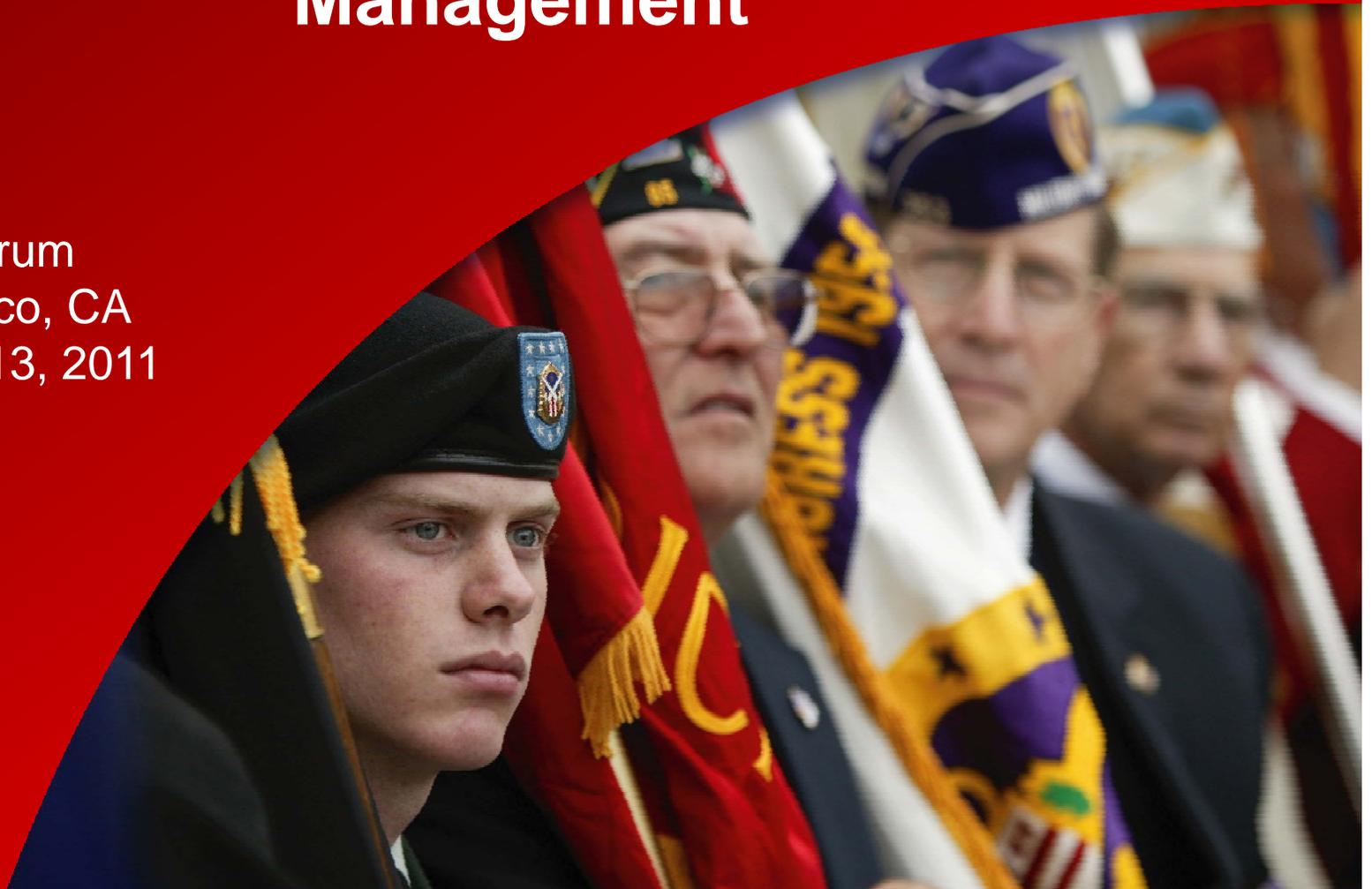




Department of Veterans Affairs

VA Supplier Relationship Management

Regional Forum
San Francisco, CA
September 13, 2011





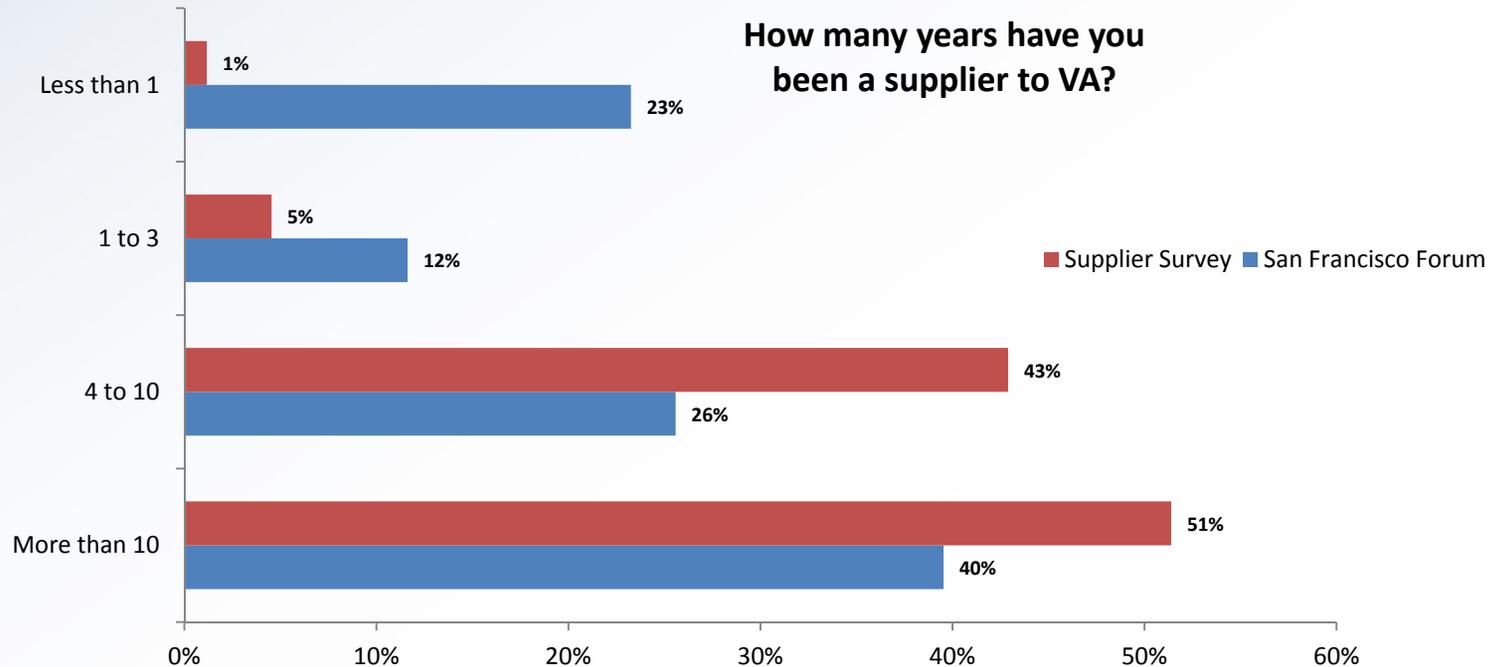
Comparison Between San Francisco Forum Survey and Supplier Perception Survey



