

Responsible and Sustainable Sourcing

Fairfax County spends nearly \$1 billion annually on goods and services and its supply chain spans thousands of suppliers across hundreds of sectors. The Sustainable Procurement Team works to improve the social and environmental performance of its supply chain through programs such as Zero Waste and Green Procurement, Supply Chain Diversity and Equity, Supplier Corporate Social Responsibility, and other social and environmental efforts.

Responsible and sustainable sourcing is a priority. Current and prospective suppliers – we welcome your partnership to achieve these goals.

www.fairfaxcounty.gov/procurement/responsible-and-sustainable-sourcing

Additional Resources

The Virginia Department of Small Business and Supplier Diversity (SBSD) administers the SWaM certification program and provides a variety of resources for businesses interested in selling to the government.

www.sbsd.virginia.gov/

The Virginia Procurement Technical Assistance Center, operated by George Mason University, offers free and low cost assistance to businesses who want to participate in the government procurement process.
www.virginiaptac.org

The Fairfax CORE assists county entrepreneurs in finding information and support you need to start and grow your business.

www.fairfaxcore.com

Contact Information

Department of Procurement and Material Management (DPMM)

12000 Gov Ctr Pkwy, Suite 427
Fairfax, VA 22035
703-324-3201 dpmm@fairfaxcounty.gov
www.fairfaxcounty.gov/procurement/

Supplier Diversity and Vendor Support:
supplierdiversity@fairfaxcounty.gov
www.fairfaxcounty.gov/procurement/vendors/diversity

Construction Related Procurement:

Capital Facilities
www.fairfaxcounty.gov/publicworks/capital-projects

Park Authority Design and Construction
www.fairfaxcounty.gov/procurement/solicitations/parks

Housing Design and Construction
www.fairfaxcounty.gov/procurement/solicitations/housing

Public Schools Design and Construction
www.fcps.edu/get-involved/doing-business-fcps/design-construction-services-current-solicitations

Fairfax County Public Schools Office of Procurement Services:

www.fcps.edu/get-involved/doing-business-fcps

Fairfax County Department of Economic Initiatives

www.fairfaxcounty.gov/economic-initiatives

Fairfax County Economic Development Authority

www.fairfaxcountyyeda.org

Doing Business with Fairfax County



Department of Procurement and Material Management

Solicitation Advertising



Fairfax County advertises solicitations on eVA, the state of Virginia's procurement portal. We encourage prospective vendors to register there to receive automatic notifications whenever relevant solicitations are posted.

www.eva.virginia.gov

Submitting Bids and Proposals

Fairfax uses an e-procurement tool to manage the formal solicitation process (IFBs/RFPs). If you find a solicitation of interest, you will need to register on our portal to view or download documents (registration is free and takes just a few minutes). To submit a bid or proposal, you would simply follow the prompts, no printed proposals needed. The portal also provides a quick way to view all current and past Fairfax County solicitations.

fairfaxcounty.bonfirehub.com

Forecasting and Background Info

Fairfax County posts all active contracts on its Contract Register website. The searchable website contains information such as expiration date, scope, requirements, pricing, contact info, etc. The information available can help estimate when a future solicitation might be posted.

www.fairfaxcounty.gov/cregister/

DPMM Workshops & Forums

DPMM hosts workshops and forums aimed to assist the vendor community. The Selling to Fairfax Workshops are designed for prospective vendors interested in learning about the Fairfax County procurement process. Topics include finding your right fit, how to forecast using resources on DPMM's website, etc.

Forums cover procurement topics of interest and allow for an open-house style discussion. These sessions offer a regular opportunity to engage with procurement staff from across the organization and have any question answered.

www.fairfaxcounty.gov/procurement/vendors/workshops

Supplier Diversity

The mission of the Supplier Diversity Program is to provide support to the Small, Minority-owned, and Women-owned (SWaM) business community desiring to do business in and with Fairfax County.

Fairfax County does not certify businesses; however, Fairfax County does recognize business classifications of SWaM businesses that are certified by the Virginia SBSD.

For more information, contact the Supplier Diversity Team at supplierdiversity@fairfaxcounty.gov

www.fairfaxcounty.gov/procurement/vendors/diversity

Vendor Pitch Portal



The Vendor Pitch Portal (VPP) is a platform for prospective vendors to submit a business idea, product or service offering for dissemination to all County agencies and departments.

The VPP provides a business-friendly point of entry and eliminates confusion around which agencies might be interested in a product/service. It also promotes equity and raises visibility/opportunity for small businesses.

Participation involves three steps:

1. First, view or attend a free Workshop or Forum. The workshops and forums provides helpful information about the procurement process and how to develop a relevant and impactful submission.
2. Go to the website and complete the form, providing information about your company and business idea or product/service offering.
3. Attach capability statements, marketing material or any other information that might be helpful to county staff. Click submit to share your information with staff across the organization!

www.fairfaxcounty.gov/procurement/vendor-pitch-portal