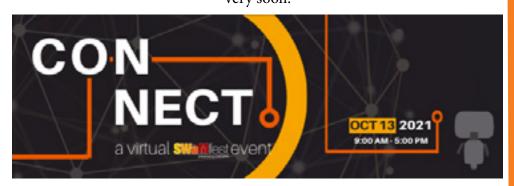


What's happening in Procurement at Virginia Tech

November 2021

# CONNECT: A Virtual SWaMfest Event

Thank you all who attended our October virtual SWaMfest event. SWaMfest<sup>®</sup> is the Commonwealth's premier networking, educational, and professional development event for small, women-owned, and minority-owned (SWaM) businesses. With over 300 attendees, SWaMfest 2021 was a success. If you have ever attended Virginia Tech's Supplier Opportunity Vendor Fair, you would love SWaMfest! Be on the lookout for our 2022 event details coming very soon.



## TealBook: Access to Additional SWaM Vendors

The Procurement Department is happy to announce a new feature to search for additional SWaM vendors. Tealbook uploads supplier databases, researches and enriches the information we provide them. Increasing Supplier Diversity is our main goal working with TealBook. If you are looking for a specific product and cannot find any diversified vendors available, please reach out to procurement@vt.edu and we can do the searching for you!

**StealBook** 

## TABLE OF CONTENTS

1 | <u>CONNECT: A Virtual SWaMfest</u> Event, <u>TealBook: Additional SWaM</u> <u>Vendors</u>

2 SWaM Vendor Spotlight: Triton Light Medical

3 Contracts Corner: Printing Services Contracts

4 Did You Know: Hokiemart Dashboard, Upcoming Events

5 | <u>Procurement Spotlight: Danielle</u> <u>Harlow</u>

# SWaM Vendor Spotlight: Triton Light Medical



### **CAPABILITY STATEMENT**

A SWAM-certified, Veteran-Owned Firm, Triton Light Medical, LLC (TLM) performs across the Commonwealth of VIRGINIA BY SUPPLYING HEALTHCARE PRODUCTS AND SERVICES WITH AN UNCANNY ATTENTION TO DETAIL, EXCELLENCE, PROFESSIONALISM AND ETHICAL STANDARDS.

**CORE COMPETENCIES** 

TRITON LIGHT MEDICAL, LLC (TLM) SUPPLIES AN ARRAY OF MISSION-CRITICAL TECHNOLOGY, EQUIPMENT, PROJECT MANAGEMENT AND SELECT CONSUMABLES TO THE HEALTHCARE COMMUNITY

- EMERGENCY AUTOMATIC CHEST COMPRESSION SOLUTION -DELIVER CHEST COMPRESSIONS AUTOMATICALLY AND CONSISTENTLY ACCORDING TO AMERICAN HEART ASSOCIATION GUIDANCE
- OUTER PERIMETER<sup>TM</sup> REMOTE PATIENT MONITORING NEXT-GENERATION DATA DELIVERY AND TELEHEALTH SOLUTIONS
- MOBILE REFRIGERATOR AND FREEZER CARTS SAFELY MAINTAIN AND DELIVER DELICATE VACCINES TO PATIENTS AT REMOTE LOCATIONS IN THE COMMUNITY
- MEDICAL-GRADE REFRIGERATORS AND FREEZERS STORE VACCINE & BLOOD PRODUCTS AT PRESCRIBED TEMPERATURES
- GATE 1<sup>™</sup> TECHNOLOGIES THERMAL SENSORS TO RAPIDLY EVALUATE BODY TEMPERATURES IN HIGH THROUGHPUT AREAS
- PATENTED BODY FLUID MANAGEMENT SYSTEM PROVEN REDUCED INFECTION RATES (BY UP TO 50%) AND FAVORABLE ROI
- PROPRIETARY LABORATORY-GRADE INSTRUMENTATION -INDUSTRY-LEADING GERMAN PRECISION UNDER THE TRITON LIGHT PRO-LINE BRAND
- PERSONAL PROTECTIVE EQUIPMENT (PPE) A COMPREHENSIVE SELECTION OF DISPOSABLE DOMESTIC-MADE PERSONAL PROTECTIVE EQUIPMENT AT MANUFACTURER-DIRECT PRICING

DIFFERENTIATORS

LEVERAGING DECADES OF PROJECT MANAGEMENT, MARKETING AND LEADERSHIP EXPERIENCES, TRITON LIGHT MEDICAL UNDERTAKES EACH TASK WITH VALUE CREATION AS ITS GUIDING PRINCIPLE.