Comparison Between San Francisco Forum Survey and Supplier Perception Survey

Participant Demographics

How many years have you been a supplier to VA?

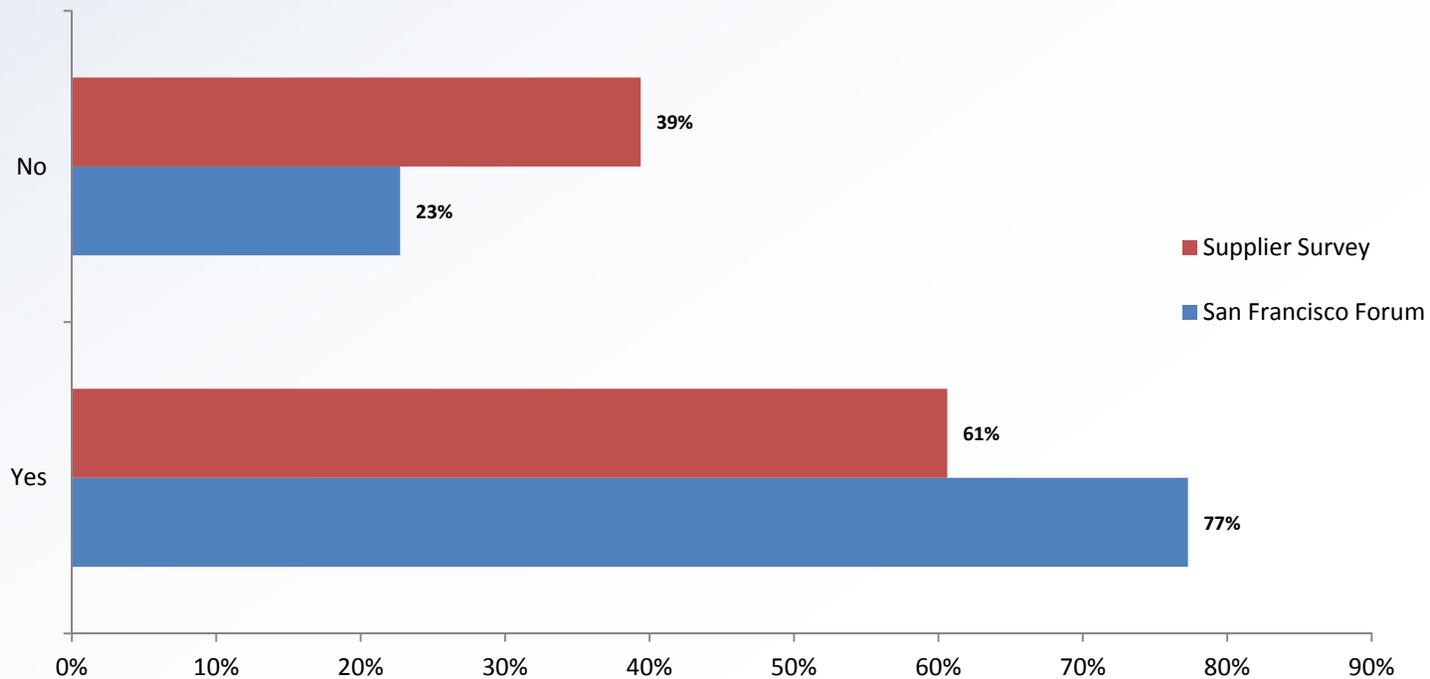




Comparison Between San Francisco Forum Survey and Supplier Perception Survey

Participant Demographics

Do you currently have an active contract with VA?

