

ICP

IDAHO CLEANUP PROJECT

Panel Session 46:

Subcontracting and Small Business Overview

Ron Slotke, Vice President

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Who we are...



- ◆ CH2M-WG Idaho, LLC (CWI) is the Idaho Cleanup Project contractor for the U.S. Department of Energy at the Idaho National Laboratory



- ◆ Parent Companies:



CH2MHILL



Washington Group International

Small Business
Teaming Partner



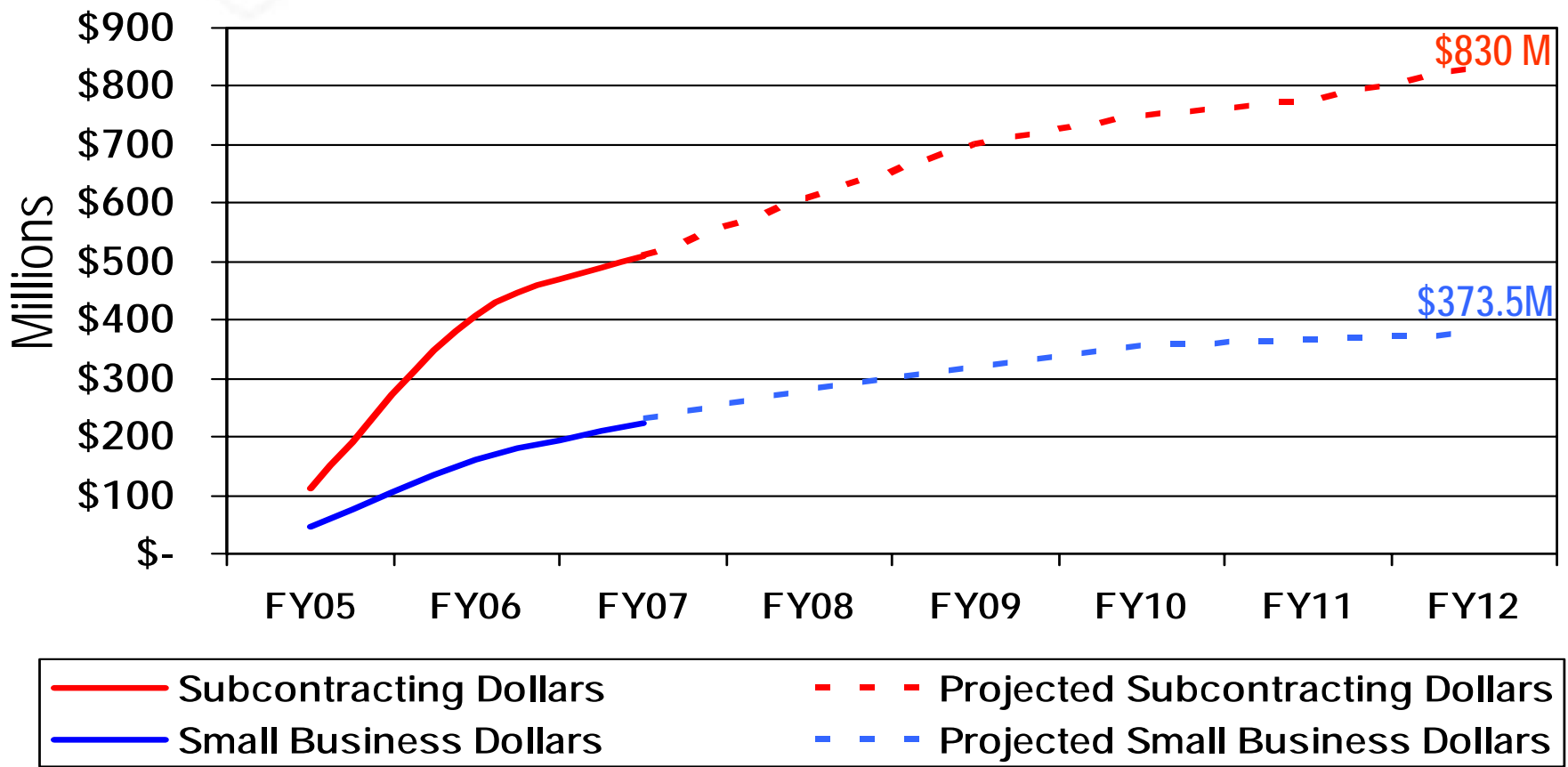
- ◆ **Our cleanup mission includes the decommissioning and dismantlement of 215 excess Environmental Management facilities including:**
 - three reactors
 - management of spent nuclear fuel
 - treatment and disposal of sodium-bearing waste to the Waste Isolation Pilot Plant in New Mexico
 - emptying and disposal of all tank farm facility waste tanks
 - remediation of the Subsurface Disposal Area at the Radioactive Waste Management Complex

