



Department of Veterans Affairs

VA Supplier Relationship Transformation

Regional Forum – Houston
November 16, 2011



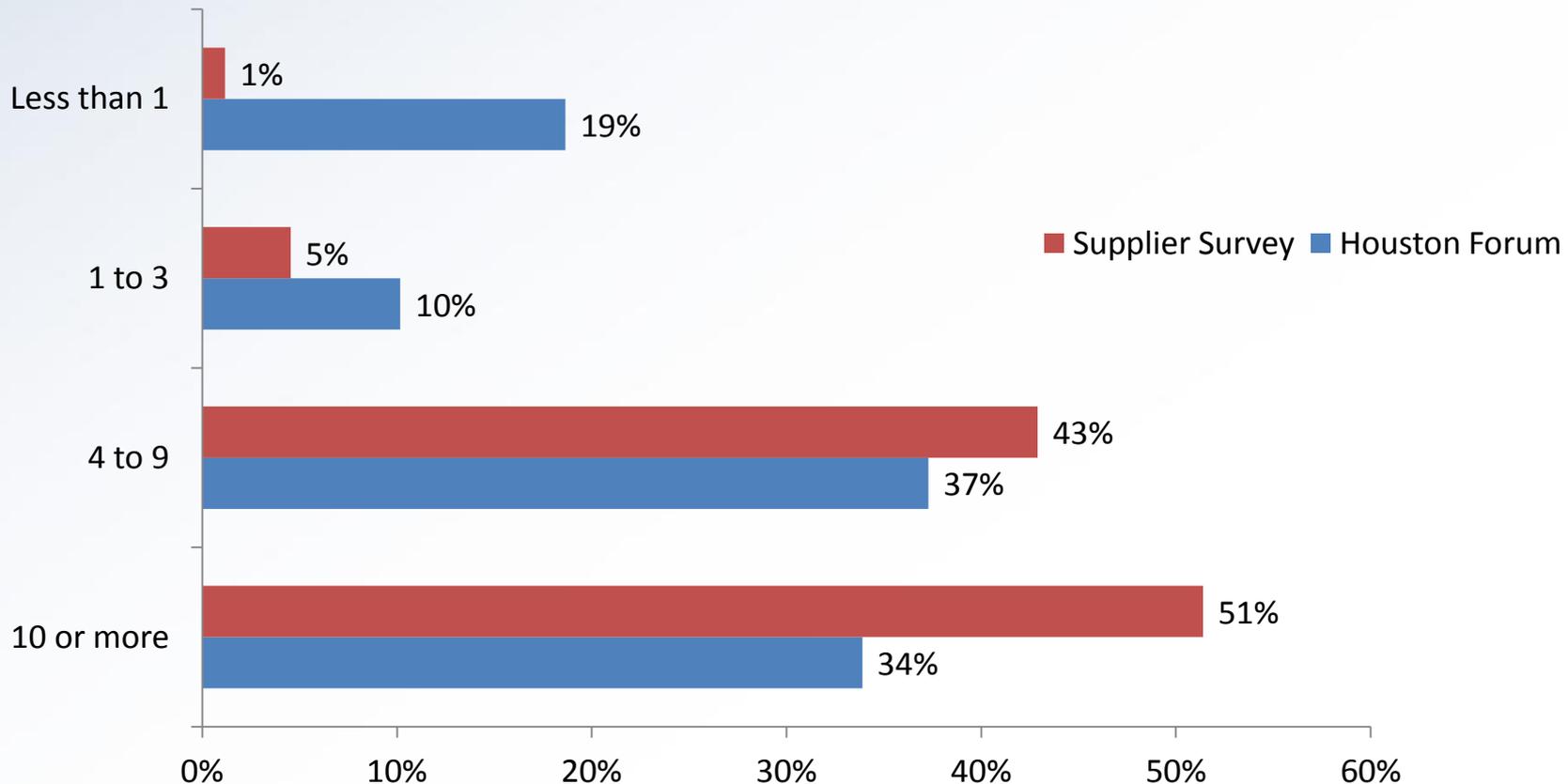


Comparison Between Houston Forum Survey and Supplier Perception Survey