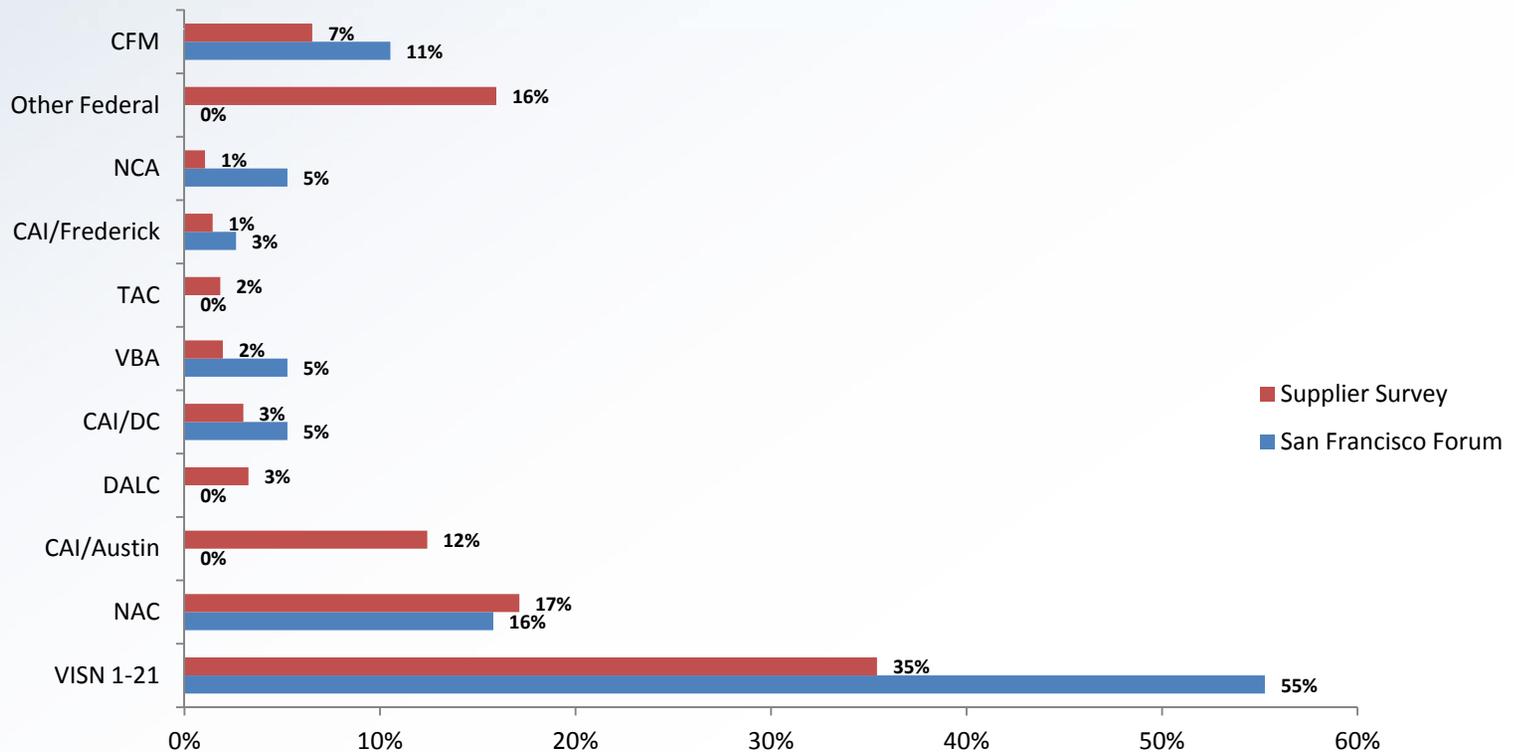




Comparison Between San Francisco Forum Survey and Supplier Perception Survey

Participant Demographics

Which VA contracting office do you work with?

