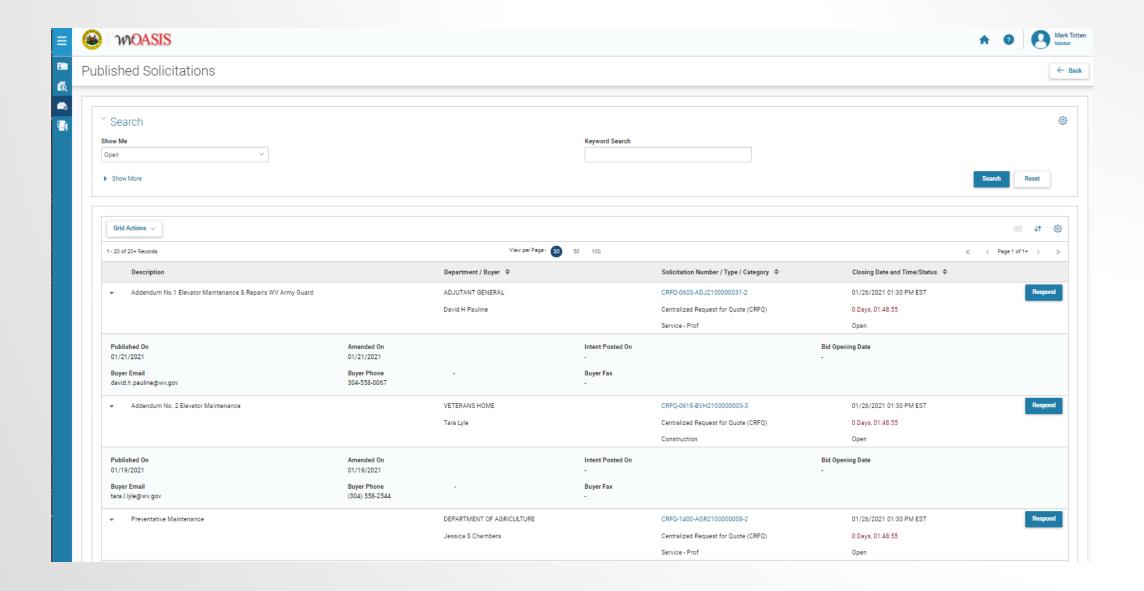
VENDOR SELF-SERVICE



VSS WEST VIRGINIA PURCHASING BULLETIN



VSS WEST VIRGINIA PURCHASING BULLETIN



ONLINE SOLICITATIONS IN VSS

- Public advertisement via the West Virginia Purchasing Bulletin
- Includes agency-delegated solicitations valued over \$20,000
- Includes centralized solicitations
 - Vendors respond to West Virginia's opportunities from varying sources, dollar values, and procurement methods
 - Agency ("A")
 - Centralized ("C")
 - Electronic
 - Paper delivered to Bldg. 15
 - Fax
 - Multiple ways to respond reflect reality of doing business with West Virginia vendors

