

# SWaM

## Virginia Department of Minority Business Enterprise (DMBE)

Small, Woman, and Minority Owned



***Supplier Diversity Strengthens the Commonwealth***

***Department of Minority Business Enterprise***

Ida Outlaw McPherson  
Agency Director

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# DMBE Statutory Authority

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## Virginia Department of Minority Business Enterprise (DMBE)

### Code of Virginia

§ 2.2-1402

Agency Powers and Duties

§ 2.2-1403

Powers of Agency Director



§ 2.2-1405

Reports and recommendations; collection of data

§ 2.2- 4301, 4310

Procurement Participation of SWaM Business

### Executive Order 33 (2006)



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# DMBE Mission

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## Virginia Department of Minority Business Enterprise (DMBE)

### Mission



- To promote a diverse business base that is profitable, efficient, competitive, and maximizes the opportunity for job creation through economic development of Virginia businesses
- To ensure that Virginia is attractive to business leaders around the world



## Virginia Department of Minority Business Enterprise (DMBE)

### Objectives

- To promote the growth and development of Minority-owned, Women-owned, Small, Service Disabled Veteran-owned, and Disadvantaged Business Enterprises in the Commonwealth of Virginia
- To enhance their participation in Virginia's procurement opportunities
- To promote access to the Commonwealth of Virginia's contracting opportunities
- To ensure fairness in the procurement process



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## DMBE Functions

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**Virginia Department of Minority Business Enterprise (DMBE)**

### Central Station of Business Connections

- Serving as the essential business certification & Opportunity Match-Making Center for SWaMs, Service Disabled Veteran-owned Businesses, and DBEs



## Virginia Department of Minority Business Enterprise (DMBE)

### Issues and Concerns of Small Businesses

- More user friendly way to find state contracts
- No Fees or graduated scale of user fees for the eVA system for state contract awards
- Centralized small business development center and services
- Bonding assistance



## Virginia Department of Minority Business Enterprise (DMBE)

### Issues and Concerns of Small Businesses

- Assistance with contract negotiation with prime contractors and partnering agreements
- Simplified access to capital for business expansion to meet the needs of a new state contract award
- Integrated reporting system



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# What is SWaM?

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**Virginia Department of Minority Business Enterprise (DMBE)**

- **SWaM**, acronym for Small, Women-owned, and Minority-owned businesses
- The **SWaM** Program is the state initiative to develop and strengthen purchasing and procurement opportunities for Small, Women-owned, and Minority-owned Businesses
- To participate in the **SWaM** Program, businesses must be certified





### Virginia Department of Minority Business Enterprise (DMBE)

- **DBE**, acronym for Disadvantaged Business Enterprise Program. The DBE Program is a federal certification program for businesses interesting in federally-funded transportation contracts
- To participate in the **DBE** Program, businesses must be certified



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# DMBE Functions

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## Virginia Department of Minority Business Enterprise (DMBE)

- Leading the effort in promoting SWaMs, DBEs, and Service Disabled Veteran-owned Businesses to state agencies and prime contractors



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# DMBE Functions

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## Virginia Department of Minority Business Enterprise (DMBE)

- Developing comprehensive match-making initiatives between certified businesses and state procurement opportunities, agencies, and organizations



### Virginia Department of Minority Business Enterprise (DMBE)

- Providing training and networking opportunities for businesses to:
  - Increase capacity
  - Connect with other agencies and organizations for training in proposal writing and bonding
  - Form joint ventures and partnerships
  - Establish mentor-protégé relationships



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# DMBE Functions

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## Virginia Department of Minority Business Enterprise (DMBE)

- Developing tools and guides for state agencies and organizations to achieve their SWaM and DBE goals
- Monitoring state spending with SWaMs on prime contracts and subcontracts to accurately report to the Governor, Legislature, and the Public



## Virginia Department of Minority Business Enterprise (DMBE)



Commonwealth of Virginia  
Virginia leading the way

Diversity Expenditure Portal  
Dashboard, Analytics & Reporting

[Dashboard](#) | [User Login](#)

### Expenditure Summary

#### Monthly Data

##### Period: July 2010

|       |                            |
|-------|----------------------------|
| SBE   | \$ 72,592,293.28 (23.00 %) |
| WBE   | \$ 10,305,737.53 (3.27 %)  |
| MBE   | \$ 12,733,821.28 (4.04 %)  |
| SWAM  | \$ 95,631,852.09 (30.30 %) |
| Total | \$ 315,565,994.12          |

##### Period: June 2010

|       |                             |
|-------|-----------------------------|
| SBE   | \$ 241,858,094.19 (31.90 %) |
| WBE   | \$ 46,696,898.97 (6.16 %)   |
| MBE   | \$ 59,062,438.70 (7.79 %)   |
| SWAM  | \$ 347,617,431.86 (45.85 %) |
| Total | \$ 758,207,901.38           |

##### Period: May 2010

|       |                            |
|-------|----------------------------|
| SBE   | \$ 68,248,128.21 (29.34 %) |
| WBE   | \$ 11,237,663.25 (4.83 %)  |
| MBE   | \$ 12,417,749.34 (5.34 %)  |
| SWAM  | \$ 91,903,540.80 (39.51 %) |
| Total | \$ 232,630,846.87          |

##### Period: April 2010

|     |                            |
|-----|----------------------------|
| SBE | \$ 62,258,755.80 (23.66 %) |
| WBE | \$ 11,698,853.44 (4.45 %)  |