Participant Demographics

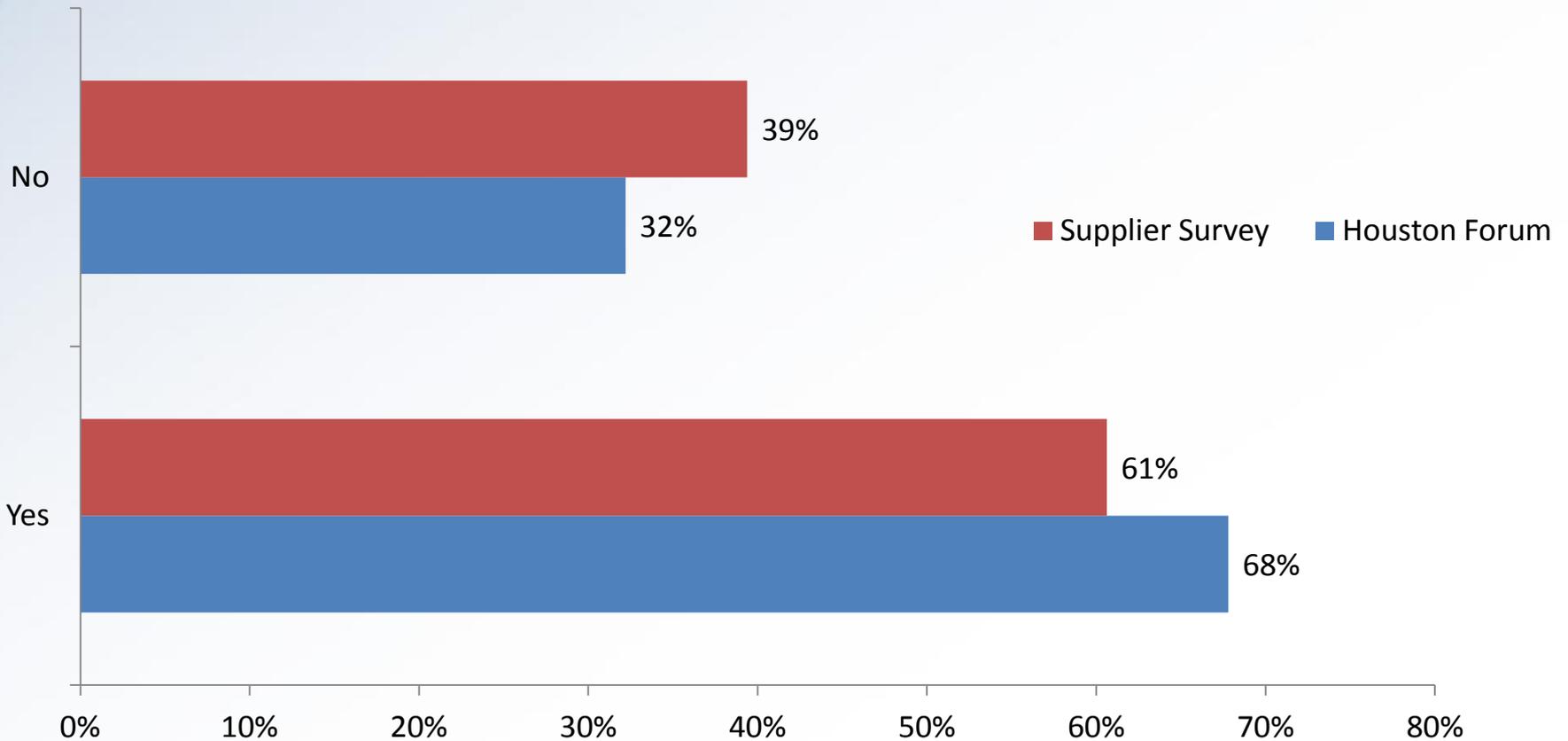
How many years have you been a supplier for VA?





Participant Demographics

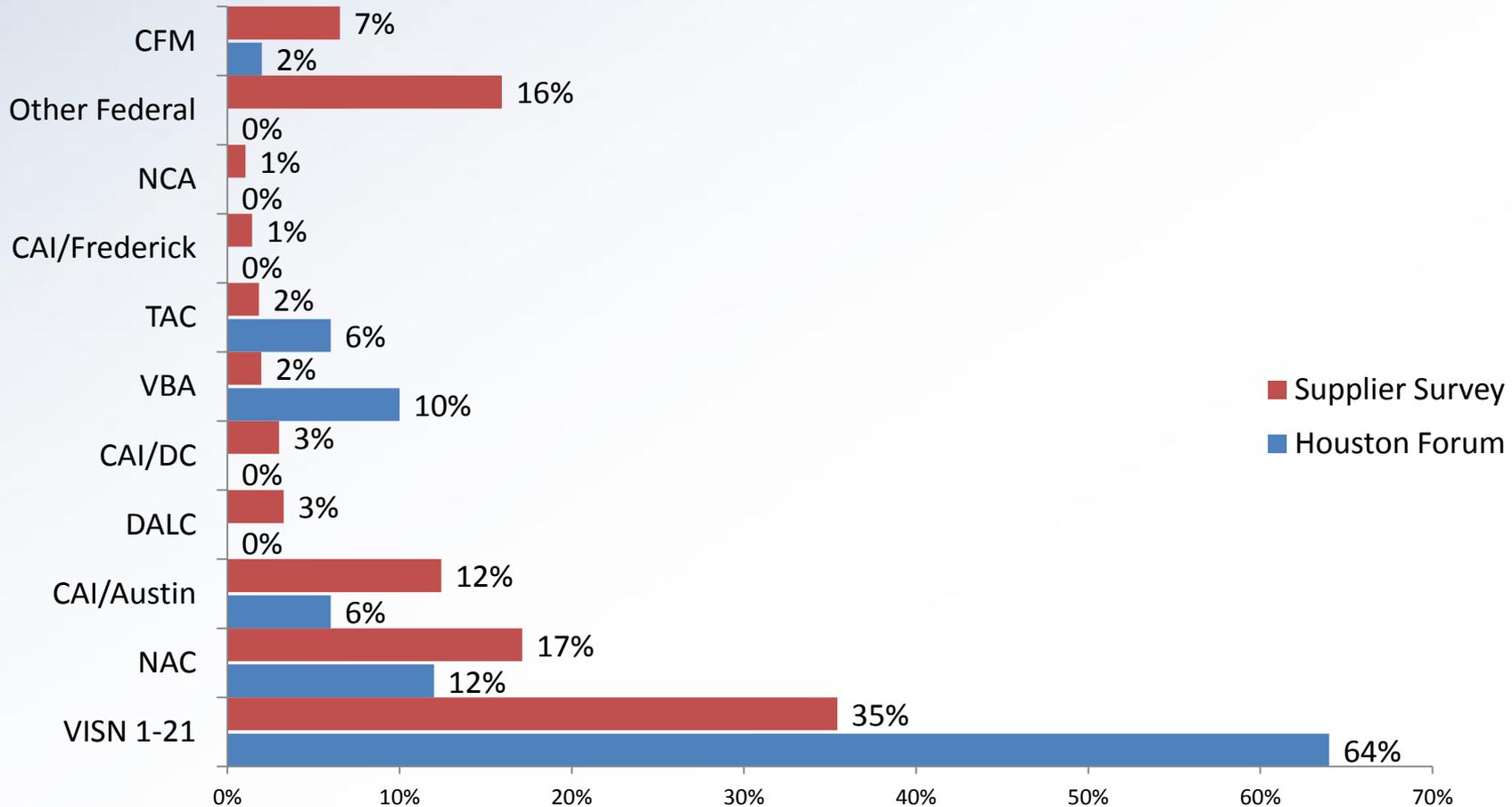
Do you currently have an active contract with VA?