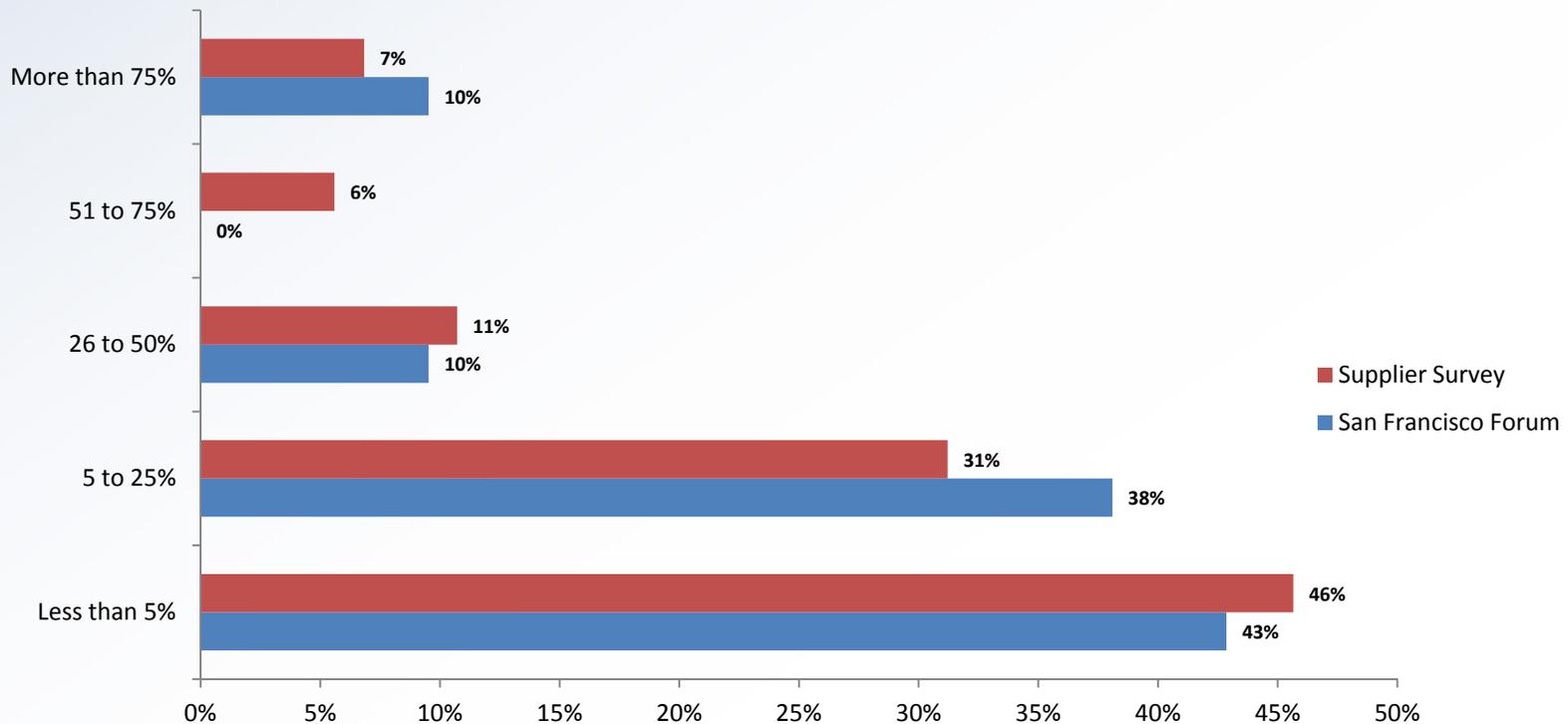




Comparison Between San Francisco Forum Survey and Supplier Perception Survey

Participant Demographics

What percent of your revenue comes from VA contracts?

