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UPCOMING EVENTS

3rd Tuesday of each month
SWaM Vendor Development Workshops
9 a.m. – 11 a.m.

4th Wednesday of each month
Supplier Diversity Basics Training
9 a.m. – 11 a.m.

Thursday, March 19
Women In Business Leadership Lecture Series
East Ambler Johnston Hall
Blacksburg, VA 24061 **4:00 p.m.**

Wednesday, April 8th
SBA Boots to Business

North End Center
300 Turner Street N.W.
Blacksburg, VA 24061

8:30 a.m. - 2:30 p.m.

Thursday, April 16th
Supplier Diversity Vendor Fair
College of William and Mary
1 – 4 p.m.

Friday, August 7th
Supplier Diversity Advocate Institute
University of Mary Washington
Fredericksburg, VA

8 a.m. - 3 p.m.

Wednesday, September 9th
VT SWaM Vendor Fair
The Inn at Virginia Tech
901 Prices Fork Road
Blacksburg, VA

1-4 p.m.

October 14-15th
SWaMfest 11
Sheraton Virginia Beach Oceanfront Hotel
Virginia Beach, VA

Mary Helmick named Director of Procurement

Mary Helmick, former director of procurement at James Madison University, has been named director of procurement at Virginia Tech.

Helmick succeeds Tom Kaloupek who recently retired after 20 years of service to the university.

Reporting directly to the vice president for finance and chief financial officer, Helmick will provide leadership and direction to the procurement and surplus property functions at the university. This includes providing oversight to the university procurement processes for the effective and efficient acquisition of goods, services, insurance, and minor construction contracts, the surplus property disposal functions, and the supplier diversity program.

The supplier diversity program seeks to advance Virginia's and the university's goals of promoting and supporting small, women-owned, and minority-owned businesses.

Helmick also will be responsible for the effective management of the electronic business system (HokieMart) that processes transactions destined to commercial and internal university suppliers and to ensure a positive customer-service environment with the Procurement Department and Surplus

Property operations in order to best serve faculty, staff, and students.

As James Madison's director of procurement since 2005,

Helmick led an 18-member staff responsible for all university purchases of goods, professional and non-professional services and construction.

“Mary brings a wealth of experience to the procurement operations. She is well-versed in the Virginia procurement policies including application of restructuring authorities for procurement. We are excited to have Mary lead the procurement operations at the university” said Dwight Shelton, vice president for finance and chief financial officer.

She is a member of the Virginia Association of State College and University Procurement Professionals, Virginia Association of Government Procurement, National Institute of Government Procurement, and the National Association of Education Procurement.



cont., on page 5

Virginia Tech hosts Women in Business Leadership Lecture Series

Learn how you can apply the new science of positive psychology to your business and yourself. These are tools that have been implemented in businesses large and small, and as diverse as Google, VMware, SNL Financial, Aetna, and Intel. Find out how you, too, can profit from the positive.

Margaret H. Greenberg, co-author of the best-seller *Profit from the Positive: Proven Leadership Strategies to Boost Productivity and Transform Your Business* (McGraw-Hill), translates the science of positive psychology into practical tools. Margaret is a sought-after speaker, organizational development consultant, and executive coach to Fortune 500 companies. She is a graduate of the inaugural Master of Applied Positive Psychology program at The University of Pennsylvania and holds a BA from The University of Hartford. After 15 years in corporate HR, she started her own practice - The Greenberg Group - in 1997, to help leaders achieve more than they ever thought possible. Margaret is also the "positive work" columnist for the national magazine Live Happy.

Virginia Tech celebrates and promotes women in business and leadership. This lecture was sponsored by the Virginia Tech Procurement Department – Supplier Diversity Program, Pamplin Business Leadership Center, Pamplin Business Diversity Center, University Honors, Honors Residential College at Virginia Tech, Women's Center, Women and Gender Studies, and the Department of Student Affairs. Co-sponsored through the Women in Leadership and Philanthropy Endowed Lecture Fund. Reception and book signing immediately following lecture.

Author and Founder of The Greenberg Group

Thursday, March 19, 2015 | 4 p.m.

Honors Residential College Great Room, East Ambler Johnston Hall

2015



Virginia Tech Women In Business Leadership Lecture Series



Margaret Greenberg
Author and Founder of
The Greenberg Group

Please join us for an upbeat talk from best-selling author and executive coach, Margaret H. Greenberg.

"...what business schools will be teaching in ten years."
– Shawn Achor, New York Times bestselling author of *The Happiness Advantage*

Learn how you can apply the new science of positive psychology to your business and yourself. These are tools that have been implemented in businesses large and small, and as diverse as Google, VMware, SNL Financial, Aetna, and Intel. Find out how you, too, can profit from the positive.

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Thursday, March 19, 2015
4:00 p.m.

*Reception and book signing immediately following lecture.

Honors Residential College
Great Room
East Ambler Johnston Hall
700 Washington St SW
Blacksburg, VA 24061

This program is a part of Virginia Tech Women's Month 2015.