#### Quarterly Data

#### Yearly Data

### Summary

[by Secretariat](#)

[by Ethnicity](#)

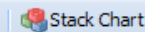
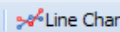
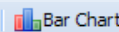
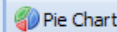
[by Functional Area](#)

[by Vendor](#)

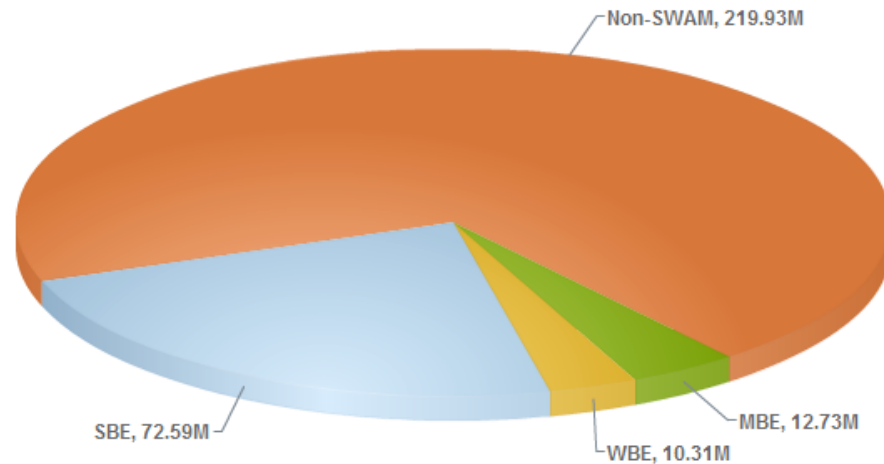
[Monitoring](#)

[Analytics](#)

[Reporting](#)



SWAM Business Expenditures for July 2010



### Virginia Department of Minority Business Enterprise (DMBE)

- Conducting on-site interviews to evaluate the capabilities and capacities of businesses that are seeking state procurement opportunities
- Providing management and technical assistance to businesses in pursuit of procurement opportunities with the Commonwealth of Virginia, federal agencies, or military installations



## Virginia Department of Minority Business Enterprise (DMBE)

- Increased the number of certified businesses nearly 400%, from 4,965 in FY06 to 17,346 in FY10
- Established business connection offices in Northern, Central, Southeastern, and Southwestern regions of Virginia





### Virginia Department of Minority Business Enterprise (DMBE)

- Increased the number of contracts awarded to certified businesses by 20% annually since Fiscal Year 2006
- Streamlined the SWaM certification process with a more user-friendly, web-based, application and certification tracking system





- ▶ [About Us](#)
- ▶ [SWaM Certification](#)
- ▶ [DBE Certification](#)
- ▶ [SWaM Vendor Search](#)
- ▶ [DBE Vendor Search](#)
- ▶ [SWaM Purchasing and Expenditure Reports](#)
- ▶ [Programs](#)
- ▶ [Forms](#)
- ▶ [Procurement and Business Opportunities](#)
- ▶ [Reports](#)
- ▶ [Frequently Asked Questions](#)
- ▶ [News and Resource Links](#)

### Welcome

We are the state agency dedicated to enhancing the participation of our small, women- and minority-owned businesses in Virginia's procurement process. DMBE administers two certification programs: the Small, Women- and Minority-owned Businesses under Virginia's "SWaM" Procurement Initiative, and the federal U.S. Department of Transportation's Disadvantaged Business Enterprise ("DBE") Program. DMBE also provides management and technical support to our certified businesses through one-on-one business development and procurement advocacy.

### **Important Notice**

If you are a non-Virginia based business, you might not be eligible for participation in the Virginia Small, Women- and Minority-owned Business Program. Please review the "DMBE Certification Policy of Applications from Non-Virginia Based Businesses" before applying online for SWaM certification or recertification. ([Click here](#))

### Top Three Questions from SWaM Certification Applicants

- 1. What is the status of my application?**
- 2. How long does it take to get certified?**
- 3. How do I apply for re-certification ?**

### What's Hot

- [SWaM Certification Application Status](#)
- [SWaM Dashboard](#)
- [SWaM Plan](#)
- [SWaM Vendor Directory](#)
- [DBE Certification Forms and Process](#)
- [DBE Directory of Certified Vendors](#)

### Quick Links

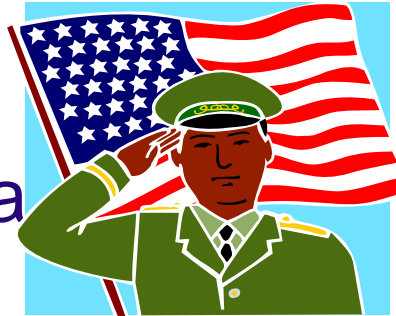
- [National Institute of Governmental Purchasing \(NIGP\) Commodity Codes](#)
- [North American Industry Classification](#)

## Virginia Department of Minority Business Enterprise (DMBE)

- Implemented an electronic document management system to increase the agency's operational efficiency
- This action reduced the cost of processing each certification application from \$650 in FY09 to \$187 in FY10



### Virginia Department of Minority Business Enterprise (DMBE)



- Implementing a certification program for Service Disabled Veteran-owned businesses

- Revised business development and promotional plans to pursue procurement opportunities for Service Disabled Veteran-owned businesses without increasing the agency's annual budget



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# DMBE Achievements

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## We Are Your



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# DMBE Functions

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**Virginia Department of Minority Business Enterprise (DMBE)**

## Central Station of Business Connections