Participant Demographics

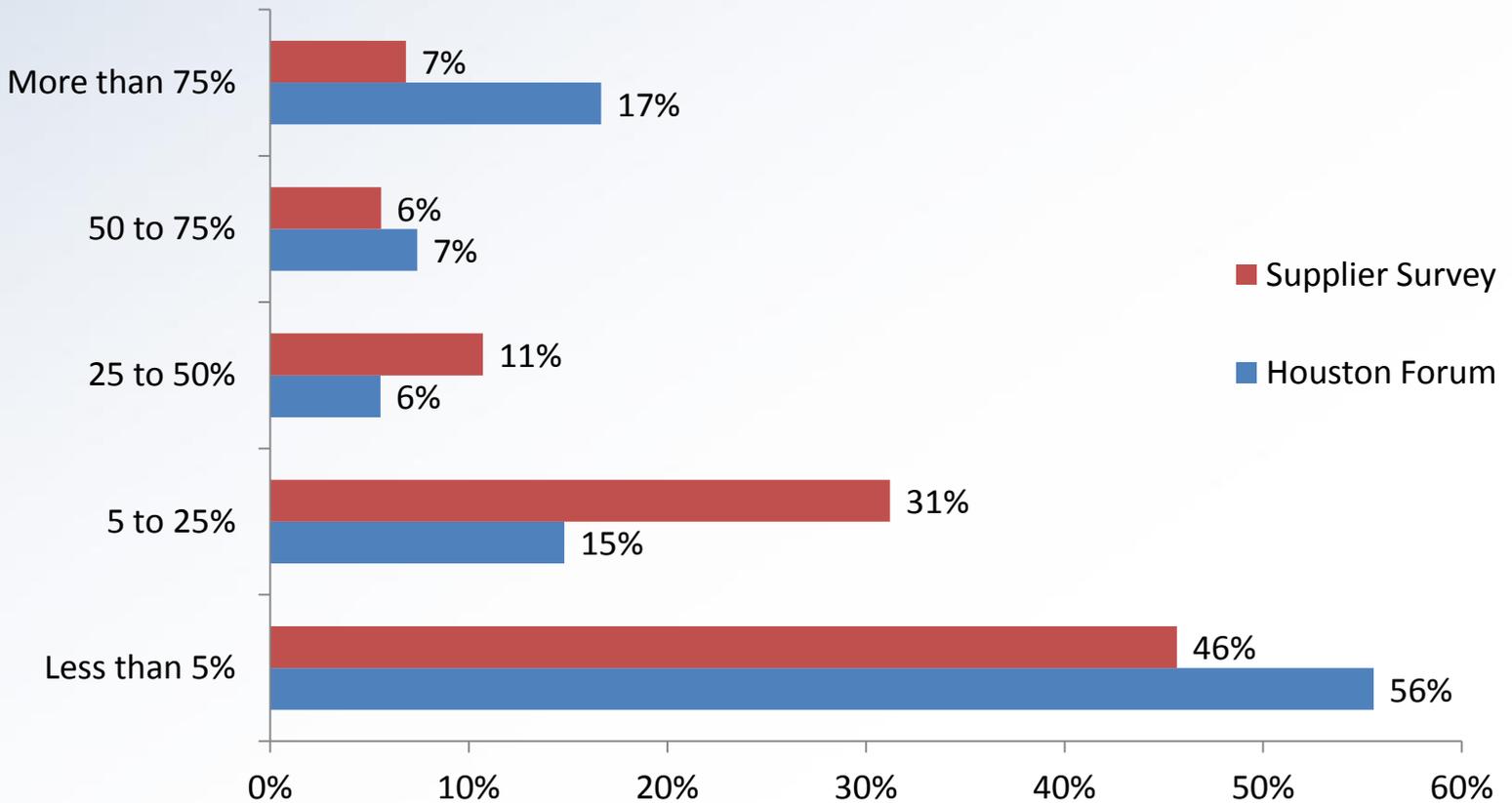
Which VA contracting office do you work with?