FREE BOOK TO FIRST 100 ATTENDEES

Virginia Tech celebrates and promotes women in business and leadership. This lecture was sponsored by the Virginia Tech Procurement Department – Supplier Diversity Program, Pamplin Business Leadership Center, Pamplin Business Diversity Center, University Honors, Honors Residential College at Virginia Tech, Women's Center, Women and Gender Studies, and the Department of Student Affairs. Co-sponsored through the Women in Leadership and Philanthropy Endowed Lecture Fund.

U.S. Small Business Administration brings Boots to Business course to Virginia Tech

The U.S. Small Business Administration Richmond District Office has partnered with Virginia Tech to host a one-day Boots to Business entrepreneurial workshop tailored specifically for past and present service members including their dependents at Virginia Tech's North End Center, Wednesday, April 8, 2015.

Boots to Business is an entrepreneurial education and training program offered by the U.S. Small Business Administration as part of the Department of Defense's Transition Assistance Program. The curriculum continuum includes steps for evaluating business concepts, the foundational knowledge required to develop a business plan and information on SBA resources available to help access start-up capital and additional technical assistance.

Virginia Tech was selected to host Boots to Business because of its strong military support to the military community and traditions with the Virginia Tech Corps of Cadets. This is the first time the SBA Richmond District Office has offered this course outside of military installations located throughout Virginia.

Wednesday, April 8, 2015, class begins at 8:30 a.m. and ends at 2:30 p.m.

**Virginia Tech, North End Center,
300 Turner Street N.W., Blacksburg, VA 24061**

Space is limited so register early. Service members can register the day of the event starting at 7:30 a.m. or register online [here](#).

For additional questions about the event contact Matthew Nowak at 804-253-9088 or via email at matthew.nowak@sba.gov. To learn more about the Boots to Business program, visit the [website](#).

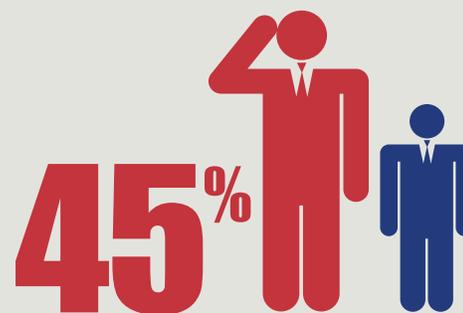
THE BUSINESS CASE FOR VETERANS

Veterans have the motivation, character, discipline and skills needed to succeed as small business owners and entrepreneurs. Are you a transitioning Service member thinking about business ownership as a post-service vocation? Wondering what it takes and what you can do now to prepare? Enrolling in Boots to Business, the entrepreneurship career track of the Transition Assistance Program (TAP) is one step you can take now.



NEARLY 1 IN 10

According to the U.S. Census, about 2.4 million or nine percent of all U.S. small businesses are veteran-owned.



Veterans are 45 percent more likely to be self-employed than non-veterans.



Inclusive VT

Supplier Diversity included in President's Inclusion and Diversity initiative

Under the direction of President Sands, the university has implemented significant changes in the accountability of inclusion and diversity efforts at Virginia Tech. As a part of the plan, the Vice-President for Finance and CFO has included supplier diversity and our efforts to increase spend with SWaM (small, woman and minority-owned) businesses, to be a part of this important business initiative.

To support this effort, the Supplier Diversity Program is meeting with campus department and deans to discuss this initiative, reiterate our focus and commitment to SWaM participation, hopefully resulting in their renewed effort and commitment to SWaM spend. The meetings will focus on:

- Department SWaM performance review
- Overview of the supplier diversity program and training opportunities
- Introduce strategies to help you increase your SWaM spend and improve SWaM utilization
- Understand short-term and long term purchasing needs to determine opportunities to strategically source those purchases with SWaM vendors

Procurement Department

Supplier Diversity Program offers Supplier Diversity Basics Training to campus employees

One of the core procurement values throughout the Commonwealth of Virginia and Virginia Tech is to purchase from SWaMs (small, woman and minority-owned) businesses. This effort is also tied to the Virginia Tech Strategic Plan.

Staff responsible for managing the Supplier Diversity Program collaborate with Procurement buyers to find SWaM vendors to be considered whenever Requests for information, Quotations and/or proposals are to be released.

This training session is designed to provide you with an introduction

to our campus Supplier Diversity Program and how your actions result in Virginia Tech achieving its strategic goals of increased utilization of small, woman and minority-owned businesses.

To register for any of the classes, please click [here](#).

The training is offered on the 4th Wednesday of each month from 9a-11a in the North End Center, unless otherwise indicated.

SD offers new workshops for SWaM vendors

The Procurement Department – Supplier Diversity Program will launch a new slate of workshops targeting SWaM (small, woman and minority) firms interested in doing business with Virginia Tech. “We want to simplify the process and allow firms to make connections with people and departments that they do not get to interact with on a routine basis,” says, Kathey Porter Assistant Director of Procurement – Supplier Diversity Administrator for Virginia Tech.