TLM DELIVERS RESULTS BY LEVERAGING THE FOLLOWING:

- DEEP PROJECT MANAGEMENT, LEADERSHIP AND TEAMING EXPERIENCES
- A SUPPLIER-DIRECT DISTRIBUTION MODEL WHICH YIELDS SIGNIFICANT SAVINGS
- MORE THAN 25 YEARS OF DEVELOPING COMPLEX VALUE PROPOSITIONS TO DELIVER MEANINGFUL SOLUTIONS IN THE FEDERAL GOVERNMENT AND PRIVATE SECTOR
- BALANCED, INSIGHTS-DRIVEN APPROACH TO DELIVERING VALUE-ADDED PRODUCTS AND SOLUTIONS



## travel / purchase cards

## Kennon A. Artis, President

ENNON@TRITONLIGHTMEDICAL.COM 804) 543-8137

#### CONTROLLING INDICATING, MEASURING, MONITORING AND RECORDING INSTRUMENTS AN SUPPLIES --- FIRST AID AND SAFETY TEACHING EQUIPMENT AND 34540 SUPPLIES: CHARTS, MANUALS, POSTERS, SAFETY PLACARDS, SAFETY TRAINING VIDEOS, ETC 46500 HOSPITAL AND SURGICAL EQUIPMENT INSTRUMENTS, AND SUPPLIES 46504 BIOFEEDBACK EQUIPMENT AND SUPPLIES

- 46514 CARDIOVASCULAR INSTRUMENTATION DEFIBRILLATORS, HEART PUMPS, MONITORING EQUIPMENT
- 46540 - FREEZERS AND REFRIGERATORS (BLOOD BANK TYPE) 46560 - MONITORING SYSTEMS, ALL TYPES (HOSPITAL AND
- PATIENT) 46593
- SURGICAL INSTRUMENTS, OPERATING ROOM GRADE THERMOMETERS, CLINICAL, SHEATHS AND DISPENSERS (INCLUDING ELECTRONIC)
- 83833 - COMMUNICATIONS: NETWORKING, LINKING, FIBER MODEMS, POWER OVER ETHERNET, WIRELESS
- 83883 - TELECOMMUNICATION (INTERNET PROTOCOL) **JETWORK MONITORING, SURVEILLANCE, INTRUSION DETECTION SYSTEMS AND NETWORKING PRODUCTS**

#### DUNS NUMBER 080708656

ASCUPP COOPERATIVE CONTRACT: UVA2002671

#### **PAST PERFORMANCE**

## COMMONWEALTH OF VIRGINIA (VARIOUS AGENCIES)

- GATE 1 TM INSTALL
- BODILY FLUID MANAGEMENT TRIAL VACCINE REFRIGERATOR & FREEZER SUPPLY AND
- INSTALLATION
- DURABLE MEDICAL EQUIPMENT
- UVA HEALTH (UNIVERSITY OF VIRGINIA HEALTHCARE NETWORK)
  - SURGICAL INSTRUMENTS SUPPLY
  - VASCUPP Contract holder #UVA2002671 Cooperative contract for use across all Virginia INSTITUTES OF HIGHER LEARNING AND PUBLICLY-FUNDED DRGANIZATIONS NATIONALLY

#### DEPARTMENT OF VETERANS AFFAIRS

- HIGH-GRADE SURGICAL INSTRUMENTS SUPPLY
- MEDICAL-GRADE REFRIGERATION / FREEZER SUPPLY MEDICAL CARTS & SCOPE DRYING CABINETS SUPPLY
- VA EMPLOYEE, CHANGE MANAGEMENT LEADER
- DEVELOPED AND EXECUTED CROSS-VISN RESEARCH & OUTREACH STRATEGY TO EVALUATE AND INFLUENCE EMPLOYEES' RECEPTIVENESS TO MAJOR IT INSTALL