Participant Demographics

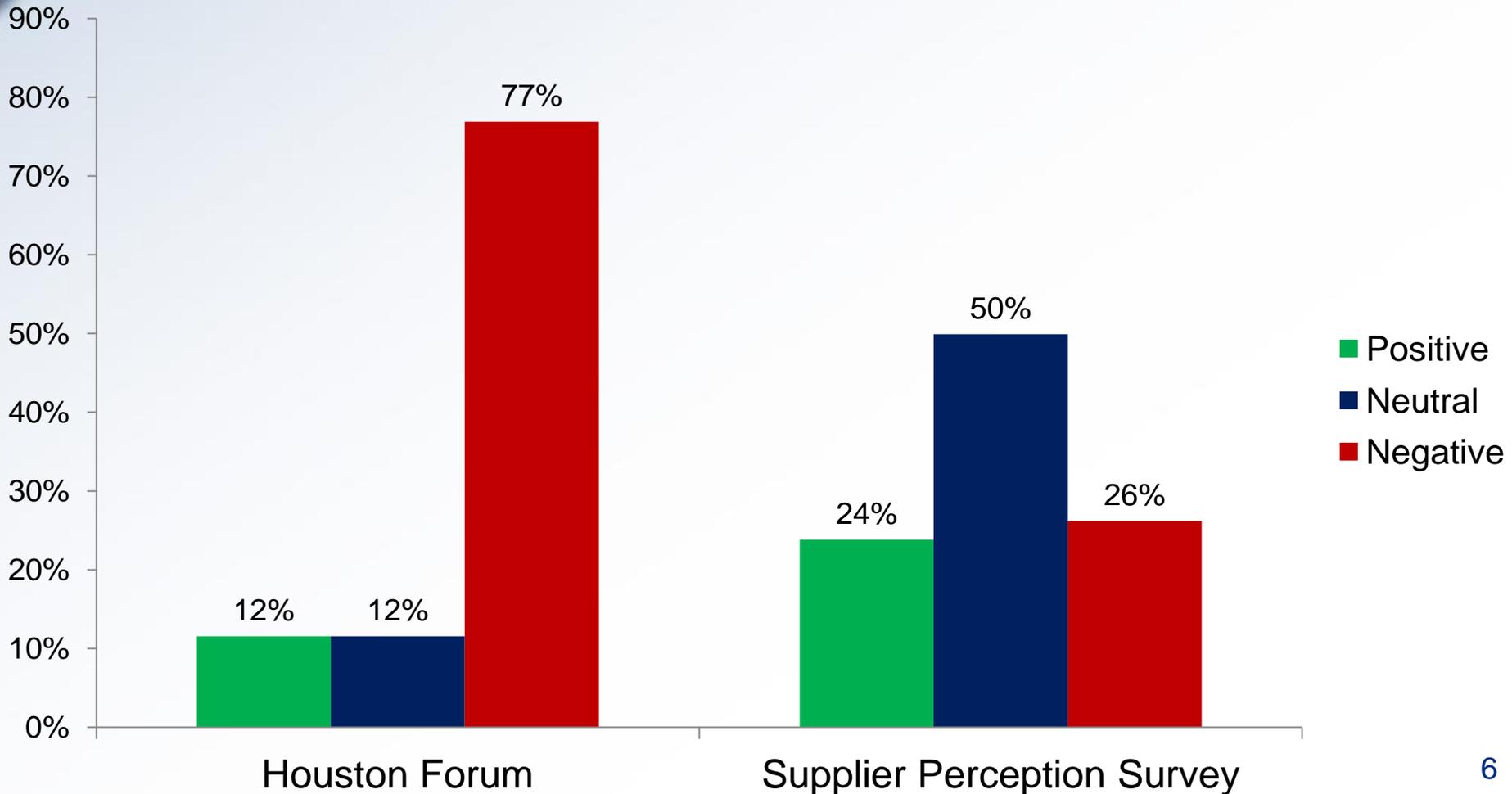
What percent of your revenue comes from VA contracts?





