

Improving Your Business Opportunities with EPA

by

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Overview

- Know your Capabilities
- EPA as a Potential Customer
- EPA's Procurement Process
- Pursue Fitting Opportunities
- Perform, Perform, & Perform



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Know Your Core Capabilities

- What does your company do, really?
 - Core capabilities (or competencies) of extraordinary abilities or related 'excellences' that a firm acquires from its founders, after consistent striving over the years, and which cannot be easily imitated.
 - Core capabilities are what give a firm one or more competitive advantages, in creating and delivering value to its customers in its chosen field.
- What challenges and/or problems can your services/products solve for target customers?



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EPA as a Potential Customer

- Do you know your target market?
 - Get to know EPA as a potential customer
 - <http://www.epa.gov>
- Identify opportunities by investigating existing contracts and pending requirements
 - <http://www.epa.gov> (Business Opportunities)



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Address <http://www.epa.gov/oam/>

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Acquisition Management

To see future EPA procurement opportunities click the Forecast Database button below.

The Office of Acquisition Management (OAM) is responsible for all contracting and related activities to fulfill the Agency's mission to protect and safeguard the environment through its business relationships. As the business organization of the Agency, OAM manages and supports the Procurement and Contracts Management Program's Policies, Procedures, Operations, Contract Planning, Awards, Administration, and Closeouts. For list of the procurement offices that do the buying see attached list [Who Buys for Whom](#) (1 pp, 110K, [About PDF](#)) For more details about OAM's organization, services, and points of contact, please see [About EPA's Office of Acquisition Management](#).

Current Business Announcements with EPA

- [Sources Sought Synopses](#) - Public solicitation notice to identify sources that can meet a government requirement.
- [Fed BizOpps Synopses](#) - Presolicitation notification of proposed government procurement actions.
- [Solicitations and Amendment](#) - Documents that describe the specifications and proposal due dates for supplies and services the government requires.
- [Closed Procurements](#) - Solicitations or Request for Quotations (RFQ's) in which the due date for proposal submission has passed.
- [Award Notices](#) - Information on Contract Awards.
- [Canceled Procurements](#) - Notification of any canceled procurement.
- [Announcements](#) - Procurement related general information/proposed Sole Source purchase notifications
- [EPA Purchase Card Holder Listing](#) (34 pp, 256KB, [About PDF](#)) A listing of Authorized EPA Purchase Card Holders with their names and mail address. Last updated 10/23/07.
- [FY04 Mentor-Protege Program Participants List](#) (4 pp, 217K, [About PDF](#))

Recycling Electronics and Asset Disposition (READ) Services GWAC

If you are a federal agency interested in EPA's Government-wide Acquisition Contract (GWAC) for recycling electronic equipment, and disposing of excess or obsolete electronic equipment in an environmentally friendly manner, click here for details

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EPA's Procurement Process

- EPA follows established acquisition procedures that are in accordance with the Federal Acquisition Regulations (FAR) System.
- The Federal Acquisition System will:
 - Satisfy the customer in terms of cost, quality, and timeliness of the delivered product or service by,
 - Maximizing the use of commercial products and service;
 - Using contractors who have a track record of successful past performance or who demonstrate a current superior ability to perform; and
 - Promoting competition;
 - Minimize administrative operating costs;
 - Conduct business with integrity, fairness, and openness; and
 - Fulfill public policy objectives.



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Pursue Fitting Opportunities

Competitive advantage results from matching core capabilities to opportunities.

- Identify potential capability-to-need matches by proactively assessing sources sought announcements, acquisition forecasts, and awarded contracts.
- Typically, EPA will list a point-of-contact (POC). Contact POCs to gain additional insight into publicly advertised Agency requirements.
- Pursue fitting opportunities, and seek to establish a business relationship.
- Also, create fitting opportunities; have a GSA Schedule.



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Perform, Perform, & Perform

Nothing speaks better for your ability to perform than your past performance!



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QUESTIONS?



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