

RECON Environmental Finds the Right Teaming Info in Minutes with Repperio

Background



Founded in San Diego in 1972, California-based RECON Environmental is a leading provider of environmental planning and

mitigation services to the Federal Government, as well as state and local agencies, public utilities and commercial organizations. The firm specializes in environmental impact and ecosystem restoration as well as conservation planning, air quality analysis, geographic information systems and noise studies, among other environmentally-related services. Federal government clients include the Army Corps of Engineers, U.S. Navy, Bureau of Land Management, Bureau of Reclamation, and many more.

Challenge

Italia Gray is RECON's Business Development Director, responsible for finding new business opportunities. Finding the right teaming partners for any given federal opportunity is critical to RECON's success. But tracking that information using publicly-available information sources is incredibly time-consuming and laborious for Gray. "It was taking me hours and hours to find the right teaming partners for federal opportunities," said Gray. "You can get notices of opportunities anywhere but they don't tell you who's well suited to win, who has the right experience, who has a track record with that agency, etc."

Solution

Gray started using Repperio in early 2017 after discovering the product at a SAME event where Repperio founder and CEO June Marshall presented the solution. "When I saw June give a demo of Repperio, I was instantly hooked," recalled Gray. "With Repperio, it takes me less than five minutes to find exactly what I need to know about potential teaming partners on any federal opportunity, which is much more information that I was ever able to uncover on my own."

Finding the Right Teaming Partners

Uncovering companies to partner with on a specific opportunity is now fast and easy for Gray, thanks to Repperio. "If I'm targeting a specific agency such as Customs and Border Patrol here in San Diego, I just go into Repperio and I can instantly see who's done business with that agency, in what specific areas and over whatever relevant time frame I choose."

Recon for RECON

Another valuable Repperio feature for RECON is running reconnaissance on any specific contractor, all in one place. "When we want to learn more about a specific contractor, I simply search for the contractor by name in Repperio," said Gray. "In seconds, Repperio presents all the contractor's relevant information on one screen -- active contracts over the past five years, task orders, what they're interested in teaming on, and so much more. It's such a huge time-saver!"

Conclusion

In summary, Gray reflected on the overall value of her Repperio subscription. "Repperio is the right place to find the right teaming partner for the right project," said Gray. "Outside of Repperio, there's just no other single resource that can provide the breadth and depth of teaming partner information. It's simply the most valuable tool available for federal contractors looking to win federal government business."

"Repperio is the right place to find the right teaming partner for the right project. It's simply the most valuable tool available for federal contractors looking to win federal government business."

**-- Italia Gray
Business Development Director
RECON Environmental**