



DOING BUSINESS WITH EPA



A Win-Win Partnership

DO YOUR HOMEWORK



KNOW THE **MISSION** OF EPA



The **MISSION** of the United States Environmental Protection Agency



is to protect human health and to safeguard the
natural environment
of AIR, WATER, and LAND
upon which life depends!

SEARCH the EPA Website at:

www.epa.gov

To Learn the Issues



MAJOR PROCUREMENTS

Services

- Information Technology
- Environmental Research and Development
- Policy Analysis
- Lab Testing
- Animal Care
- Economic Studies
- Regulatory Studies
- Outreach and Communication
- Audio Visual Support
- Janitorial/Operations and Maintenance
- Security/Guard Services
- Conference Planning
- Mail Services
- Library Services
- Hazardous Waste/Superfund Studies

Supplies & Equipment

- Computer Hardware
- Computer Software
- Chemicals
- Glassware
- Laboratory Supplies
- Gases
- Gas Cylinders
- Mass Spectrometers
- Copiers



Give an Honest and Sincere
Assessment of Your Business

Is There a Match with EPA and
the Mission of EPA????





YES

1. Effective & Persuasive Communication -
Verbal, Print & Web Site
2. Superior Marketing Approach
3. Register in all essential databases
 - SBA ccr & Dynamic Small Business Search
 - EPA Small Business Vendor Profile (EPA Office of Small Business Programs)
 - Others
4. Identify NAICS Codes



5. Get to Know & Contact the EPA Small Business Program Managers

Office of Acquisition Management

Jerry M. Dodson, Research Triangle Park, NC

Juan Common, Cincinnati, Ohio

Sylvia Danley-Smith, Competition Advocate, Washington, DC

Office of Small Business Programs

Jeanette L. Brown, Director

Lamont Norwood, Program Analyst

Regional MBE / WBE Coordinators (10)



6. Check Relevant Web Sites

- **Headquarters Procurement Operations Division**
- **Research Triangle Park**
- **Cincinnati**
- **Office of Small Business Programs**

7. Check EPA Forecast Database

8. Respond to Sources Sought

9. Respond to Applicable Solicitations





- 10. Attend Preproposal Conferences**
- 11. Be Timely & Responsive**
- 12. Network with all the PLAYERS**
- 13. Identify Subcontracting Opportunities**
- 14. Establish Teaming Agreements and/or Joint Ventures**
- 15. Attend vendor shows, trade shows, EPA Contractor Forum**
- 16. Attend Outreach Events - SDB's, 8(a)s, SDVOSB, Women, SB, HubZone and Prime Contractors**

17. READ TWO GOOD BOOKS...



1. The FAR

2. The EPAAR

