



Business Requirement

**Veterans Health Administration
Howard Kearney**

**Chief, Environmental Management Service
VA Long Beach Healthcare System**



Who Am I?

- Name: Howard Kearney
- Title: Chief of Environmental Management Service
- Organization: Veterans Health Administration
- Office within: Department of Veterans Affairs
- Responsibilities: Charged with overseeing a full Environment care department for one of the largest V.A. healthcare facilities.



Responsibilities

- **Environmental Services**
 - Hospital Cleaning and Sanitation
 - Pest Management
 - Laundry Operations
 - Uniform Management
 - Patient Effect Management
 - Lost and Found Operation



Mission

- To provide, operate and maintain a safe, healthy and aseptically pleasing environment, to all that enter the V.A. Long Beach Medical Center and to ensure the Environmental Management Service program operates in support of our veterans healthcare system.



Key Objectives

- Provide a consistent clean environment using approved hospital grade products that are cost effective and reliable.
- Work with vendors that understand the mission of the environmental management services department. Vendors that realize the importance of building a relationships and providing excellent service to clients.



Partnership With Small Business

- **Challenges/hurdles**
 - Working with new vendors that don't understand the mission of the environmental management services department.
 - Getting new vendors to realize that service should be offered with the product.
 - Getting vendors to realize the importance of building a relationships and providing excellent service to their VA partners at all times.
 - Getting vendors to understand that without excellent service to their VA partners, their partnerships wont last long.
 - Getting vendors to understand the importance of face – face meeting
 - Vendors not having the expert knowledge of their products nor having any affiliations with governing associations such as AHE or ALM or certifications such as CHESP, RLLD, RESD.



Partnership With Small Business (Cont.)

- **Expectations**
 - Good working relationship.
 - Cost Efficient Product and Service
 - Good understanding of the Environmental Management Program
 - Quality Service at all times
 - Information sharing



Re Occurring Needs

- Products
 - Paper Towels
 - Toilet paper
 - Cleaning/Disinfecting Chemicals
 - Hand Soap and Sanitizer
 - Cleaning Equipment
 - Linen



Current Partnership Contractors

CONTRACT	PERFORMANCE PERIOD
Public Restroom Deodorizers	10/1/2015 to 9/30/2016
Canteen Cleaning	10/1/2015 to 9/30/2016
Window Washing	10/1/2015 to 9/30/2016
Document Shredding	10/1/2015 to 9/30/2016
Pest Control	10/1/2015 to 9/30/2016
EMS Supplies	10/1/2015 to 9/30/2016

