CONNECT: A Virtual SWaMfest Event

Thank you all who attended our October virtual SWaMfest event. SWaMfest® 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!
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™ 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.
- Gate1™ 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 directed 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 sectors.
- Balanced, insights-driven approach to delivering value-added products and solutions.

Past Performance

- Commonwealth of Virginia (Various Agencies)
  - cycle (PPE only)
  - Blood fluid Management Trail
  - Refrigeration & freezer supply and services
  - Durable medical equipment
- UVA Health (University of Virginia Healthcare Network)
  - Surgical instruments supply
  - VASCUPP Contract / VASCUPP Cooperative Contract: UVA2002671
  - VASCUPP Cooperative Contract: UVA2002671
  - VA employee, Change management leader
  - Medical carts & scope drying cabinet supply
- Department of Veterans Affairs
  - Medical-grade refrigeration / freezer supply
  - Medical Carts & Scope drying cabinets supply
  - VA employee, Change management leader
  - Vaccine refrigerators supply – multiple commands
- Department of the Army
  - Vaccine Refrigerators supply – multiple commands
  - Scope drying cabinet supply
- Department of the Navy
  - System support / Life logistics planning, leadership and execution for highly complex naval shipboard medical systems

VASCUPP Cooperative Contract: UVA2002671

DUNS Number

www.tritonlightmedical.com

TRITON LIGHT MEDICAL, LLC
Kennon A. Artis, President

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Chesterfield, VA 23838

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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 announcements are:

- General Printing Services Contracts are now in place to replace the services normally provided by the VT Print Services Department (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://swamssearch.procurement.vt.edu! 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 inquiries 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.

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

ABC’s of Procurement Part 1
January 20, 2022
March 24, 2022
May 19, 2022
Register Here

ABC’s of Procurement Part 2
February 10, 2022
April 21, 2022
Register Here

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Have Suggestions?
Tell us how we are doing by using the link below:
Give us your feedback