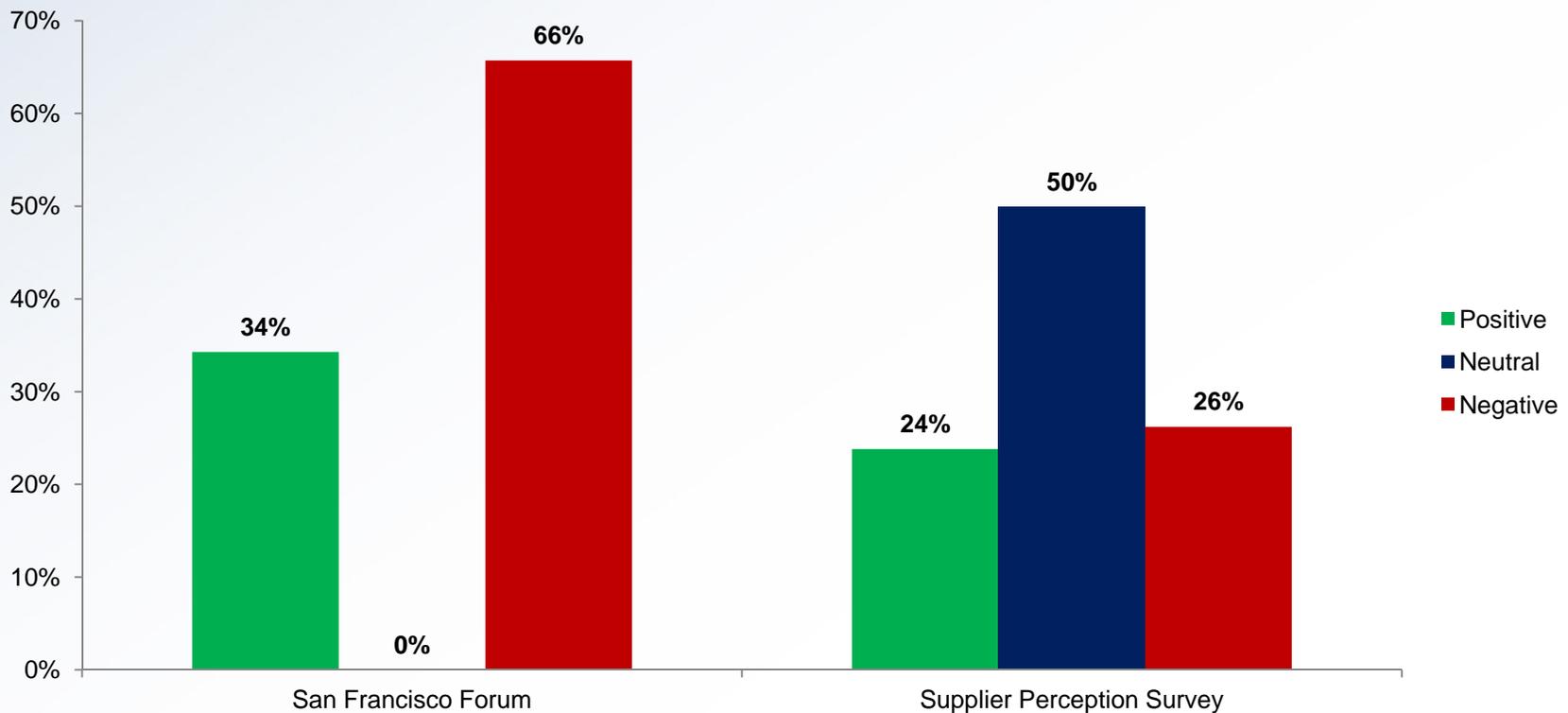




Comparison Between San Francisco Forum Survey and Supplier Perception Survey

Satisfaction Ratings

VA's Processes Allow You to Provide Best Value

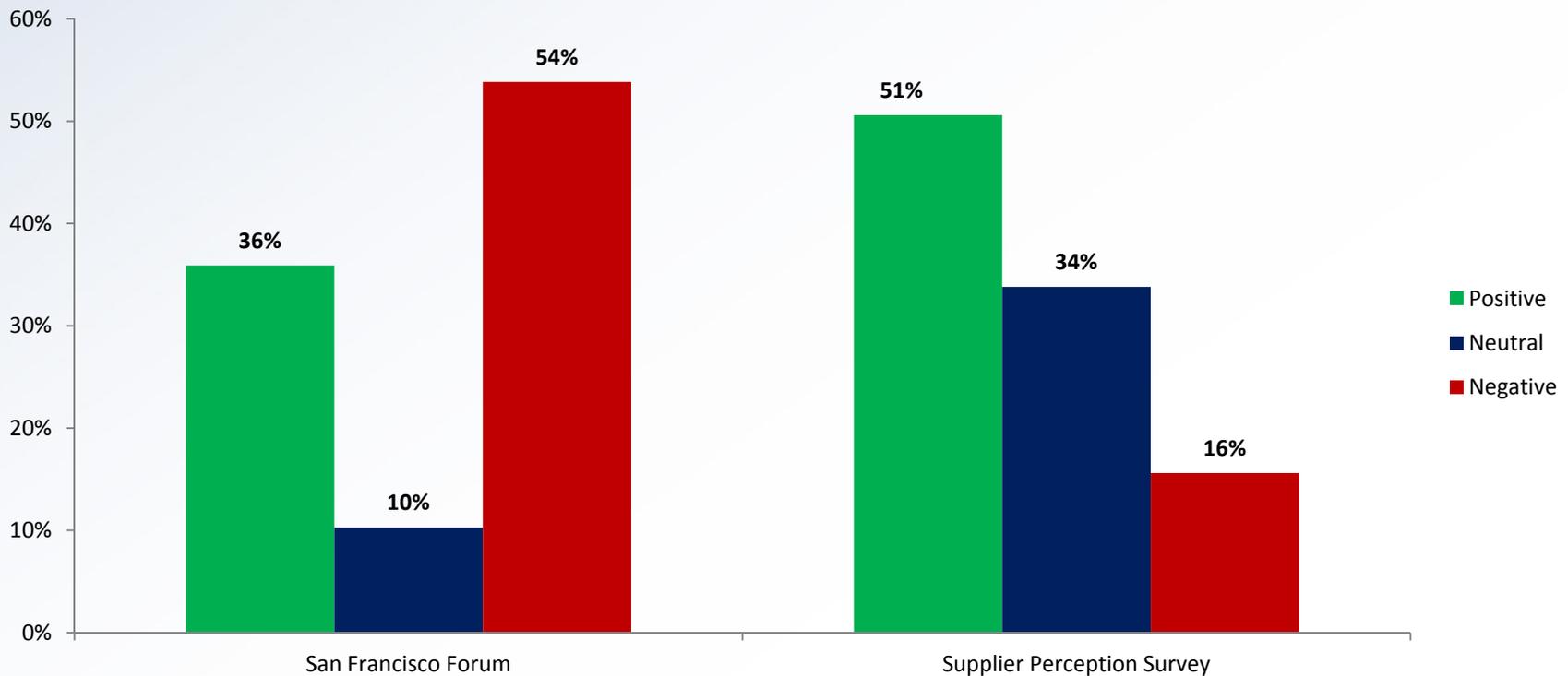




Comparison Between San Francisco Forum Survey and Supplier Perception Survey

Satisfaction Ratings