- ◆ **CWI recognizes the value of establishing business relationships with skilled, innovative subcontractors who demonstrate proven experience and capabilities**
 - Significant elements of our cleanup project are identified for subcontracting which range from routine consumable supplies and equipment to complex services and construction activities.
 - Small Business firms are and will continue to be given maximum opportunity to compete for such subcontracting opportunities
- ◆ **CWI seeks subcontractors who:**
 - Work Safely – Top priority!
 - Provide high quality products and services
 - Adhere to cost and schedule requirements
 - Provide innovative tools and solutions
 - Sustain zero claims

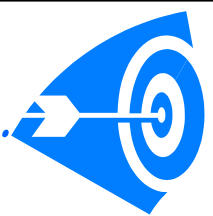
- ◆ CWI is committed to increasing subcontracting opportunities to small and small disadvantaged businesses.
- ◆ Aggressive subcontracting goals have been established in the following socioeconomic categories:

Socioeconomic Category	Goal %
Small Business	45.0%
Small Disadvantaged Business	15.0%
8(a) Certified Small Disadvantaged Business	6.0%
Woman Owned Small Business	10.0%
HUBZone Small Business	3.0%
Veteran-Owned Small Business	3.0%
Service-Disabled Veteran-Owned Small Business	1.5%

A look ahead at Subcontracting and Small Business



On target to reach 45% Small business Goal at 2012...



What opportunities are available?

- ◆ The Idaho Cleanup Project is a fast-paced operation with ever-changing needs

- ◆ Visit our webpage at www.idahocleanupproject.com
 - Upcoming Procurement Opportunities
 - Supplier Forms
 - News and Information

Steps to Initiating Business

1. Register your business in the Central Contractor Registration (CCR) database.
2. Email your capabilities statement or line card to our Small Business Program Manager.
3. Submit an expression of interest for specific opportunities posted on our forecast from the link provided.
4. Service Providers may register in the CH2M Contractor Qualification System (CQS) Online Interactive Database for exposure to all CH2M Hill affiliated companies.

Subcontracting Opportunities



www.idahocleanupproject.com



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IDAHO, LLC

LINKS

- [Procurement Activities](#)
- [Subcontracting Process](#)
- [Subcontracting Guidelines](#)
- [CWI Subcontracting Plan Goals](#)

REGISTRATION FORMS

- [Central Contactor Registration \(CCR\)](#)
- [Contractor Qualification System \(CQS\)](#)
- [CQS Frequently Asked Questions and Answers](#)

NEED ADDITIONAL

UPCOMING PROCUREMENT ACTIVITIES

The table below provides CWI's forecast. This information is published for planning solicitation notice, request for proposal, and subcontracting opportunities posted herein are not guaranteed without notice based on program needs.

Please use the link below and follow the interest to our Small Business Program. We provide interested parties with an opportunity to recognize that not all firms are automatically added to a resultant solicitation. It is mandatory for subcontractors to work under our Integrated Safety Management Protection Program (VPP) while ensuring

natalie.packer

Interested suppliers must submit a separate opportunity.

Qtr 2 Update - FY07	Est. RFP Release Date	Est. Award Date	Est. Value Range
IWTU			
Site Work - Excavation/Backfill & Utilities Installation	Q207 (Feb)	Q207 (Mar)	\$1 - 2M
IWTU Infrastructure Piping and Electrical tie-ins -(civil, mechanical, and electrical)	Q207 (Mar)	Q407 (Apr)	\$1 - 5M
D&D			
Lease Transport w/Driver to move 2 turntables to SDA	Q307 (Jun)	Q407 (Jul)	\$100 - 250K
Grout GEEL Tunnel	Q207 (Mar)	Q407 (Apr)	\$50 - 100K
Remove Coal Fire Plant at INTEC	Q207 (Mar)	Q307 (May)	\$1 - 5M
TAN-607 Hot Shop Demo	Q207 (Feb)	Q207 (Mar)	\$1 - 2M
Crane services for removing ETR Reactor vessel	Q207 (Mar)	Q307 (May)	\$250 - 500K
Design/build LSA Container for ETR Reactor Vessel	Cancelled		
Grout ETR Second Basement	Q407 (Aug)	Q407 (Aug)	\$500K - 1M
Misc Projects			
Master Drilling Services	On Hold		\$250 - 500K
ER Remediation (Site)	Q207 (Mar)	Q307 (May)	\$1 - 5M
Training Support Services	Q207 (Mar)	Q307 (Jun)	\$1 - 2M
INTEC			
NQA-1 Machine Shop	On Hold		\$100 - 250K
RWMC			
ICDF Operations	Q407 (Apr)	Q407 (Aug)	\$10 - 25 M
ARP			
Retrieval Enclosure No. 3 w/air lock and snow canopy	Q207 (Feb)	Q207 (Mar)	\$1 - 5M
Mechanical and Electrical installation in Retrieval Enclosure	Q307 (Jun)	Q407 (Jul)	\$500K - 1M
SDA Firewater	Q207 (Mar)	Q407 (Apr)	\$1 - 5M

