

# WASTE MANAGEMENT 2012

## *Opportunities for Small Businesses*



Bill Shingler  
Vice President, Operations  
Environmental & Nuclear  
Fluor Government Group

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# FLUOR CORPORATE OVERVIEW

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# FLUOR OVERVIEW



## Fluor is one of the world's largest publicly owned engineering and construction companies

- Currently have over 42,000 employees across the globe supporting our various projects.
- Comprised of five major business units:
  - Energy and Chemicals
  - Industrial & Infrastructure
  - Power
  - Global Services
  - Government

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# FLUOR'S GOVERNMENT GROUP



## Fluor's Government Group (FGG) serves US and international government agencies worldwide

- Government clients include Departments of Energy, Defense, Homeland Security and State
- Services we provide include
  - Engineering, Procurement, Construction and Maintenance
  - Environmental Remediation
  - Nuclear Material Management
  - Facilities Management
  - Logistics and Base Operations Support
  - Contingency Operations

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# SUPPORTING THE DOE



## For more than 65 years, FGG has supported the DOE in a variety of areas including:

- Stabilizing and packaging plutonium-bearing material
- Removing, treating, repackaging, and storing the DOE's largest single inventory of nuclear fuel
- Safe disposition of large inventories of nuclear materials
- Cleaning, decontaminating, and removing/demolishing hot cells and hundreds of contaminated facilities
- Packaging, shipping, and disposing of all types of nuclear waste
- Conducting unique onsite waste disposal operations
- Remediating groundwater
- Efficiently maintaining site infrastructure and providing support service

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# **FLUOR GOVERNMENT GROUP SMALL BUSINESS PROGRAM**

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# FLUOR'S SMALL BUSINESS PROGRAM



## MORE THAN JUST A GOAL

- Small Business at Fluor is more than just a contractual goal, it is an integral part of our
  - organization
  - culture
  - business philosophy
- Our Small Business subcontractors and suppliers are our business partners
- We work together to achieve success through workshops and training, financial stewardship, and mentoring



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# COMMITMENTS TO SB SUCCESS



- Fluor's Government Group awarded more than \$2.5 billion to small businesses on their DOE projects alone
- Fernald project was selected by the DOE as the first contractor to participate in their Pilot Mentor-Protégé Program
  - Became the first DOE Prime Contractor to graduate three Protégées from the program
- Awards for our Small Business initiatives range from
  - DOE's Mentor-Protégé Program of the Year (multiple awards)
  - Ongoing recognition by community and civic organizations for support of small and diverse suppliers and contractors
  - Recognition of Small Business & Supplier Diversity Professionals for their leadership in the field





- **The work allocated to our Small Business community is diverse and includes**

- Nuclear materials management
- Waste management (including hazardous, low-level, transuranic, and municipal sanitary wastes)
- Analytical services
- Transportation services
- Environmental support services
- Waste handling and packaging
- Engineering service and support
- Staffing Support (administrative, professional and technical)
- Procurement of wide array of specialty products

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**SMALL BUSINESS  
INITIATIVES  
AT SELECT FLUOR DOE SITES**

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# SAVANNAH RIVER NUCLEAR SOLUTION (SRNS)



- Facilities Management Contract at DOE's Savannah River Site
  - LLC consists of Fluor, Newport News Nuclear & Honeywell
  - Located in Aiken, South Carolina
- Strong Commitment to Small Business
  - Exceeds contractual goals in every SB category
  - Successfully graduated 3 firms from their Mentor Protégé Program
  - Received the 2009 Excellence in Supplier Diversity Award by the South Carolina Diversity Council
  - SB Program Manager named 2010 Coordinator of the Year by the Carolinas Minority Supplier Development Council

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# SRNS Near-Term Acquisition Forecast



Examples of upcoming SB opportunities at SRNS:

- Material Supplies
  - Plastics: Radioactive Bags, Sheeting, Bungie Bags
  - Plumbing & Miscellaneous Plumbing Supplies
  - Bulk Chemicals
  - Aggregate & Building Material
- Services Subcontracts
  - Instrument Calibration & Repair Services
  - Office Trailer Relocation, Renovation & Repair
  - Site Grading & Paving
  - Excavating and Installing Fencing & Signs
- Staff Augmentation

# SRNS SMALL BUSINESS CONTACTS

A blue banner with the text 'SRNS SMALL BUSINESS CONTACTS' in yellow. To the right of the text is a collage of images: a blue bucket of white powder, a person in a white lab coat, a person in a yellow protective suit, and a large industrial structure.