Satisfaction Ratings

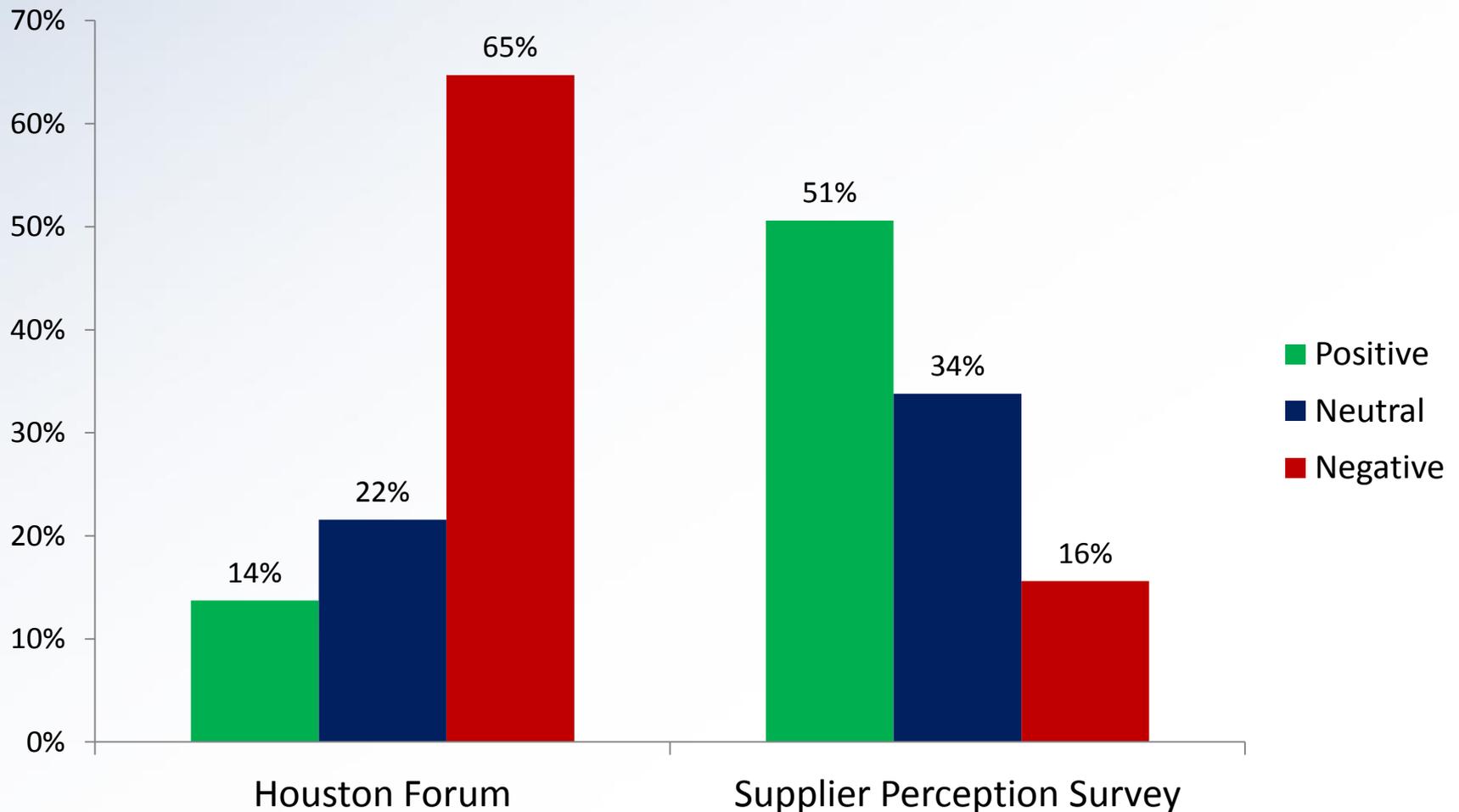
VA's Processes Allow You to Provide Best Value