- ◆ Limited number of suppliers with ISO/NQA-1 approved programs
- ◆ Scope specific quality audits / CWI Qualified Suppliers List
 - 145 Total Suppliers -- 64 Small Business
- ◆ Emphasis on ISMS for subcontractors
 - Subcontractor Safety & Health Data

Eligibility to work on Idaho Cleanup Project

10 employees or less:

Maintain an Experience Modification Rate (EMR) of .88 or lower

-Based on three year average of workers compensation claims

11 employees or more:

Experience Modification Rate (EMR) of .88 or lower, and

Total Recordable Case Rate (TRCR) = 3.5 or lower, and

Lost Workday Case Rate (LWCR) = 2.5 or lower

10CFR 851 (DOE Worker Safety and Health Regulation)

- ◆ **Impacts of New DOE 851 Rule – Worker Safety and Health**
 - Each DOE Contractor is required to have a DOE-approved Worker Safety and Health Plan implemented by May 25, 2007
 - The scope of the Rule includes subcontractors working on DOE sites (including remote office areas in some cases)

- ◆ **Key subcontractor-affecting sections for CWI work:**
 - Safety Standard invocations
 - Increased worker participation in planning and inspection activities
 - Occupational medicine program implementation
 - Recordkeeping requirements on individual subcontractor employees

10CFR 851 (DOE Worker Safety and Health Regulation)

- ◆ **CWI's strategy for 10 CFR 851 integrates several elements to allow compliant and cost-effective implementation for subcontractors**
 - CWI's WS&H Plan incorporates already-existing subcontractor OSHA programs without requiring additional documentation
 - CWI's Subcontractor Requirements Manual provides a simple interface for the portions of 10 CFR 851 requirements not encompassed in OSHA
 - CWI will provide ready access to occupational medicine resources to meet the additional mandates of 10 CFR 851

- ◆ **CWI's approach minimizes redundant paperwork while focusing on the key performance elements necessary for Worker Safety and Health Rule compliance:**
 - CWI/Subcontractor management focus on safety
 - Worker participation in the safety and health program
 - Adherence to appropriate safety standards

- ◆ **Large Staff Augmentation Subcontract**
 - Reserved exclusively as small business set-aside
 - Small Businesses teamed with various partners to deliver full scope of requirements
 - Resulted in three awards – 1 Woman-Owned; 2 SDB 8(a); and 1 Veteran Owned
 - Projected value - \$40M per year
- ◆ **Senior Management Support Of Small Business Initiatives**
 - Commitment flows from the top
 - Goals are incorporated into performance reviews including the project level
- ◆ **Mentor Protégé Programs**
 - Department of Energy
 - Department of Defense
 - Small Business Administration
 - Independent large businesses
 - Other “larger” Small Business

- ◆ Make safety a priority
 - ◆ Market your capabilities & past performance before your size classification
 - ◆ Earn Business - Don't Expect it
 - Accept responsibility for marketing your product or service
 - Research the mission of your potential customer to identify where your capabilities best meet their needs
 - Research the capabilities of your competition and know what your discriminators are
- Competition is fierce – What sets you apart from the rest?**
- ◆ Complete tasks with as much enthusiasm as you displayed when you were competing for the work
 - ◆ Establish and Nurture Strong Business Relationships
 - Communication must be a fundamental part of your marketing
 - Once relationships are established, you must work diligently to maintain a reputation as a leader and preferred supplier through consistent delivery of high-quality and cost-competitive products and services.

Without safety & attention to performance, efforts invested in marketing are lost.

For additional questions regarding CWI's Small Business Program or to schedule a meeting...

Contact:

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Presented by:

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At CWI, Small Business is anything BUT small!