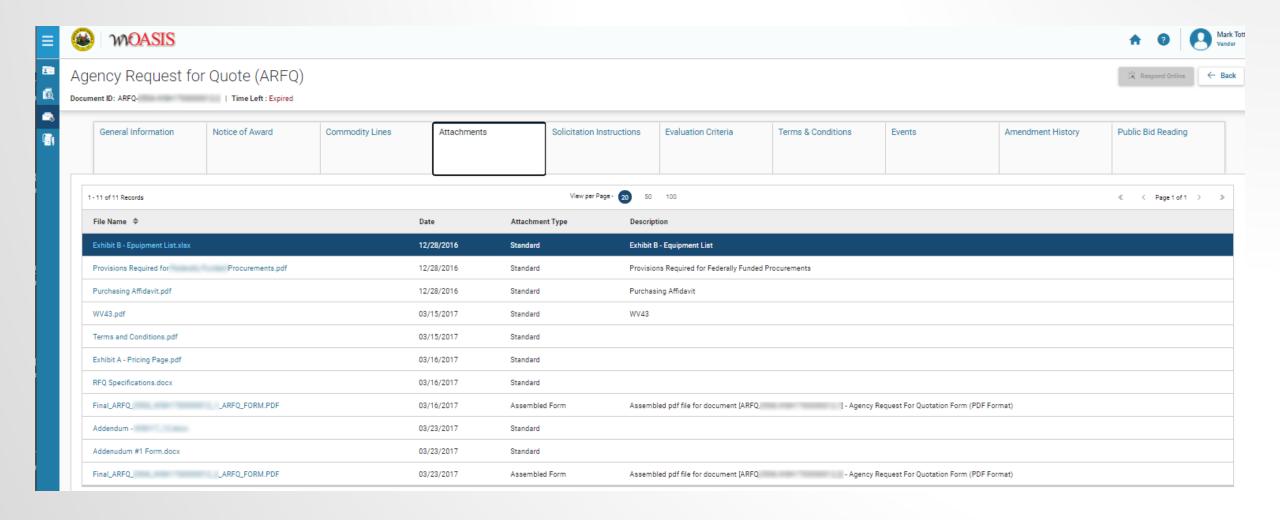
BENEFITS TO ELECTRONIC PROCUREMENT

- Distribution of information
- Ease of access to the same information
- Reach a wider audience with the same data
 - More vendors at the table can lead to more competition
 - Buying power of <u>all</u> state agencies harnessed together
- Power of the entire state comes together without significant time added to existing agency-level procurement tasks

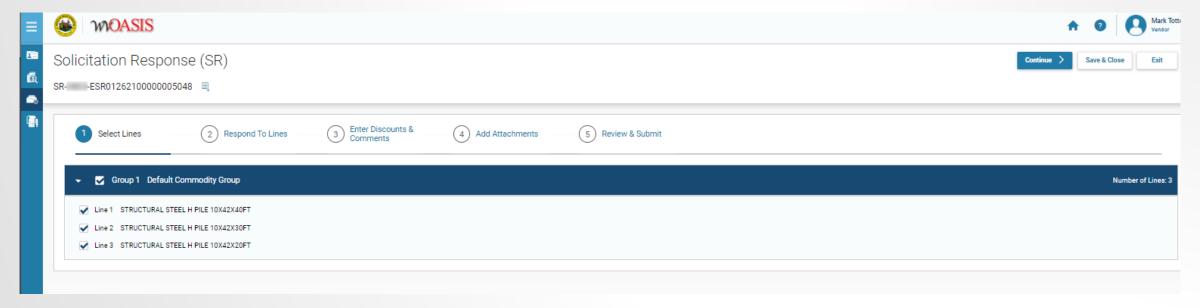
THE OTHER SIDE'S PERSPECTIVE

- Shape your solicitation so vendors respond in a way that is consistent and clear
- Craft your solicitation so vendors can respond with as few attachments as possible
- Consider audience perspective
 - Technical ability
 - Patience