#### DEPARTMENT OF THE ARMY

VACCINE REFRIGERATORS SUPPLY - MULTIPLE COMMANDS SCOPE DRYING CABINET SUPPLY

#### $\triangleright$ DEPARTMENT OF THE NAVY

FLEET SUPPORT - LED LOGISTICS PLANNING, LOADOUT AND EXECUTION FOR MIDSHIPMEN SU R-LONG. OPEN-OCEAN CRUISE FOR 800 PERSONNEL



8412 MACANDREW TERRACE **CHESTERFIELD, VA 23838** 

WWW.TRITONLIGHTMEDICAL.COM





## Printing Services Contracts

tracts for general printing services which include requirements to adhere to brand standards of the University. Although some of these contracts are cooperative through other Universities in Virginia, they have been vetted and deemed acceptable for use by Procurement and VT Li-

As many on campus are already censing. These contracts are loaded aware, Virginia Tech Printing Ser- in HokieMart for immediate use to vices is no longer in operation. As a all departments on campus and exresult, the Procurement department tension offices. Please visit the printhas worked to establish sixteen con- ing contracts page on Procurement's website for contact information for all sixteen contracts.

| CONTRACTOR OF  |  |  |   |
|--|--|--|---|
|  |  |  |   |
|  |  |  |   |
| es- Outside Vendors  | s To Contact For S   | ervices  |   |
|  |  |  |   |
|  |  |  |   |
|  |  |  |   |
| There are the land   | the following contracts for an over a  | I strate for helping out over  | And Strategic Install   |
|  | Manhael, S.M.  | a second   |   |
|  |  |  |   |
|  | Transverse and an inclusion of the   | Contraction of the local data  |   |
|  |  |  |   |
|  |  |  |   |
| Lange Plage  | THE REAL PROPERTY.   | 0.000 M (0.00  | THE OWNER   |
|  |  |  |   |
| same riske   | To Mill day  | And an and an  |   |
|  |  |  | HAR SHOW  |
| manufactor for bottle<br>Base of Colorests   | n a titl dae<br>A to tat dae   | Perso New<br>Another   | For all the sets  |
| manufactor for large   | * 1 MB das   | Per la Nave  | For the converse  |
| manata in tea<br>Barrin teatra   | n a titl dae<br>A to tat dae   | Perso New<br>Another   | For all the sets  |
| ensiste in tea<br>Baar in teatro<br>Generationsy<br>Asternationality   | T 5 10 das<br>P 5 10 das<br>Caracteria<br>Nación 100   | For the Name<br>Annotations<br>Constitutions<br>Provide the  | Enal Tel Maria Auto<br>Esta de Xila<br>Maria Stato<br>Maria Stato<br>Maria Maria  |
| exactly in low<br>Buck in Sector<br>Sector reg   | 1000 das<br>1000 das<br>1000 das   | Part on Nation<br>Addressed<br>Intelligible  | For all the ways<br>For all the   |
| ensiste in tea<br>Baar in teatro<br>Generationsy<br>Asternationality   | T 5 10 das<br>P 5 10 das<br>Caracteria<br>Nación 100   | For the Name<br>Annotations<br>Constitutions<br>Provide the  | Enal Tel Maria Auto<br>Esta de Xila<br>Maria Stato<br>Maria Stato<br>Maria Maria  |
| examine to bee<br>Back to break<br>Street to any<br>Antionale franks<br>Frank Directed to the second<br>Associations                 | T 5 10 dae<br>T 5 10 dae<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Carologo<br>Ca | For the Name<br>and Addressed<br>Interface and<br>Provide and<br>Interface                                 | End of the second<br>Bore de Moo<br>Norseptierde<br>Endersteile<br>Son Aanvee   |
| examine to bee<br>New Yorkers<br>Serie Process<br>Astronom Process<br>France Sciences  | 1.519 dae<br>1.519 dae<br>1.510 dae<br>1.510 dae<br>1.519 dae<br>1.519 dae   | For an Yang<br>and Charles<br>Contraction<br>Contraction<br>Contraction<br>Contraction<br>Contraction      | End of the second<br>End of the second<br>New Second Second<br>Second Second<br>Second Second<br>Second Second<br>Second Second |
| escale frites<br>Barrie Friteg<br>Anter Friteg<br>Anter Directed Friteg  | 1.519 dae<br>1.519 dae<br>1.510 dae<br>1.510 dae<br>1.519 dae<br>1.519 dae   | For an Yang<br>and Charles<br>Contraction<br>Contraction<br>Contraction<br>Contraction<br>Contraction      | End of the second<br>End of the second<br>New Second Second<br>Second Second<br>Second Second<br>Second Second<br>Second Second |
| encode to bee<br>hear to bretto<br>Grand Princip<br>Antion De Princip<br>Antion De Princip<br>Antion De Princip<br>Antion De Princip | TARE SHE<br>TO BE SHE<br>SHOWER<br>SHE TO SHE<br>SHE TO SHE<br>SHE SHE   | For the Technic<br>Annotational<br>Contentional<br>Procedures<br>Contentions<br>Contentions<br>Contentions | Franciski Statisticker<br>BOOLUNESSO<br>Statisticker<br>Statisticker<br>Statisticker<br>Statisticker<br>Statisticker            |