The Overall Quality of the Working Relationship Between VA and Your Company

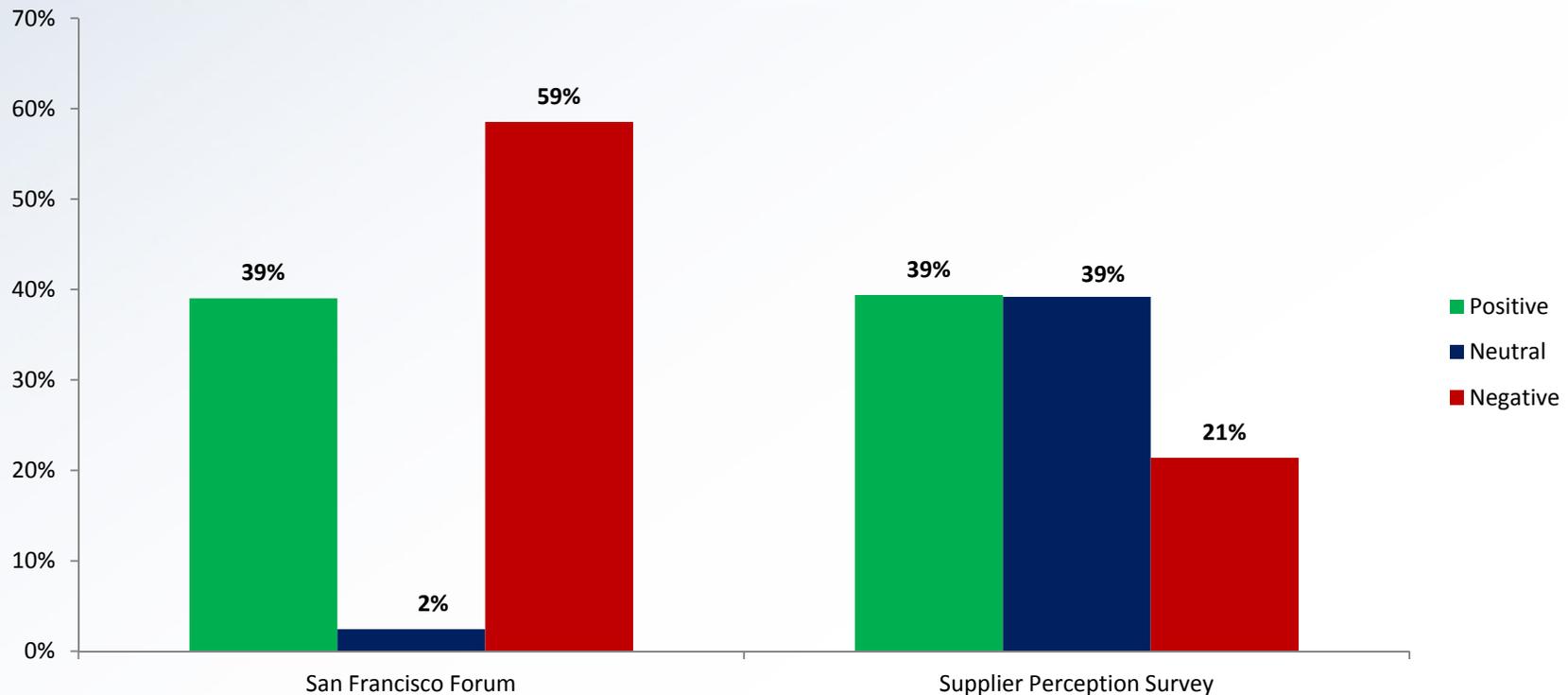




Comparison Between San Francisco Forum Survey and Supplier Perception Survey

Satisfaction Ratings

VA's Commitment to You for a Long Term Business Relationship

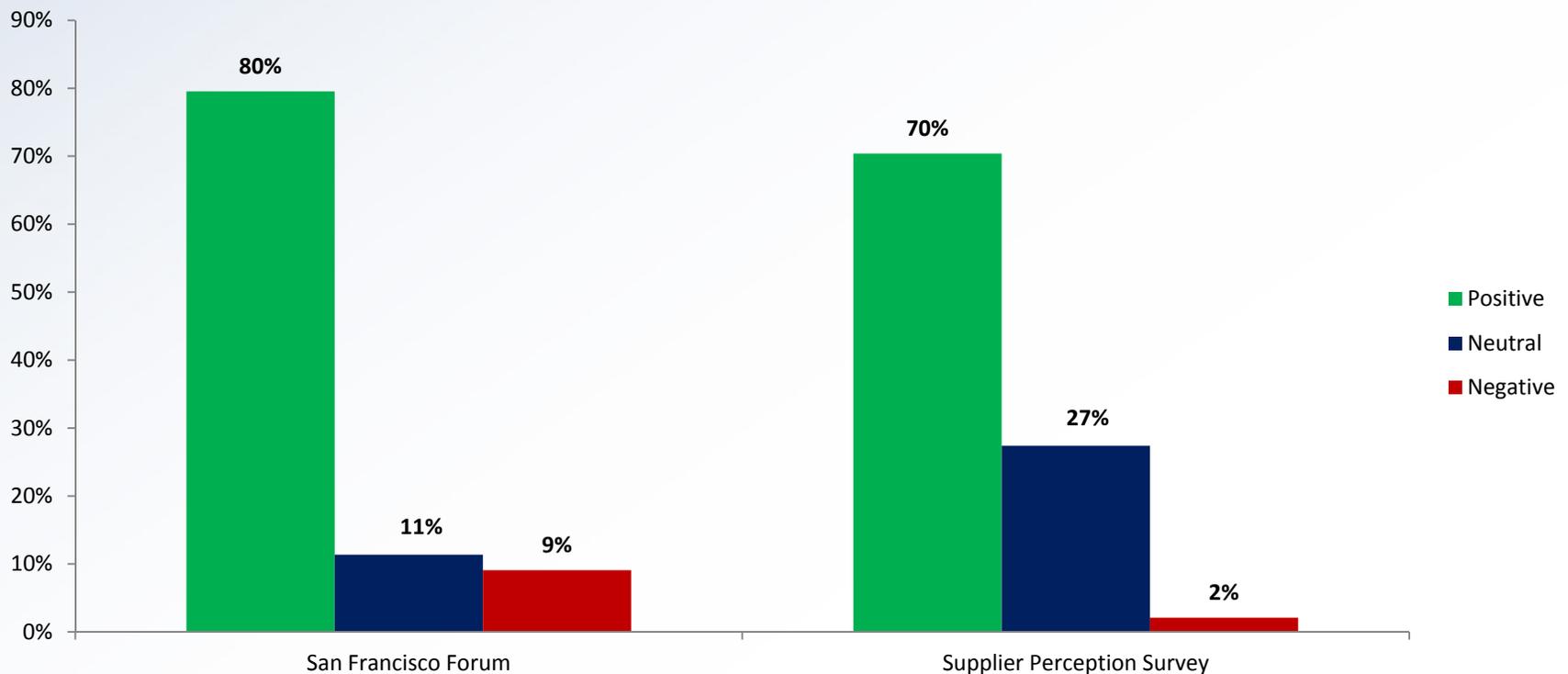




Comparison Between San Francisco Forum Survey and Supplier Perception Survey