Satisfaction Ratings

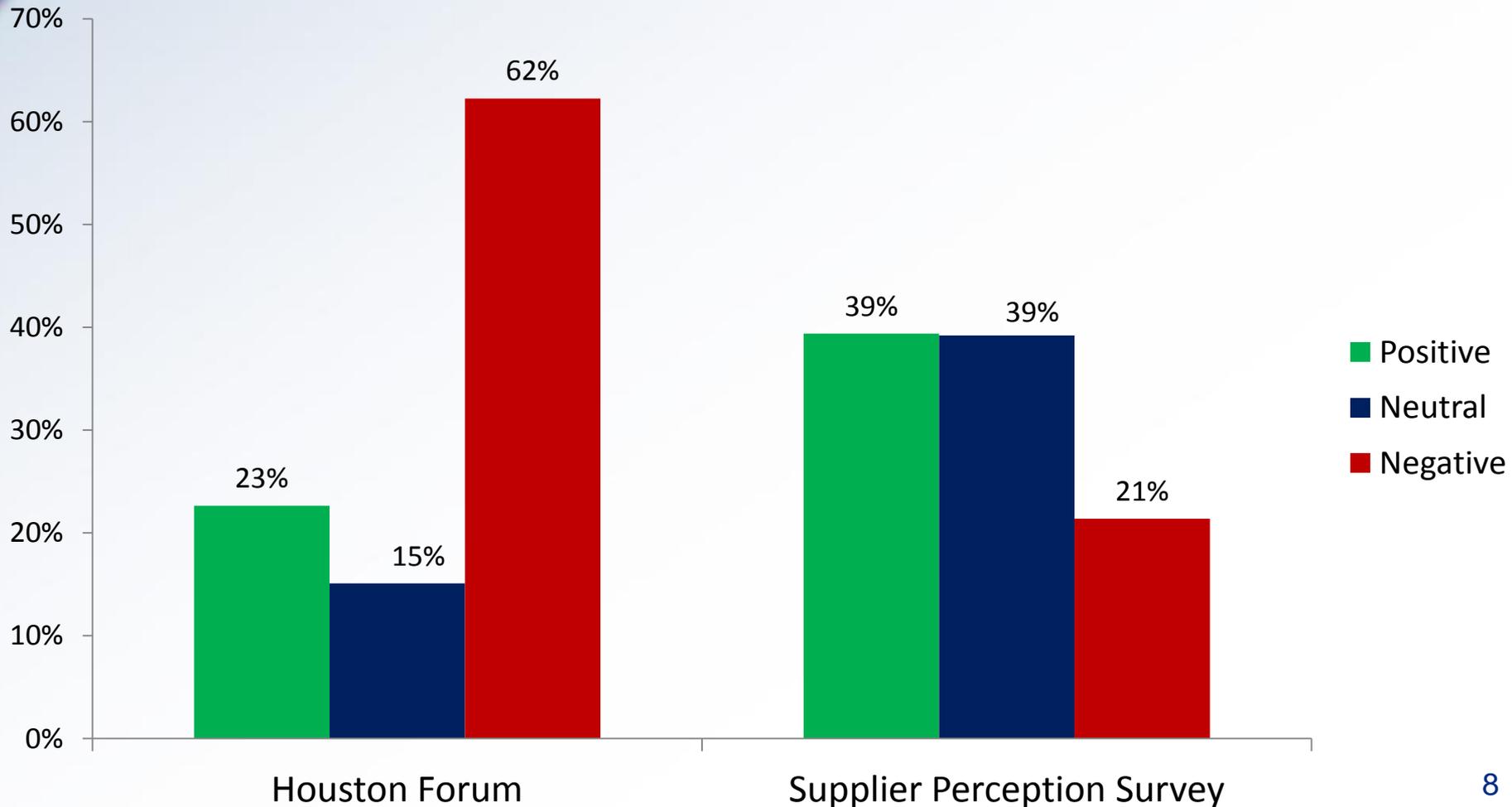
The Overall Quality of the Working Relationship Between VA and Your Company





Satisfaction Ratings

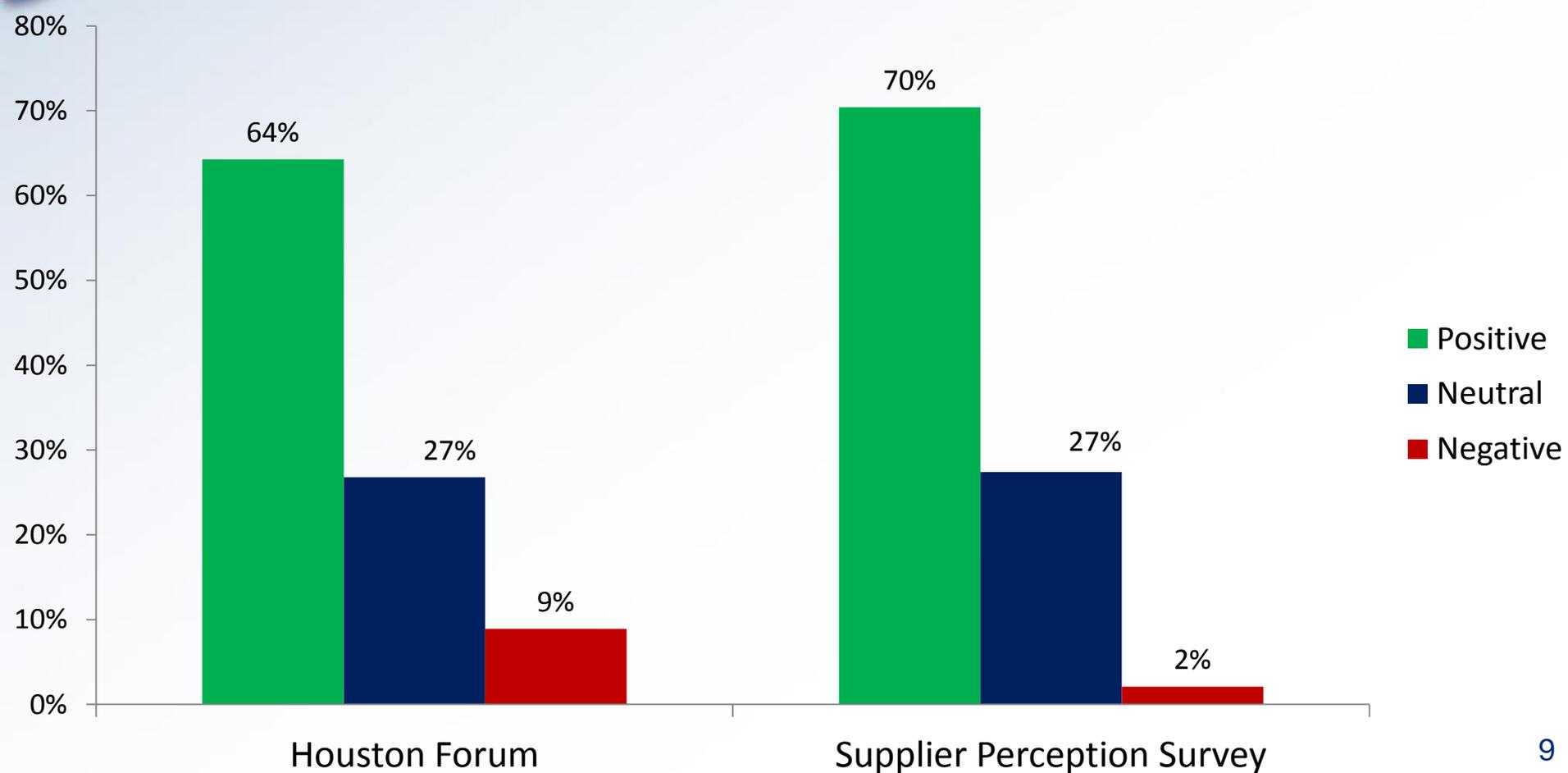
VA's Commitment to You for a Long Term Business Relationship





