



Commonwealth of Virginia sets the Gold Standard for Public Sector Procurement with Ivalua

By modernizing its expansive e-procurement ecosystem, the Commonwealth of Virginia partnered with Ivalua and CGI to transform over \$10.8 billion in annual spend into a unified engine for efficiency, transparency, and statewide value.

The Commonwealth of Virginia

The Commonwealth of Virginia became a state on June 25, 1788, operating under a governance framework established by its 1776 Constitution, outlining the executive, legislative, and judicial branches.

eVA is the Commonwealth of Virginia's electronic vendor registration and purchasing system that provides a standardized, transparent source of public procurement information. This is a vital function that directly impacts the state's ability to serve its citizens - managing \$10.8 billion in annual spend across 173 state agencies, 43 higher education institutions, 800+ local public bodies, and 20 private universities. Virginia is among the earliest adopters and leaders among states in digitizing procurement processes and effectively implementing and managing procurement solutions (since 2001).

“

The Commonwealth of Virginia is the gold standard for procurement transformation at scale. With Ivalua and our managed services partner CGI, we're not just implementing technology—we're enabling a continuous journey of efficiency that serves millions of citizens every day.”

Shane Caudill,

Director of eVA,

Virginia's eProcurement Program at the
Department of General Services,
Commonwealth of Virginia

The Challenge



Technology Powering eVA Required a Change:

- ✓ The user interface was aging and viewed as less intuitive compared to modern eCommerce standards.
- ✓ The Supplier Network heavily leveraged by the previous provider imposed fees, relationship barriers, and technical hurdles on suppliers, making change necessary.
- ✓ The legacy system had become a patchwork of different tools over many years. eVA needed a single, unified Source-to-Pay platform that could handle everything and support evolving needs.

Electronic Submissions Mandate

- ✓ Jan 1, 2025 Requirement: Local public bodies must now offer electronic bid submission options through eVA or similar platforms.
- ✓ Process Updates: Agencies are required to revise internal workflows to ensure compliance and support scalable, transparent digital bidding.

Compliance with Complex Requirements

- ✓ Regulatory Adherence: The system must navigate strict rules for competitive sealed bidding, negotiations, and specialized construction or professional services.
- ✓ Inclusion & Preferences: Procurement processes must actively reduce barriers for SWaM* businesses while tracking state and domestic product preferences.

* The Small, Women-owned, and Minority-owned Business (SWaM) certification program is a state program of the Commonwealth of Virginia.

The Journey



Recognizing the need to challenge the status quo, the Commonwealth sought to drive superior procurement solutions for its constituents by conducting a competitive solicitation to assess the available market solutions. After a thorough evaluation, the Commonwealth selected Ivalua's unified Source-to-Pay platform combined with CGI's managed services to facilitate a smooth and efficient transformation while navigating complex issues.

- ✓ **Alignment and Engagement Across a Large Number of Stakeholders:** The Commonwealth established cross-agency governance teams to align procurement objectives, define workflows, and ensure the platform meets broad statewide needs.
- ✓ **Phased Rollout:** The implementation was carefully phased, starting with sourcing and contract management, then supplier management, eProcurement, and concluding with Account Payables automation.
- ✓ **Managed Services Partnership:** CGI acted as the managed services provider, offering ongoing support, system administration, and continuous optimization. This partnership overcame resource limitations and benefited from CGI's expertise in this space.
- ✓ **Integrating Existing Systems:** The Commonwealth leveraged Ivalua's built-in Integration Hub to integrate 64 systems into eVA.
- ✓ **Change Management:** Comprehensive training programs and communication campaigns helped accelerate user adoption and reinforced a shift towards a unified, transparent procurement culture.



Solutions Selected

Supplier
Management

Sourcing

Contract
Management

eProcurement



Invoicing



Payments



Spend Analysis

Value Realized

From the State's FY2024 Fiscal Year Metrics Report

- ✓ eVA utilized across **1,045 state and local entities**
- ✓ **3,500** solicitation and contracting users
- ✓ **\$5M+** annualized savings achieved
- ✓ **\$10.8B** of purchase order spend
- ✓ **726,000+** purchase order transactions (12.3% increase ear-over-year)
- ✓ **7,000** solicitation issued
- ✓ **206,405 vendors** with active registration including
 - › **137,266 suppliers** are self-registered
 - › **12,353 new supplier registrations** (10.6% increase over FY23)
 - › **13,538 SWaM certified suppliers** (1.2% increase year-over-year with 92%+ retention rate)
- ✓ **64 unique integrations** between Ivalua (eVA) and other systems
- ✓ **69 days Average Solicitation cycle**, down from 121 days in previous Fiscal Year

Future Goals

Collaboration, Analytics, and Innovation for Tailored Insights and Proactive Strategies

Looking ahead, the Commonwealth of Virginia plans to deepen its collaboration with Ivalua and CGI to further enhance its procurement capabilities.

- ✓ **Expanding Procurement Automation:** Building on early successes, the Commonwealth aims to apply technology advances to automate up to 80% of routine procurement tasks.
- ✓ **Insightful Analytics:** Virginia will leverage data analytics to identify trends, enabling the state to anticipate supplier risks and drive proactive sourcing and mitigation strategies.
- ✓ **Continuous Process Optimization:** With CGI's managed services, Virginia will maintain an agile approach to procurement transformation, regularly updating workflows and adopting new platform functionalities.
- ✓ **Scaling Digital Payment Solutions:** The state aims for the further development of eInvoicing and payment automation to enhance supplier performance and improve fiscal control.