Satisfaction Ratings

Your Commitment to VA for a Long term Business Relationship

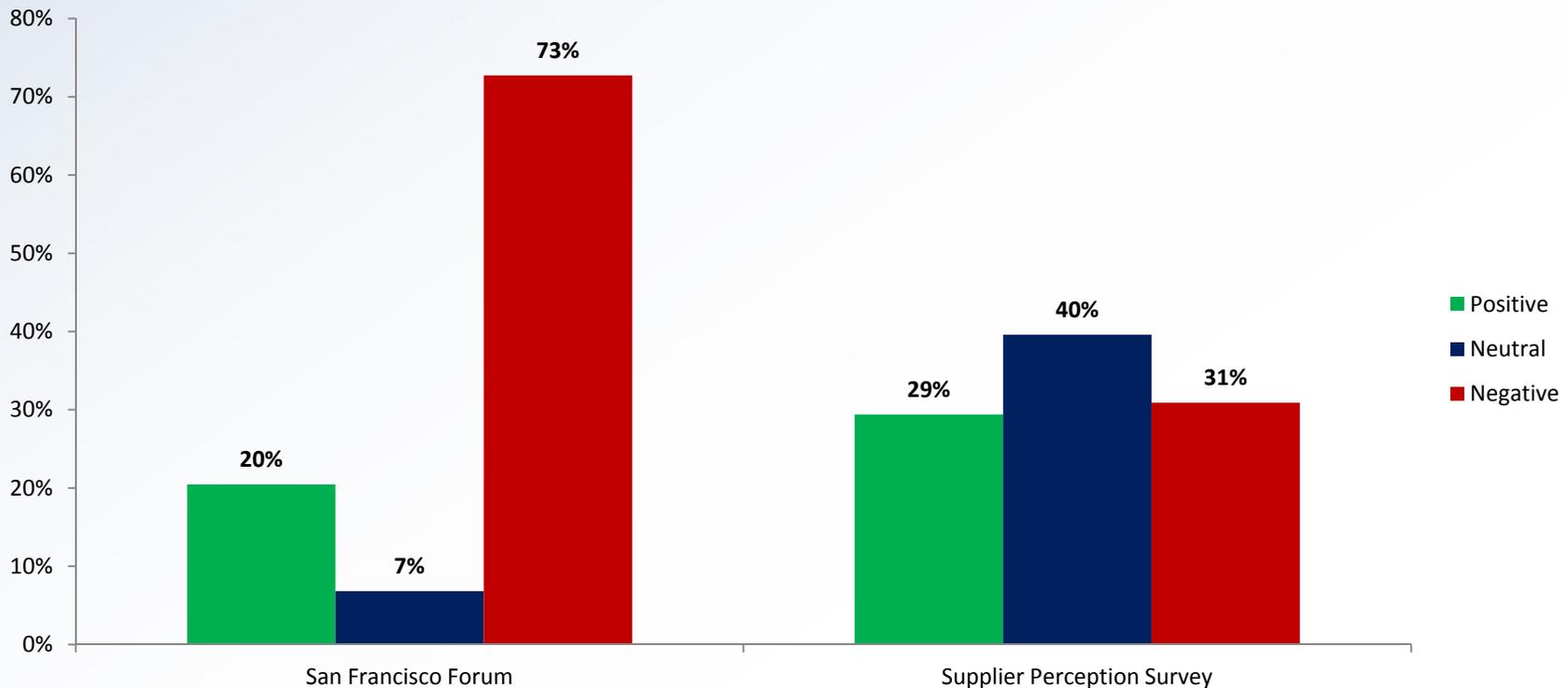




Comparison Between San Francisco Forum Survey and Supplier Perception Survey

Satisfaction Ratings

VA's Overall Procurement Process

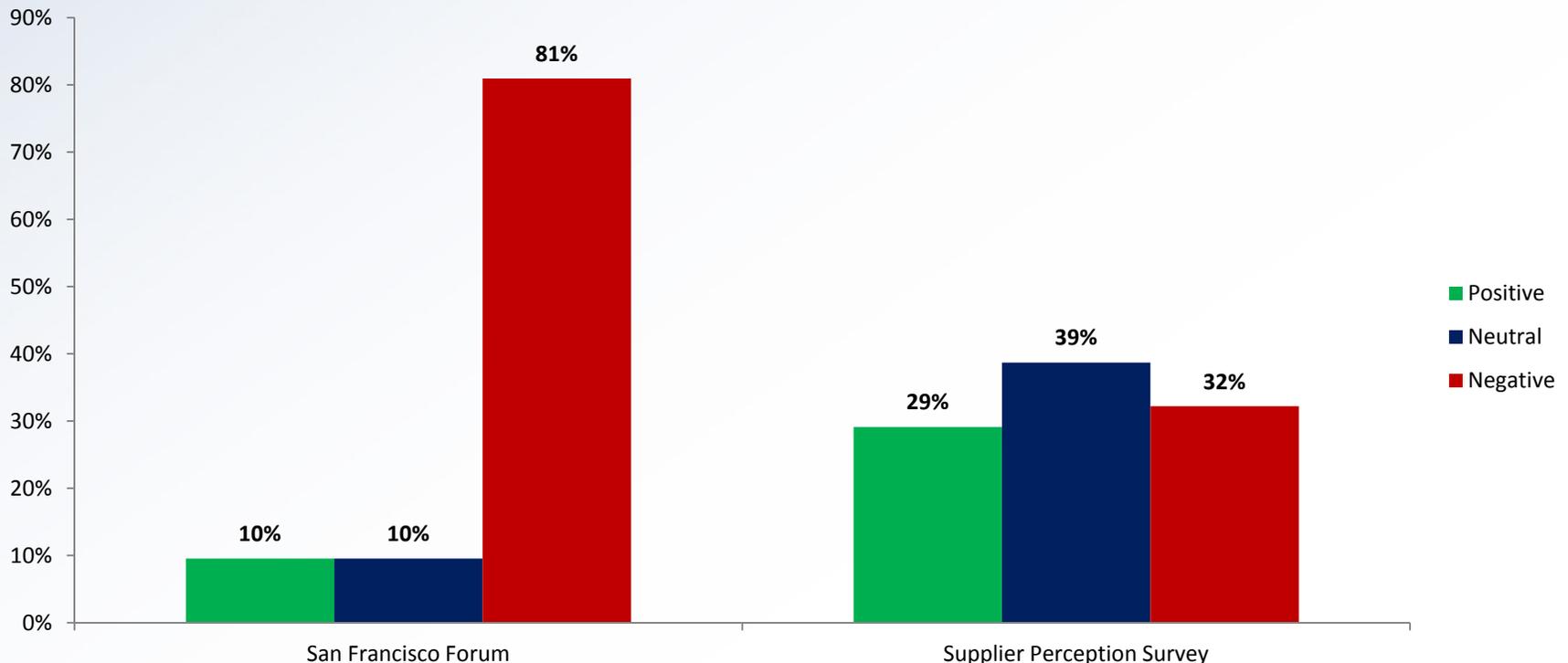




Comparison Between San Francisco Forum Survey and Supplier Perception Survey

Satisfaction Ratings

VA makes it easy for you to succeed in effectively providing the goods and services they procure





Comparison Between San Francisco Forum Survey and Supplier Perception Survey

Satisfaction Ratings

The Extent to which VA Provides an Effective Interface Between its Management and Yours