## Hokiemart Dashboard: Frequently Updated Important Announcements

Did you know that the Hokiemart Dashboard is frequently updated with important announcements concerning updates to Hokiemart itself and new features offered through Procurement? Some of the latest an-

nouncementas are:

- General Printing Services Contracts are now in place to replace the services normally provided by the VT Print Services Deaprtment (which closed May 31, 2021). Awarded vendors and their contacts are located here: VT Printing Services Vendors
- Check out our SupplierReady Podcasts at https://anchor.fm/ supplierready
- Mission BBQ in Christiansburg has been added to America To Go (ATG) Catering Concierge Punchout!
- SWaM Business Search Tool: To find diverse SWaM firms to do business with, try VT's new search tool https//swamsearch.procurement.vt.ed! This new tool is easy

to use and represents companies who are certified Small, Woman, Owned or Minority Owned with the Commonwealth of VA and are also currently an active HokieMart vendor.

Hokiemart Helpline: Hokiemart helpline inquries are only received via email at Hokiemart. edu. We no longer actively monitor a phone hotline. Please email this address with questions or for assistance with Hokiemart functionality.



UPCOMING

**EVENTS** 

# **FOLLOW US:**

Facebook: @VirginiaTechProcurement

Instagram: @VT Procurement

## Have Suggestions?

Tell us how we are doing by using the link below:

Give us your feedback

# PROCUREMENT SPOTLIGHT

Name: Danielle Harlow Nickname: mostly Mom, Momma, Mommy

Years at VT: almost 2 years

What are your main duties/commodities/: Works to ensure that both the Hokiemart and Banner systems function correctly while interacting Bahamas with campus system users as the front line support for Hokiemart help line.

Favorite Team: I just hope both teams have fun.

Favorite Holiday: 4th of July Favorite Foods: Thai Favorite item from Starbucks: Americano

Hobbies or what do you do in your spare time: I'm really into podcasts, mostly True Crime or Comedy

Current Pet/s: Two dogs: Oscar & Luna, One cat: Fefe (all rescues)

Animal(s) I would like to have one day: Goats, maybe a pig

Favorite Movie: Bridesmaids

Favorite TV show: Stranger Things

What accomplishment are you most proud of: Surviving 2020- working from home while dealing with small kiddos and virtual learning was a feat

What amazing adventure have you had: Swimming with dolphins in the

What are you most thankful for: My 3 wonderful daughters

Who is your biggest Role Model: My late Grandmother Betty, she was a very special lady that I miss dearly.

Who is your favorite celebrity: (Either a favorite Band, Actor, Singer, or Author): Tom Hanks and Lizzo

Summer or Winter: Winter

Favorite quote or saying: "I am Beyonce', always" - Michael Scott

What is your favorite phone app: Waze because I'm constantly getting lost

Where are you from and where all have you lived: Born and raised from Roanoke, VA

