



California Department of Transportation
Southern California Alliance (Districts 7, 8, and 12)
Application for Mentor-Protégé Program
(For Potential Protégé only)

Business Name: Odic Environmental
Address: 3255 Wilshire Blvd. Ste 1510. Los Angeles, CA 90010
Phone: 213.380.0090
President: Eric Miller
Type of Business: Environmental Consulting

List Professional References:

Name	Telephone Number
Simon Wong, Barry Slatt Mortgage	650-342-6755 ext. 213
Steve Olear, US SBA Los Angeles District Counsel	818-552-3307
Mike Owen, CDC Small Business Finance, Executive Vice President,	714-550-5444

1. Please list three specific goals that your firm would like to gain from participating in the program.
 1. Experience of working with Cal Trans:
 - a. Learn and understand the expectations of Cal Trans.
 - b. Utilize this experience for future bids.
 2. How to put together a solid quote in response to an RFP:
 - a. Learn to breakdown RFP's and respond with correct terminology.
 - b. Understand what other factors Cal Trans looks for in an RFP.
 - c. Understand how price our services competitively and still cover all of our costs.
 3. Networking:
 - a. Meeting people at Cal Trans who can guide our company to the correct projects.
 - b. Working with an experienced company who can set the expectations, show us how to format a proper bid, help us understand the project management while interacting with the Cal Trans point of contact.
 - c. Showing how an experience company as well as Cal Trans can benefit from teaming with a company like ours.

2. Please list three items that our firm brings to the relationship
 1. Most of our senior staff has over 15 years of experience in California (please see SOQ). This brings along with it not only experience and know-how, but a network of colleagues to that we can team with to help solve any issue.
 2. Small company with low overhead. We understand how to be cost effective when needed.
 3. We are a certified DVBE, SDVOSB and SBE business

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|--|--------------------------------------|----|
| 3. Is your firm currently SBE certified? | <input checked="" type="radio"/> Yes | No |
| 4. Can your firm provide proof of current certification? | <input checked="" type="radio"/> Yes | No |
| 5. If not, are you planning to be SBE certified? | Yes | No |

added 10/29/08

6. Has your firm worked with any of the following agencies?

- | | | |
|--------------------------------|-----|--------------------------|
| a. Caltrans | Yes | <input type="radio"/> No |
| b. LACMTA | Yes | <input type="radio"/> No |
| c. Local Agencies | Yes | <input type="radio"/> No |
| d. Other Governmental Agencies | Yes | <input type="radio"/> No |

7. How long has your firm been in business? 3 years

8. What is your average annual revenue for the past three years? ___\$50,000___ 2005, ___\$1,200,000___ 2006,
___\$2,100,000___ 2007