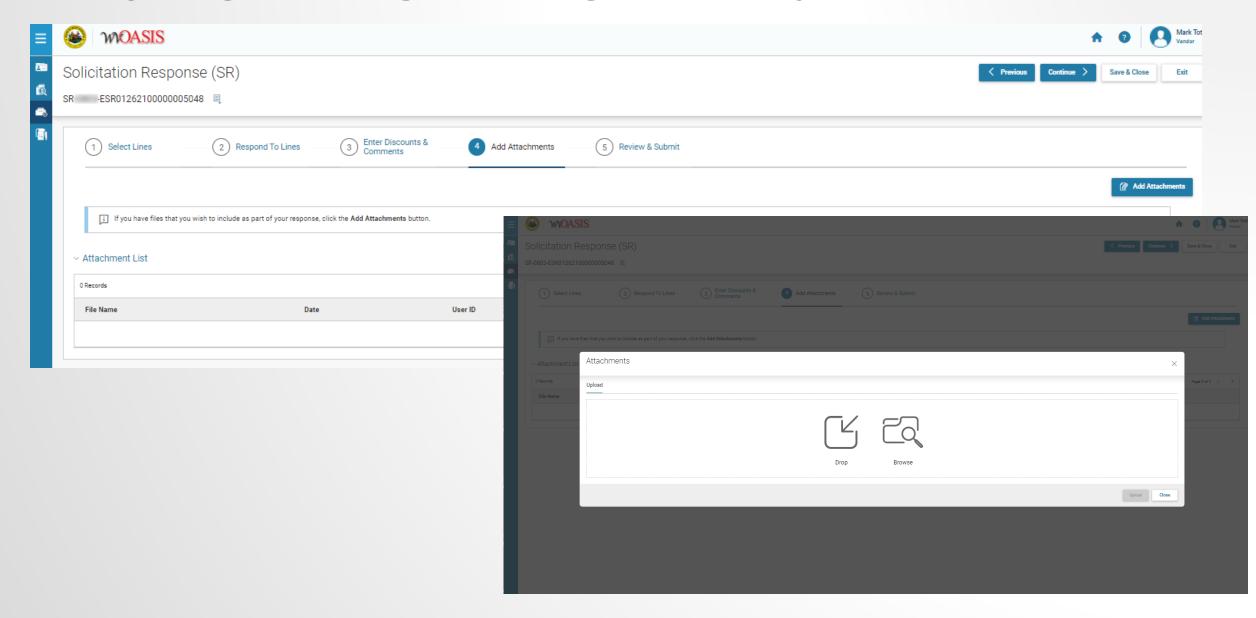
VSS SOLICITATION ATTACHMENTS



RESPONDING ONLINE



UPLOADING ATTACHMENTS



MAXIMIZING VENDOR SELF-SERVICE

- Not requirements, but suggestions
 - Simplify attachments, if possible; consider vendors' level of technical ability
 - Adobe Acrobat Pro
 - Research and add commodity codes to solicitation document
 - Consider vendor audience when choosing allowed response methods
- Balance technical organization with vendors' response capabilities; avoid restrictive technical requirements that might prohibit a vendor from participating
- State of West Virginia benefits from vendors' ability to understand and respond easily to solicitations

MHO IS MHOS

- wvOASIS VCUST vendor/customer table
 - State of West Virginia's centralized vendor database
- Have your vendors bid with the appropriate vendor/customer
 - Federal tax ID is legal thumbprint
 - "TIN" in wvOASIS
 - wvOASIS VCUST "Headquarters" vendor/customer account for that federal tax ID
 - Add additional Ordering and Payment addresses to VCUST Headquartersdesignated record as needed in order to complete both sides of your transaction with vendor, even if multiple vendor/customer numbers exist
 - Discuss with vendor under what legal name your agency will be invoiced.
 - DBA field in VCUST can be utilized for additional legal names.

II.

