



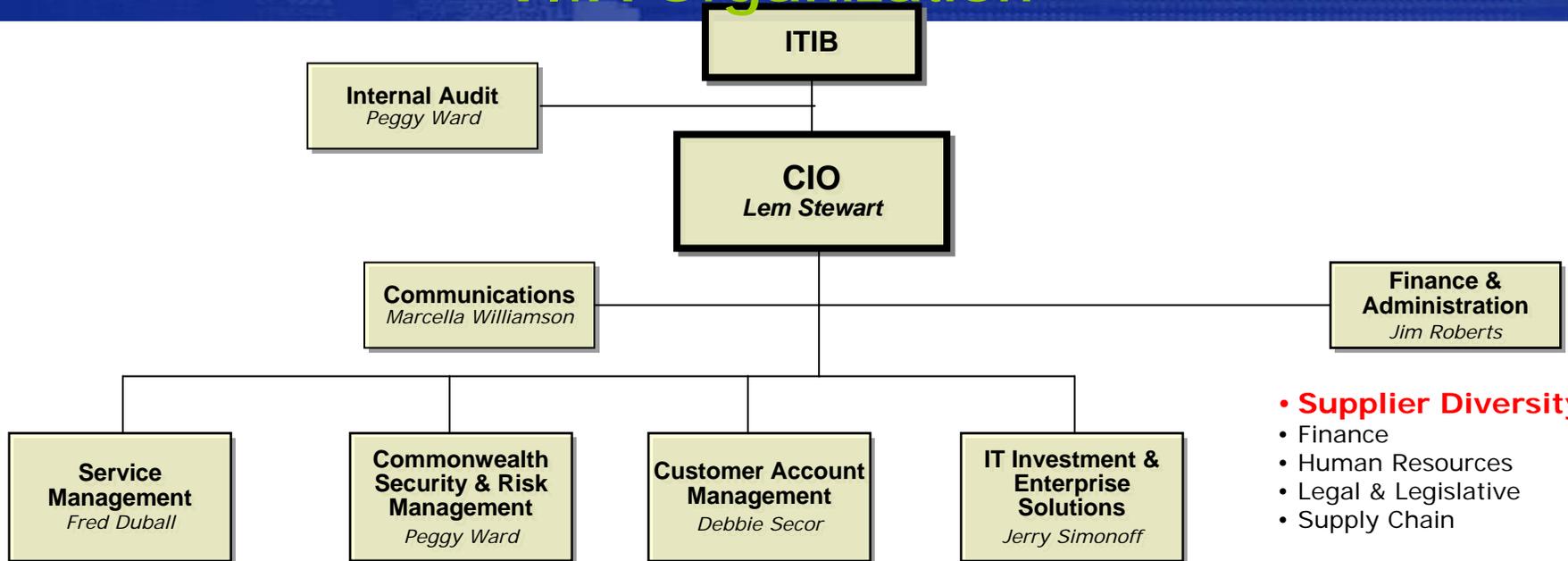
Virginia Information Technologies Agency

Supplier Diversity Initiative Update (SWAM)

Report to the
Executive Evaluation & Governance Committee
of the
Information Technology Investment Board
October 18, 2006

expect the best

VITA Organization



• Supplier Diversity

- Finance
- Human Resources
- Legal & Legislative
- Supply Chain

- Contract Management
- Service & Security Delivery
- Transition Strategy & Transformation
- Performance Management
- Service Outreach

- Information Security
- Risk Management
- Incident Management
- Policy & Standards

- Customer Business Strategy
- Customer Relationships
- Cabinet/Agency Executive Liaison

- Enterprise Applications & Solutions
- Public Safety & GIS Services
- Commonwealth IT Project Management
- Commonwealth IT Policy, Practice & Architecture



SWAM Outreach

- VITA SWAM Resource Webpage & Upcoming Opportunities
- Quarterly workshops
 - 3 Workshops conducted thus far in calendar 2006
 - Over 200 vendors attended
- Associations & Trade Fairs:
 - Virginia Minority Supplier Development Council's Opportunity Fair
 - National Woman Business Owners annual meeting
 - Asian American Chamber of Commerce Seminar
 - Northern Virginia Technology Council's Annual Meeting and the Central Virginia Small Business Resource Day
 - National Association of Certified Government Business Enterprise annual conference
 - Public Safety Supplier Diversity Fair
 - 2nd Annual Virginia Black Expo
 - COVITS
 - VPI Professional Services Forum
 - Asian-American Chamber Fair
 - DGS Procurement Forum
- NG Partnership Initiatives
 - Mentoring Protégé Program