Satisfaction Ratings

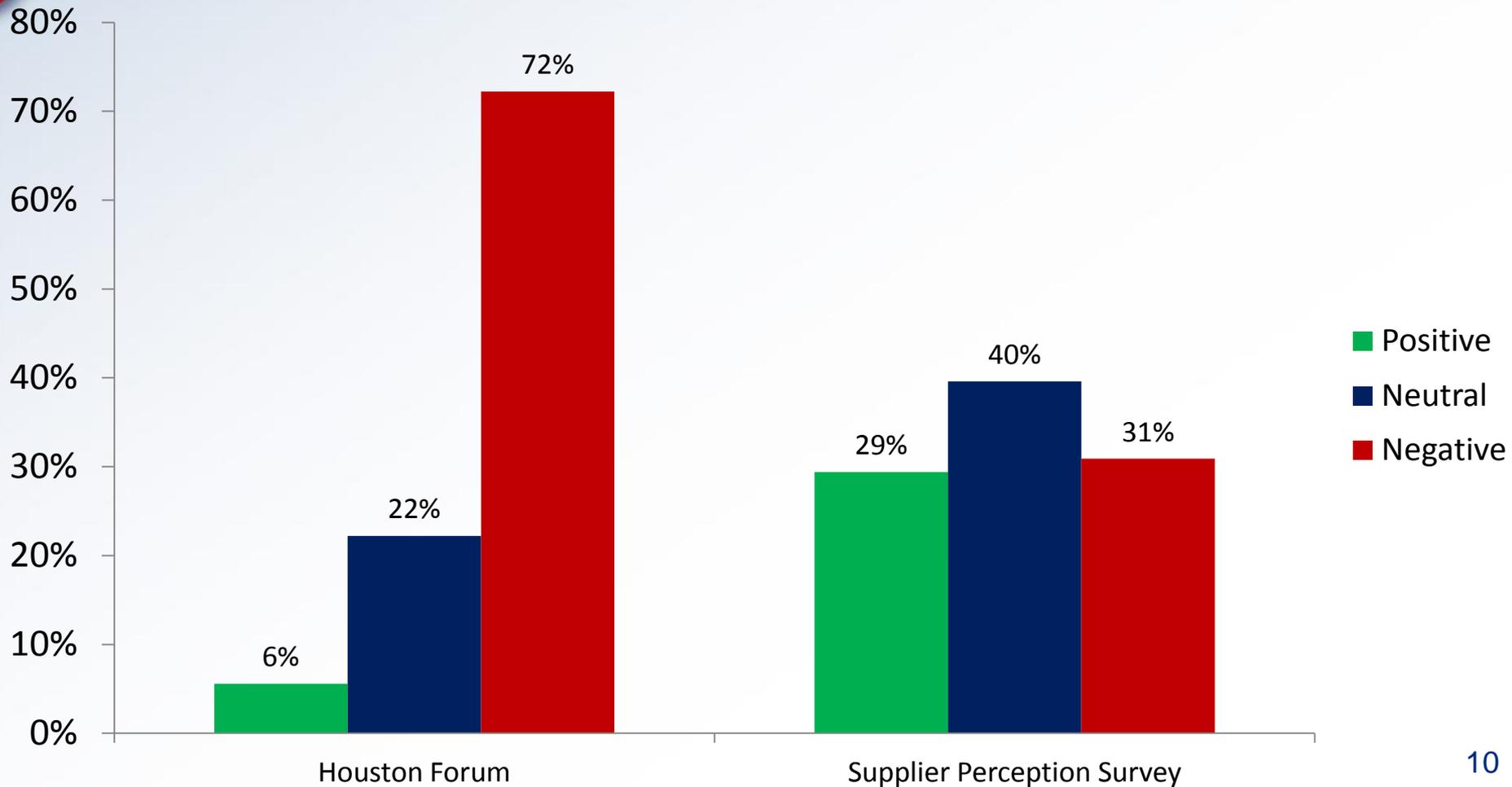
Your Commitment to VA for a Long term Business Relationship