EXPANDING YOUR VENDOR BASE

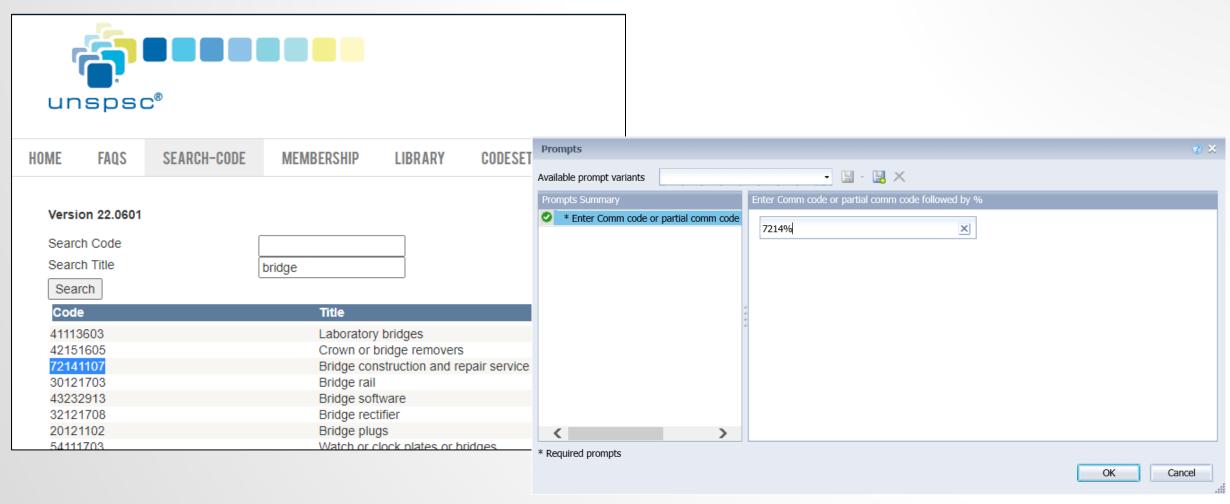
ASSEMBLING A VENDOR BASE

- VCC Document
- VCM Document
- WV-1
- Commodity code-based email alerts
 - VENDCOMM
 - Vendor email entered under Contact Information and NOT just Vendor User Information
 - Business Intelligence report utilization
- Vendor Self-Service
- Utilize Purchasing Division Vendor Registration Program materials
 - Purchasing Division statewide vendor webinars, written content

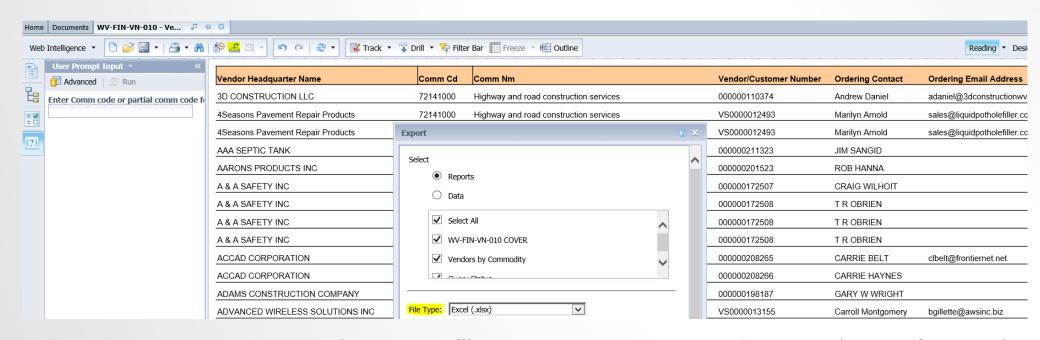
FIND VENDORS BY COMMODITY CODES ON FILE IN VCUST

- Business Intelligence > Advantage Financial > Procurement > WV-FIN-VN-010 Vendors by Commodity
 - Identify a larger solicitation audience by the commodity code(s) specified by vendor in their record.
 - wvOASIS > VCUST > Commodity
 - State agencies can run the above report in Business Intelligence by the UNSPSC commodity code relevant to their solicitation and export the data to Excel to further analyze vendor contact information.
 - Give your potential bidding audience a standard heads up directing them to a specific active solicitation.

