

## WM2012 Conference Panel Report

### PANEL SESSION 66: US DOE and USACE Small Business Contracting Opportunities

**Co-Chairs:** Roger Merrick, *E2 Consulting Engineers, Inc. (USA)*  
Michael Davidson, *Tidewater, Inc. (USA)*

**Panel Reporter:** Michael Davidson, *Tidewater, Inc. (USA)*

#### **Panelists:**

1. Ralph Holland, *Assistant Director-Office of Contracting, US DOE*
2. Jim Hall, *Director, Business Development, URS Corporation-Global Management and Operations Services*
3. Bill Shingler, *Vice President, Operations, Environmental and Nuclear, Fluor Government Group*
4. Cassandra McGee Stuart, *Socioeconomic Program Officer, Oak Ridge National Laboratory*
5. Ron Slottke, *Vice President and CFO, CH2M HILL Nuclear Business Group*

Approximately 50 – 60 people attended this session.

**Ralph Holland** presented the organizational profile and contracting activities within DOE's Environmental Management Consolidated Business Center (DOE-EMCBC). DOE-EMCBC provides business services to the Environmental Management (EM) complex within DOE, including operations at Carlsbad, Lexington, Portsmouth/Paducah, and low-level waste disposal ID/IQ contracts.

Mr. Holland reviewed current, expiring, and upcoming contracts under the purview of DOE-EMCBC. His overview included dates, budgetary figures and small business targets (these are included in his presentation). Past projects noted where small business successes occurred included:

- Stanford Linear Accelerator (SLAC);
- Brookhaven National Laboratory;
- Rocky Flats Environmental Technology Site project; and
- Fernald Environmental Management Project.

During the past year, small business opportunities included:

- DUF6;
- West Valley Demonstration Project;
- Moab Remedial Action Project (under protest); and
- Waste Isolation Pilot Plant (WIPP) transportation.

Mr. Holland noted that the EMCBC budget was becoming smaller than in previous years – those numbers are provided in his presentation in the proceedings. He informed the audience that opportunities are best pursued through the website at [www.emcbc.doe.gov](http://www.emcbc.doe.gov).

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**Jim Hall** presented the federal and international contracting profile of URS Corporation (URS). Projects noted included:

- Savannah River Site;
- Hanford Reservation;
- WIPP;
- East Tennessee Technology Park (ETTP);
- NDA in the United Kingdom (UK);
- Dounreay Nuclear Plant;
- Sellafield;
- National Nuclear Security Agency (NNSA); and
- National Energy Technology Laboratory (NETL).

Mr. Hall reviewed desirable supplier attributes and provided points of contact at URS.

**Bill Shingler** presented the corporate profile of Fluor Government Group and its approaches to small business contracting in DOE – including SB subcontracting goals. Fluor supports DOE, DOD, and Department of State. Fluor is looking for small businesses that provide services and staff augmentation rather than just materials or supplies. He pointed to SB contracting successes by Fluor on the Fernald Environmental Management Project. He encouraged teaming with other small businesses to provide more robust services under single contracts. There are specific opportunities at Fluor in the areas of engineering, scientific support and safety implementation. Mr. Shingler provided points of contact and useful marketing tips for small businesses.

**Cassandra McGee Stuart** discussed upcoming business opportunities through the Oak Ridge National Laboratory (ORNL) and provided an overview of the “Battelle family of DOE Laboratories” including:

- Battelle Memorial Institute (BMI);
- Brookhaven National Laboratory (BNL);
- Idaho National Laboratory (INL);
- National Renewable Energy Laboratory (NREL);
- Pacific Northwest National Laboratory (PNNL); and
- ORNL.

Ms. Stewart discussed environmental and waste management strategy at Battelle and listed areas where SB subcontracting goals and opportunities will be in the 2012 budget. Battelle has received awards for DOE for its recent SB contracting performance. Battelle is a not-for-profit 501(c)(3) organization.

**Ron Slottke** provided an overview of the CH2M-HILL history and organizational profile. CH2M-HILL is a company that is over 60 years old and is a 100 percent employee-owned company. Mr. Slottke provided an overview of the company’s nuclear operations, remediation and waste management projects, including:

- Idaho Cleanup Project (ICP);

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- Hanford Plateau Remediation;
- West Valley Demonstration Project (WVDP);
- Nevada Test Site (NTS); and
- UK and commercial domestic projects.

Mr. Slottke provided specific SB contracting opportunities in his presentation and general tips for small businesses.

All speakers stressed the importance of safety in past and ongoing work to be a successful SB contractor, as well as the importance of being registered in the Central Contractor Registration (CCR) database. Four (4) comments and questions were posed by the audience following the final presentation regarding:

- HUB-Zone set-aside opportunities;
- Difficulty in obtaining past performance references from DOE prime contractors;
- Specific upcoming SB opportunities; and
- Potential organizational conflicts of interest when bidding on work for an organization for which the contractor is already performing work.

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