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News from Greater Lynchburg SCORE

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Dear SCORE Clients and Associates,

The Greater Lynchburg Chapter of SCORE has some news to share with you:

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Website Update

Our website has been redesigned with new content added. We hope you will find our site easy to navigate and informative. Please visit at <http://www.lynchburgscore.org>.

Join our E-mail List

Greater Lynchburg SCORE announces it will be publishing a periodic e-newsletter that will cover a variety of business-related topics, a Q&A section, and other information of interest to our clients and associates in the Region 2000 small business community. We will also send out periodic e-mails to announce workshops and other items of immediate interest. You may sign up to receive these e-mails through the link at the top of this newsletter or through our website at <http://www.lynchburgscore.org>.

Your Business - Surviving the Recession

We would like to call your attention to a new self-study presentation available through our website, "Your Business: Surviving the Recession." The presentation is intended to be a self-guided workshop with advice on ways to position your business to survive the current economic decline. It is in PDF format and available for download on our website at <http://www.lynchburgscore.org>. After you review the presentation, if you have any questions or comments, please be sure to contact us.

Doing Business with State and Local Government

Each year, the Commonwealth of Virginia buys about \$5 billion in goods and services from businesses in Virginia and other states. In addition to the Commonwealth, localities within the state purchase another \$5 billion in goods and services each year. Some of these procurements are major construction projects and blanket orders for goods and services from large enterprises. But a major portion of the procurement dollars are reserved for small business enterprises, including items such as mowing and landscaping services, food supplies for institutions, janitorial services, painting and other maintenance services, and hardware supplies.

To improve the efficiency of procurement actions and to increase competition, the Commonwealth has invested in a new web-based system called eVA, accessible at <http://www.eva.state.va.us/>. The Virginia Governor's office requires that all state procurements now be placed through eVA, unless a specific waiver is granted. Altogether 171 state agencies and 492 localities now use eVA, and more than 32,000 vendors are registered in the system.

To be considered as a vendor to the Commonwealth or participating localities, a company must register with eVA. As part of the registration process, a vendor identifies his service area (by postal codes), and the types of business he is capable of performing by a numerical code. When a procurement is initiated for goods or services corresponding to the service area and capability codes, the eVA system automatically issues a solicitation or request for quotation to all applicable vendors.

Most procurements with an estimated value less than \$50,000 are set aside for small business enterprises, although small businesses may also bid on larger orders. Small Woman-owned and Minority-owned (SWaM) businesses receive preference, with a goal of 40% of orders placed with these firms. A SWaM business must obtain certification by a process separate from the eVA registration.

Although the eVA web site is generally clear and easy to navigate, business owners may benefit from assistance in properly entering all the required data and identifying service area and capability codes that provide maximum business opportunity.

The Lynchburg chapter of SCORE is available to provide this assistance in confidence and at no cost - call for an appointment (434-846-3235).

Remember, your success is our reward!

Brought to you by the [Greater Lynchburg Chapter](#) of [SCORE "Counselors to America's Small Business."](#) a nonprofit association and resource partner with the [U.S. Small Business Administration](#). SCORE is dedicated to entrepreneurship and the formation, growth and success of small businesses nationwide. Since 1964, SCORE has helped more than 8 million entrepreneurs.

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