WV-FIN-VN-010 VENDORS BY COMMODITY

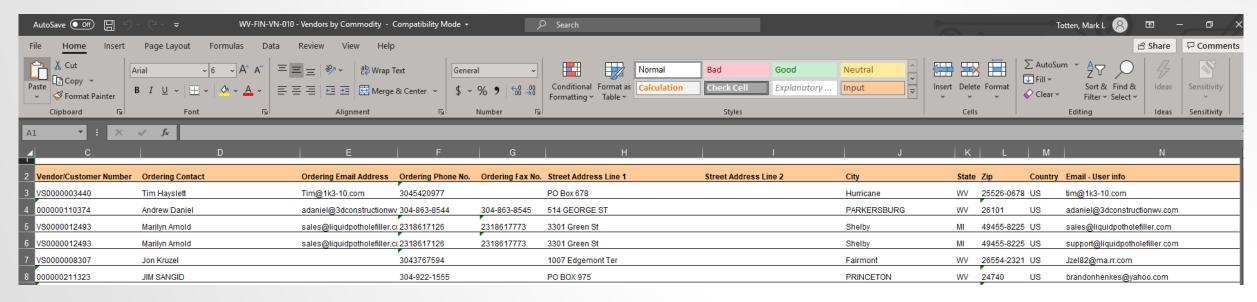


WV-FIN-VN-010 VENDORS BY COMMODITY



- The data output by Business Intelligence can be saved as a Microsoft Excel file for sorting and review of vendor data.
- Other options for saving data exist, but Excel allows easy sorting and copying of potential vendor information.

WV-FIN-VN-010 VENDORS BY COMMODITY



- Exported spreadsheet conveniently centralizes entity name, wvOASIS v/c #, Ordering address, telephone number(s), and email address(es) on file for prospective vendors.
 - Some record duplication exists to display multiple contact persons.

SAMPLE VENDOR PACKET

- Vendor Registration Ad
- Vendor Procurement Guide
- WVPurchasing.gov Guide for Vendors
- Minority Business Information
- Vendor Webinar Flyer
 - When scheduled
- Statewide Seminar Flyer
 - When scheduled
- WV-1 Form



SWAM AS A DOORWAY

- West Virginia Code §5A-3-59 created Small, Women-, and Minority-Owned Businesses (SWAM) Certification Program in 2012
- Also created an opportunity for West Virginia vendors in states that reciprocate West Virginia's SWAM Certification
- Ability to compete out-of-state may draw West Virginia-based first-time bidders to State of West Virginia bid opportunities
 - Potential increase to vendor's business opportunities
- Creating account in Vendor Self-Service puts vendor in communication with WV state agency bidding opportunities

STRONGER AS A WHOLE

- State agencies' aggressive solicitation advertisement adds vendors to statewide database
- Increased person-to-person communication with vendors reengages former participants in the competitive-bid process
- Vendors' utilization of West Virginia Purchasing Bulletin and commodity-code based email alerts brings more vendors to other agencies' solicitations
- Increased competition across all agencies lowers prices of commodities and services

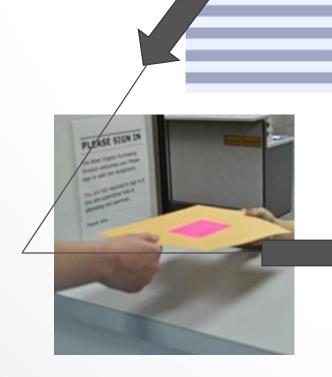
THE PROCUREMENT OFFICER'S BRIEFCASE

TOOLS OF THE TRADE

- Website Reference Guide For Agencies
 - Covering state employee highlights of WVPurchasing.gov
- Intranet Reference Guide For Agencies
 - Covering state employee highlights of Purchasing Division intranet
- Website Reference Guide For Vendors
 - Covering vendor community's points of interest for WVPurchasing.gov
- Vendor Registration Guide for State Agencies
- Vendor/Customer Creation Document Guide

THE TRANSPARENCY TRIO

- Three pieces of the procurement cycle found under Transparency at WVPurchasing.gov:
 - West Virginia Purchasing Bulletin
 - What is the state seeking?
 - · Bids Received
 - What offers were made?
 - Notice of Award Report
 - What vendors were successful?