## **Sharon Campbell, CPCM, Fellow**

SRNS Small Business Program Manager

800.888.7986

supplierdevelopment@srns.gov

## **J. Alex Agyemang, CSCP**

Lead, Small Business Programs

800.888.7986

J.Alex.Agyemang@srs.gov

[www.savannahrivernuclearsolutions.com](http://www.savannahrivernuclearsolutions.com)

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# FLUOR-B&W PORTSMOUTH



- Decontamination and Decommissioning of a Former Gaseous Diffusion Plant
  - LLC consists of Fluor and Babcock & Wilcox
  - Located in Portsmouth, Ohio
- Commitment to Small Business
  - Immediately following transition, was committing over 43% of subcontracted dollars to SBs
  - Two Protégés with challenging scopes of work

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# FBP Near-Term Acquisition Forecast



Examples of upcoming SB opportunities at Fluor-B&W Portsmouth(FBP):

- Upgrade 13.8 Kv Distribution-Phase 1B
  - Cables/trays and new overhead lines
- Perform D&D services in X-100 Complex
  - X-100
  - X-100B
  - X-101
  - X-1098

# FLUOR-B&W CONTACTS



## **Mark Ashby, Director of Acquisitions**

mark.ashby@fbports.com

740.897.3398

## **Pam Hensley, Manager of Procurement**

pam.hensley@fbports.com

740.897.2544

## **Randy Ector, Manager of Subcontracts**

randy.ector@fbports.com

740.897.3095

[www.fbportsmouth.com](http://www.fbportsmouth.com)

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# FLUOR TECHNICAL SUPPORT SERVICES (TSS)



- Providing solutions to improve operations and project performance in:
  - Operations
  - Nuclear Services
  - Project Support
  - Engineering & Support Services
  - HSE&Q Services
- TSS Contact
  - Joe Yanek, Executive Director**
  - joe.yanek@fluor.com
  - 864-281-6282

[http://www.fluor.com/business\\_segments/government/Pages/technical\\_support\\_services.aspx](http://www.fluor.com/business_segments/government/Pages/technical_support_services.aspx)

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# TIPS FOR MARKETING YOUR SMALL BUSINESS

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# TIPS FOR MARKETING YOUR SMALL BUSINESS



- Learn the ins and outs of government contracting
  - Be prepared for the paperwork requirements
  - Maintain required certifications
  - Institute quality control procedures and comply with regulations
  - Know what's expected—and make sure you can deliver!
- Educate Yourself
  - Know Your Perspective Client
  - Research the company and/or the facility
- Identify how your company would fit into that business
  - ◆ Similar core competencies
  - ◆ Unique business discriminator
  - ◆ Pinpoint your niche! Don't try to be all things to all people



- ◆ Be realistic regarding the relationship and your capacity. What do you want out of it?
  - Long-term strategic relationship or
  - Opportunities on a specific project
- Communicate
  - Always respond to RFPs/RFQs even if you are not able to bid
- Be mindful of additional requirements, such as regional purchasing goals, for DOE sites
- Network ! Use opportunities such as this conference to meet decision-makers.
  - Continue to build on the relationships that are established here.
  - Clearly articulate your value proposition!

# FLUOR GOVERNMENT GROUP SMALL BUSINESS CONTACT



Fluor's Small Business office operates an open-door policy. Contact that office for information, questions or guidance regarding Small Business opportunities.

## **Debra Sampson**

Small Business Liaison Officer  
Fluor Government Group  
[debra.sampson@fluor.com](mailto:debra.sampson@fluor.com)  
864.281.6034

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