VITA – SWAM Spending FY04-06

<u>(millions)</u>									SWAM	%
	<u>Total</u>	<u>MBE</u>		<u>WBE</u>		<u>SBE</u>		<u>Total</u>	<u>Total</u>	
FY 04 Total	\$ 98.5	\$ 2.5	2.5%	\$ 0.1	0.1%	\$ 1.6	1.6%	\$ 4.2	4.2%	
FY 05 Total	\$ 97.4	\$ 6.5	6.6%	\$ 2.7	2.7%	\$ 2.5	2.6%	\$ 11.7	12.0%	
FY 06 (Prime) Total	\$ 157.4	\$ 11.8	7.5%	\$ 0.7	0.5%	\$ 5.9	3.8%	\$ 18.5	11.8%	
FY 06 (Subcontract) Total		\$ 0.9	0.6%	\$ 1.0	0.6%	\$ 3.9	2.5%	\$ 5.7	3.6%	
FY 06 GRAND TOTAL	\$ 157.4	\$ 12.7	8.1%	\$ 1.7	1.1%	\$ 9.8	6.2%	\$ 24.3	15.4%	
Goal FY 06	\$ 133.4	\$ 8.0	6.0%	\$ 3.4	2.5%	\$ 2.0	1.5%	\$ 13.4	10.0%	



The Past Year (FY 2006)

- Increased amount VITA Spent with SWAM prime contractors 58%
- 6,740 SWAM vendors certified by DMBE, about 994 (15%) are IT suppliers
 - Increased the number of registered IT vendors (54%)
 - Increased the number of vendors VITA spent money with (30%)

CERTIFIED by DMBE			
	FY 2005	FY 2006	
	<u>IT Vendors</u>	<u>IT Vendors</u>	<u>Change</u>
Minority	292	450	54%
Women	63	133	111%
Small	<u>291</u>	<u>411</u>	<u>41%</u>
Total	646	994	54%

	<u>FY 2005</u>	<u>FY 2006</u>	<u>Change</u>
(millions)			
SWAM Contract Expenditures	\$ 11.7	\$ 18.5	58%
# SWAM Vendors	131	170	30%



FY 06-07 YTD Northrop-Grumman Partnership SWAM Spend

(July 1 thru August 31, 2006)

CoV paid to NG	Total Spent by NG	<u>Minority</u>	<u>Women</u>	<u>Small</u>	SWAM <u>Total</u>
\$ 22,556,222	\$ -	\$ 1,417,882	\$ 197,058	\$ 651,555	\$ 2,266,495
		6%	1%	3%	10%
	\$ 9,285,787	\$ 1,417,882	\$ 197,058	\$ 651,555	\$ 2,266,495
		15%	2%	7%	24%

2007 DMBE Plan/VITA Goal	\$15,000,000	\$3,000,000	\$12,000,000	\$30,000,000
	10%	2%	8%	20%



Staff Augmentation Contract

- Supplier Managed Staff Augmentation (SMSA) was implemented in January, 2006 to provide an enterprise wide solution for managed IT services
 - Computer Aid, Inc. (CAI)
 - The business case -- cost savings, productivity improvements and better process management
- SMSA is increasing opportunities for SWAM-certified suppliers:
 - 7 of the top 10 SMSA suppliers are DMBE-certified SWAM vendors
 - 37 SWAM suppliers are now providing staff augmentation services to the Commonwealth under SMSA. Before SMSA, 18 SWAM-certified suppliers were under contract
 - During the first 6 months of SMSA (January – June, 2006), the Commonwealth spent \$1.3 million with certified SWAM suppliers through SMSA, or 62% of total staff supplied to state agencies
 - Computer Aid, Inc. is continuously providing outreach and mentoring to certified SWAM IT service providers



SWAM Goals for FY07

- Policy Changes – Conform with EO 33 (2006)
 - Monthly Subcontractor Data Reporting (Requested/Required)
 - Contractual Changes – Certification of Timely Payments to Subs, conformance with SWAM Plan, final certification
 - Explore Pilot Projects
- Goal - SWAM Expenditures with prime and subcontractors 20% (\$30.0 million)
- Continued outreach activities to increase the number of SWAM certified IT vendors, educational workshops, etc.
- Collaboration with DMBE, VITA, DBA and DGS
- Coordinate with Northrop Grumman's Supplier Diversity & Mentoring Program