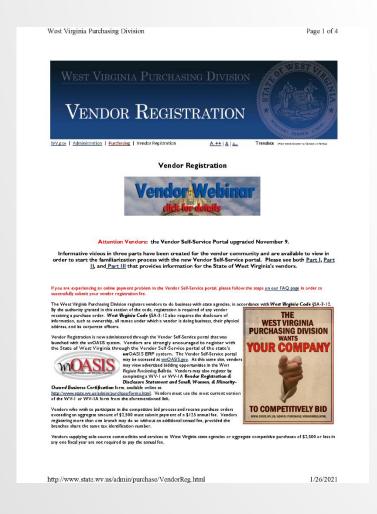


NOTICE OF AWARD

WV Purchasing Bulletin MASI

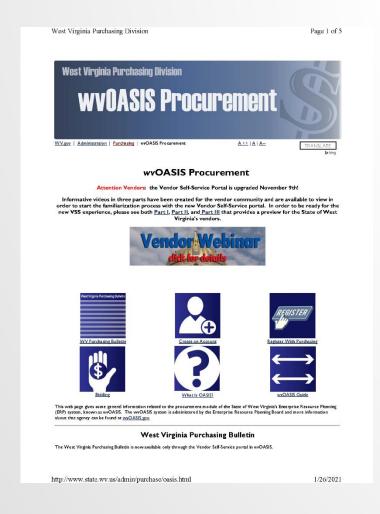
In order to facilitate the transparency of procurement in the State of West Virginia please find belowing of patracts awarded by the West ginia Purchasing Division. This listing includes contract awards made by the West Virginia Purchasing Division through the formal purchasing

VENDOR REGISTRATION AT WYPURCHASING.GOV



- Section of WVPurchasing.gov targeted toward vendor community
- Recommended as a first place of reference for vendors new to doing business with West Virginia
- Can save procurement employee time and explanation when building your vendor base

OASIS AT WVPURCHASING.GOV



- Evolving section of WVPurchasing.gov
- Includes information on:
- ERP project
- Benefits of creating a VSS account
- How to register with the Purchasing Division online
- Procurement terminology before and after wvOASIS implementation

VENDOR RESOURCE CENTER

West Virginia Purchasing Division Page 1 of 3



WV.gov | Administration | Purchasing | Vendor Resource Center

Welcome to the Vendor Resource Center (VRC). Here we have assembled a collection of reference material for vendors who want to do business with the State of West Virginia.

Attention Vendors: the Vendor Self-Service Portal is upgraded November 9th!

Informative videos in three parts have been created for the vendor community and are available to view in order to start the familiarization process with the new Vendor Self-Service portal. In order to be ready for the new VSS experience, please see both Part I, Part II, and Part III that provides a preview for the State of West



Click on the button representing the information you would like to view in order to be taken to the corresponding section, or scroll through

Bid Opportunities and Information

The State of West Virginia seeks to ensure a fair and competitive bidding process. To assist in this mission, the West Virginia Purchasing Division publicly advertises all solicitations expected to exceed \$25,000, electronically publishes all bids received for these solicitations, and provides additional reference and transparency-related materials to guide and inform vendors throughout the procurement process. Below is a collection of resources which further supports ventors ran chagoust any procurement process. Below it is correction or resources without human't supports ventors withing to 36 on a sulcidation in dudding ventor registration requirements, the West Virgin in Parchaini Bulletin', a chronological listing of bids received, and other necessary references related to the bidding process. For high magging of the requirement process on the process of the ventor community, please download the WVPurchasing gov Webbir Reference Guide for Vendors, available by citcling the graphic to the right.

*During the wvOASIS transition taking place that effects the State of West Virginia's procurement process, the listing of solicitations contained within the former format of the West Virginia Purchasing Bulletin, which required a login from registered vendors, is now being made available to the public. If you do not have a login for this site,

http://www.state.wv.us/admin/purchase/vrc/default.html

1/26/2021

West Virginia Purchasing Division

Page 2 of 3

hard copies of the solicitations within this listing may be requested free of charge by visiting and completing your request using our Get RFQ tool.