Satisfaction Ratings

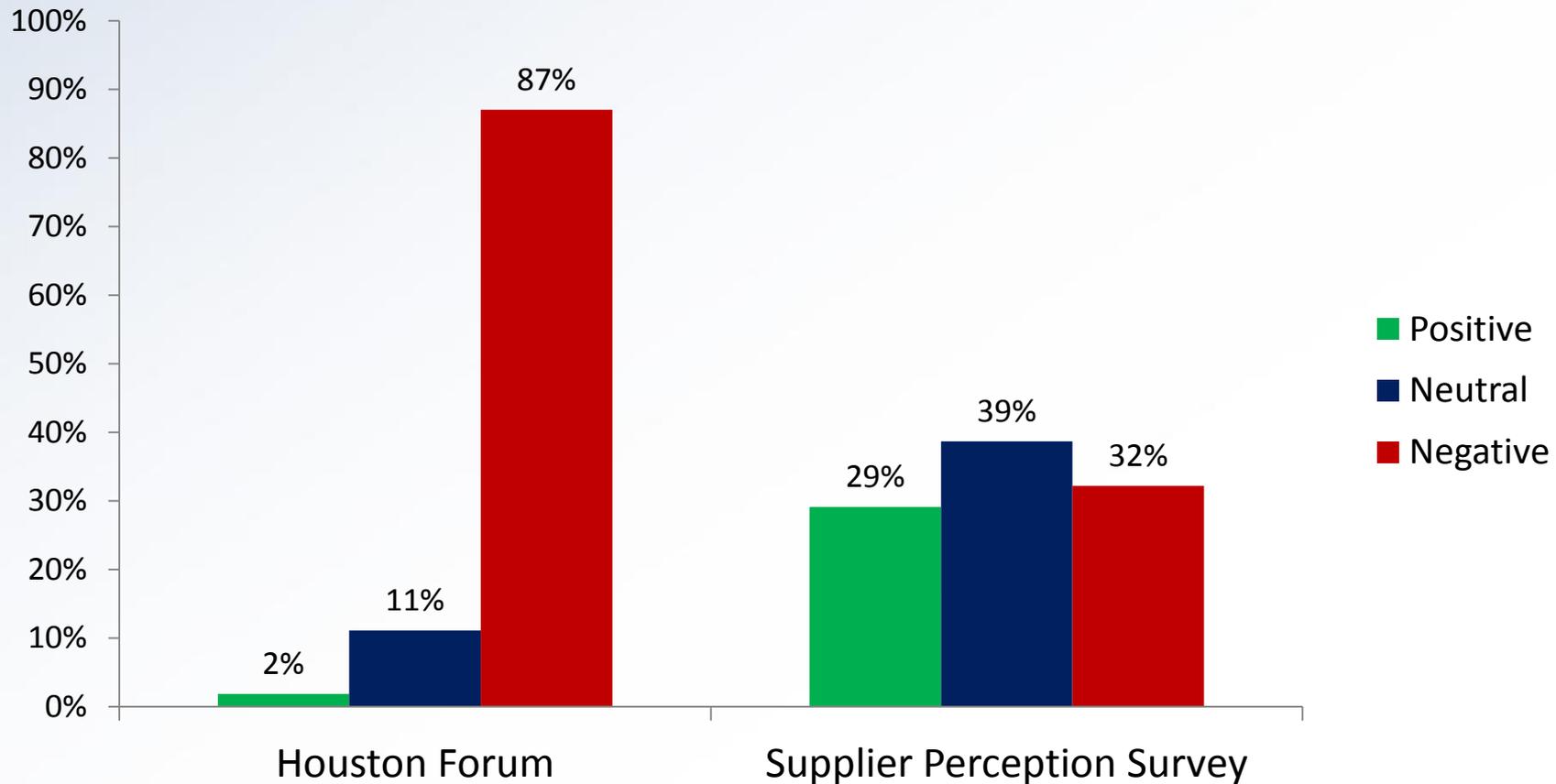
VA's Overall Procurement Process





Satisfaction Ratings

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





Satisfaction Ratings

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