The programs will be held on the 3rd Tuesday of each month from 9a-11a in the North End Center and will focus on the below areas. **Register Now!** For more information, contact the supplier diversity department at porterkl@vt.edu or 540.231.3333

- Renovations, April 21st
- Contracts, May 19th
- Goods, June 16th
- Capital Projects, July 21st
- IT, August 18th
- Professionals Service, September 15th
- Dining Services – Food and Concessions, October 20th
- Renovations, November 17th



Mary Helmick named Director of Procurement

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She is a certified Virginia Contracting Officer for the Commonwealth of Virginia and a certified university procurement officer by the Virginia Association of State College and University Procurement Professionals.

She received her bachelor's degree from Bridgewater College.

Kaloupek, who retired at the end of 2014, led the university procurement operations for nearly 20 years. During his tenure, the university made great strides in the procurement operations including the transition to an electronic procurement system (HokieMart), the implementation of new business practices and procedures under the Restructuring Act, and improved morale, productivity, and professionalism of the Procurement Department and its employees. In 2008, the National Association of Educational Procurement awarded Virginia Tech the award for excellence for the implementation of Hokiemarket.

Dedicated to its motto, Ut Prosim (That I May Serve), Virginia Tech takes a hands-on, engaging approach to education, preparing scholars to be leaders in their fields and communities. As the commonwealth's most comprehensive university and its leading research institution, Virginia Tech offers 225 undergraduate and graduate degree programs to more than 31,000 students and manages a research portfolio of \$496 million. The university fulfills its land-grant mission of transforming knowledge to practice through technological leadership and by fueling economic growth and job creation locally, regionally, and across Virginia.

SD in the community:



On October 22nd-23rd, 2014, VASCUPP, the Virginia Association State College and University Purchasing Professionals

(VASCUPP) hosted SWaMfest 10, the Commonwealth's premier networking, educational and professional development event for small, women and minority-owned businesses and features engaging workshops and networking opportunities, enabling SWaM businesses to interact with representatives from VASCUPP institutions, prime contractors, corporations and other SWaM businesses. This year's conference was especially exciting as it marked the 10th anniversary of the event. Since its launch in 2005, SWaMfest has grown and expanded to become one of the most anticipated events for business professionals each year, hosting over 400 representatives of SWaM firms, corporations, VASCUPP officials and members of other state agencies. This purpose of this conference is to provide:

- Opportunities for business development
- A forum for meaningful networking
- Information to help grow and sustain SWaM businesses

Workshop presenters for this event included leading small business experts, academics and community leaders. The first day of SWaMfest opened with an evening Vendor Affair and Expo, showcasing a record number of businesses, corporations and VASCUPP institutions, allowing SWaM businesses to interact and network and featured a taped greeting from Governor Terry McAuliffe. The second day of the conference opened with a words from Dr. Timothy Sands, President of Virginia Tech and Chris Morrill, City Manager for the City of Roanoke, welcoming attendees to the city. Syd Dorsey, Advisor to the Governor for Small Business Equity and Development and Twyla Garrett, President/CEO of IME, delivered brief addresses to the SWaM businesses in attendance. Attendees were then allowed to attend the various business development workshops.

The day wrapped up with an Awards Luncheon that honored various individuals and firms including:

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SD in the community

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SWaMfest 10 – Celebrating 10 years of connecting SWaM businesses of our Purchasing Power!

2014 SWaM Dunk Award presented to Angela Chiang, Department of Small Business and Supplier Diversity for the Commonwealth of Virginia for diligence in enhancing the mission and goals of the SWaM Program for VASCUPP and the Commonwealth of Virginia



2014 SWaM Visionary Awards to SKANSKA USA Building as a valued partner of SWaMfest since its inception

and for their tireless efforts to enhance and uphold the mission of the SWaM Program for VASCUPP and the Commonwealth of Virginia

2014 SWaM Corporate Partner Award presented to W.M. Jordan for outstanding efforts integrating and expanding the principles of supplier diversity and the

SWaM Program.

There were also three SWaM businesses that were recognized as a “SWaM Star” and received awards for diligence and tenacity shown as a SWaM vendor in the Commonwealth of Virginia.

The recipients were GovSmart, Neta Scientific A&A Limousine.

The luncheon keynote speaker was Corey Smith, Senior Director of Supplier Diversity and Strategic Sourcing for Major League Baseball, who delivered a rousing message



Thanks again to all of the sponsors and participants for making this year’s event one of the best yet. SWaMfest 11 will be held Virginia Beach, VA, October 14-15. For more information, go to www.swamfest.com or follow us on Twitter at @swamfest.



Procurement Department (MC0333)

Supplier Diversity Program
300 Turner St. NW, Suite 2100
Blacksburg, VA 24061
540-231-6221
<http://www.procurement.vt.edu/Department/MinoritySum.html>

VIRGINIA TECH
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VT SWaM Gateway is published two times a year (fall and spring). Reader comments and requests to reproduce any material in the newsletter should be directed to porterkl@procurement.vt.edu.

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VASCUPP presents
SWaMfest
connecting your business to our **Purchasing Power**

11
YEARS

Save
THE Date

11 years of connecting your business to our **Purchasing Power**

October 14 - 15, 2015

Sheraton Oceanfront Hotel ■ Virginia Beach, Virginia

follow us on twitter: @SWaMfest | www.swamfest.com | info@swamfest.com