Vendors interested in doing business with the State of West Virginis will want to set up your company's new registration profile in the Vendor Self-Service system, which you may access at wwo.asis.gov. The new West Virginia Parchasing Sulletin Is located at the VSS on the wwOASIS.gov

| Vendor Registration | West Virginia Purchasing Bulletin | Received Bids |
|---------------------------|---|------------------|
| Freight Terms Chart | Units of Measure | |

Vendor Resource Modules

This selection of video-based presentations provides vendors with a complete overview related to each of the procurement-related topics In a section to video-scale presentation provides retinour ment atom jaces overview reacts to eater to the producement-returned open below. Left citifoling on each button should open the video presentation through your compared web browners. Alternatively, to develop each file for later videoing, right-click on the button and select "Save target as..." and the location on your computer to mee the file. Please keep in mind data file less may be large. Depending on your internet connections, one me adultes may take several minutes, or longer, or download.



Publications and Documents

needed during the procurement process, such as the West Virginio Code, the West Virginio Code of State Rules, and the West Virginia Vendor Procurement Guide. Furthermore, this section comprises other publications and documents perturnent to the state bidding process, including valuable from a soft the Agency and Furthesing Master Terms and Conditions, as well as supplementary information used to conduct business with West Virginia state agencie

http://www.state.wv.us/admin/purchase/vrc/default.html

1/26/2021

AGENCY RESOURCE CENTER

- ARC section of WVPurchasing.gov includes helpful links for agencies
- Recommend familiarity with both WVPurchasing.gov and resources on intranet
- Information from multiple sources are the true scope of electronic procurement power

West Virginia Purchasing Division

Page 1 of 2



/ gov | Administration | Purchasing | Agency Resource Center

A ++ | A | A--

Translate (this past) bower to Charte

Welcome to the Agency Resource Center (ARC). To assist our agency procurement officers, the Purchasing Division has assembled a collection of reference material which may prove useful to you.

Click on the information you would like to view:

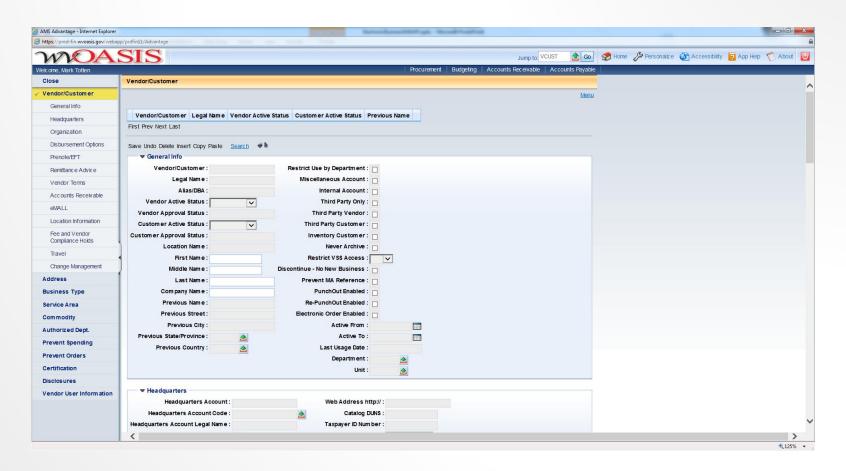
- 1. Forms: Here you will find a collection of our most commonly used forms, including the Vendor Registration and Disclosure Statemen
 (Form VIV.1)
- Annual Report: A detailed summary of the West Virginia Purchasing Division's highlights, program accomplishments, financial statistic recognition awards and legislative changes for each fiscal year.
- 3. Emergency Purchasing Procedures: The conditions and situations which allow for emergency purchases and the proper procedures them.
- 4. Purchasing Training Center: Resources and education materials relating to the state purchasing process prepared for state procurement officials.
- 5. Purchasing Division Procedures Handbook
- 6. Buyers Network
- 7. West Virginia State Agency for Surplus Property
- 8. List of Buyer Assignments
- 9. Statewide Contract Information
- 10. Internal Source
- II. Legislative Rules and Regulations (148 CSR I)
- 12. Purchasing Exemp
- 13. Received Bids
- 14. Inspection Resources
- 15. Workers' Compensation Employer Violator System
- 16. Unemployment Compensation/Workers' Compensation Defaulted Accoun
- 17. OIC Defaulted Accounts
- 18. Procurement Officer Listing
- 19. A Brief Overview of West Virginia State Procuremen
- 20. Agency Master Terms and Conditions
- 21. Purchasing Master Terms and Conditions
- 22. How to Find the Purchasing Division: Don't know where we are? This will help. The page includes driving directions, a map, and a picture of our building.

http://www.state.wv.us/admin/purchase/arc/default.html

1/26/2021

WVOASIS

- VCUST
- · VENDCOMM
- VNREGEX
 - DEPT
- Business
 Intelligence
 - WV-FIN-VN-010
 Vendors by
 Commodity



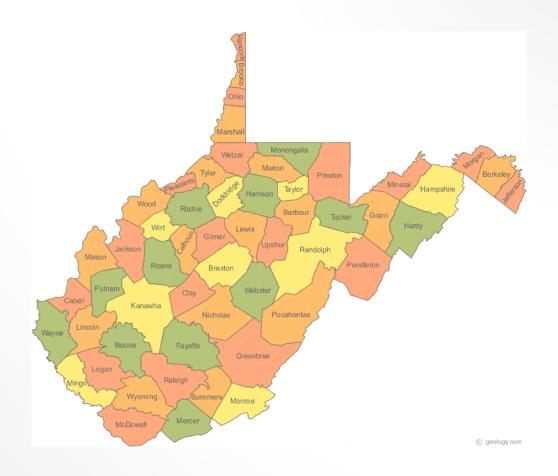
PURCHASING DIVISION INTRANET

- Purchasing Applications
 (http://intranet.state.wv.us/admin/purchase/purapps.html)
 - Requisition Tracking Report
 - Future reporting ability enhanced with ReqTrak Classic 2.1
 - eArchive
 - Notices to Agency-Designated Procurement Officers
 - wvOASIS Tips for State Agency Employees
 - Procurement-focused references
- Vendor Registration for State Agency Employees



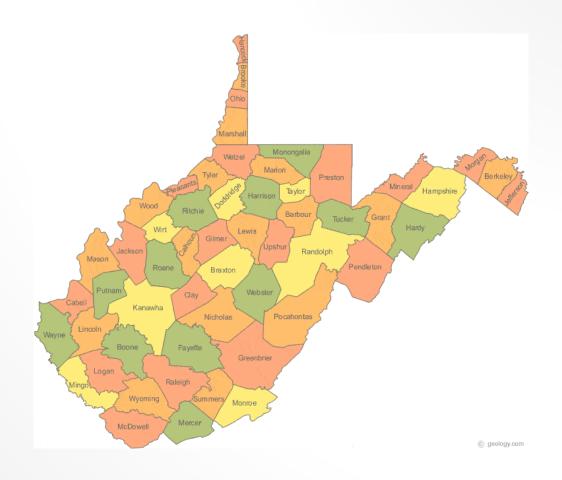
KEY POINTS TO REMEMBER

- The full scope of doing business electronically with West Virginia encompasses a combination of systems, websites, and resources
- Using these tools together with respect to the entire state benefits both agencies and vendors



KEY POINTS TO REMEMBER

- Utilize commodity codebased notifications
- Know the information available at your disposal to aid your procurement processing
- Consider the responding vendor's perspective and technical ability



CONTACT INFORMATION

- Mark Totten
 - West Virginia Purchasing Division
 - WVPurchasing.gov / intranet.state.wv.us/admin/purchase
 - Mark.L.Totten@wv.gov

