



U.S. DOE Contractors' Procurement and Contracting Opportunities



Waste Management Symposium 2013
February 27, 2013
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Director, Business Development,
Global Management & Operation Services,
URS

URS Corporation



Total Employees: 57,000
Total Revenue: \$9.5 Billion (FY 2011)

Infrastructure & Environment

Employees: 20,000
Revenue: \$3.3 Billion

URS Division
Greiner
Woodward-Clyde
Dames & Moore
Group

Federal Services

Employees: 10,000
Revenue: \$2.7 Billion

EG&G Division
EG&G, Inc. (2002)

Energy & Construction

Employees: 17,000
Revenue: \$3.5 Billion

Washington Division
Washington Group
International (2007)
Morrison-Knudsen
Corporation
Westinghouse
Government Services
Raytheon Engineers
& Constructors

Oil & Gas

Employees: 10,000
Revenue: \$1.6 Billion*

Flint Energy
Services Limited
(May 2012)

* Revenue not included in
URS total



URS Company Overview

POWER INFRASTRUCTURE FEDERAL INDUSTRIAL & COMMERCIAL



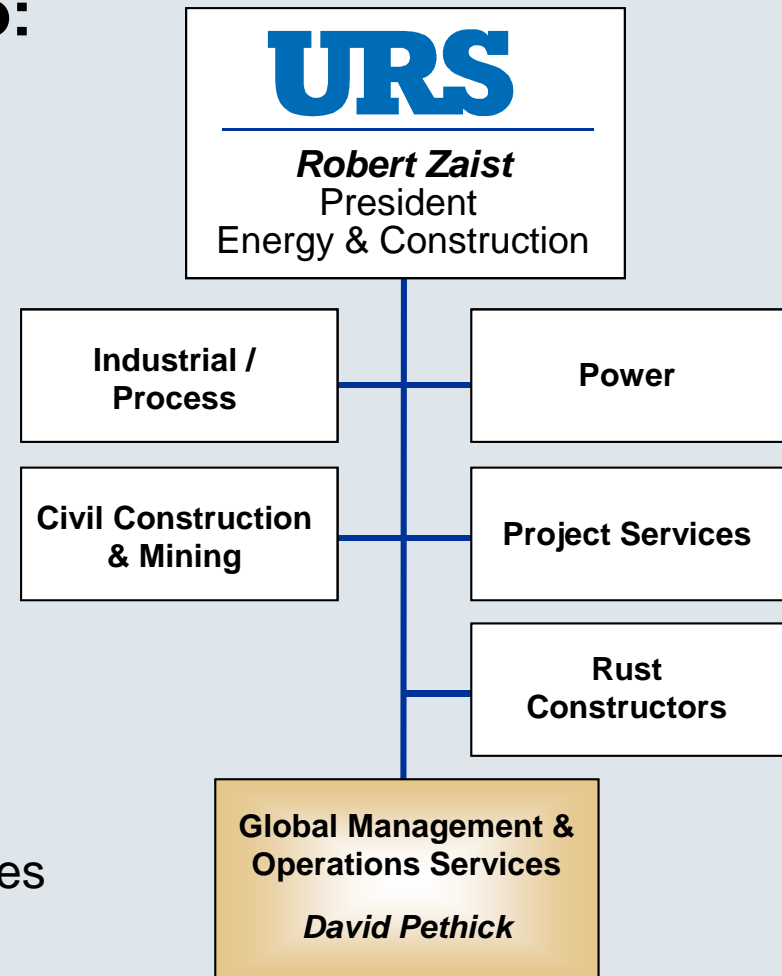
Global Management & Operations Services (GMOS)

- Provides high-technology management, operations and environmental services to:

- U.S. Department of Energy
- United Kingdom/NDA
- EPA
- Other public and private clients

- Services include:

- Site cleanup/closure
- M&O at DOE nuclear sites
- Design and construction
- Decontamination & Decommissioning
- Waste management operations
- Technical consulting/engineering services



Global Management & Operations Services Overview

- Leading provider of environmental and management services to the DOE/UK with approximately \$ 4.7 billion in annual contract/project budgets (based on teaming share)
- Strong, long-term relationship with DOE and predecessor agencies dates to Manhattan Project
- 31% share of DOE environmental management market



Global Management & Operations Services



Acronyms

AMWTP= Adv Mixed Waste Treatment Facility
 ETPP = East Tennessee Technology Park (D&D)
 HLW = High-Level Waste
 ICP = Idaho Cleanup Project
 INL = Idaho National Laboratory
 LANL = Los Alamos National Laboratory
 LLNL = Lawrence Livermore National Laboratory
 M&O = Management and Operations Contract
 NETL = National Energy Technology Laboratory
 NNSS = Nevada Test Site
 PDC = Pit Disassembly and Conversion
 RCC = River Corridor Closure
 SRS = Savannah River Site
 TOC = Tank Operations Contract
 WIPP = Waste Isolation Pilot Plant
 WTP = Waste Treatment Plant

= Lead Partner
 Text = Technical / Consulting



URS Company Overview

POWER INFRASTRUCTURE FEDERAL INDUSTRIAL & COMMERCIAL



Management Services Contracts (Lead)

Savannah River Site – Liquid Waste Aiken, South Carolina

- Largest integrated site in the DOE Complex
- \$2.6B 6-year base contract
- \$3.4B Total with a 2-year option
- Treatment of ~36.5M gallons of liquid radioactive waste, closure of 49 underground storage tanks, and deactivation of major LW system facilities and equipment



Tank Operations Contract Hanford, Washington

- Largest and most complex environmental cleanup project in DOE Complex
- \$2.3B 5-year base contract awarded May 2008
- \$7.3B Total (including two options)
- Storage, retrieval and treatment of Hanford tank waste; storage and disposal of treated waste; and closure of tank farm waste management areas



Management Services Contracts (Lead – continued)

River Corridor Closure Contract Hanford Site, Washington

- Cleanup of 210 square mile site
- \$1.9B Project
- 7 year contract awarded in March 2005
- Placement of deactivated plutonium production reactors in interim safe storage, clean up of waste sites and burial grounds, and demolition of contaminated facilities



Waste Isolation Pilot Project Carlsbad, New Mexico

- Only licensed deep geological nuclear waste repository in U.S.
- \$2.2B Facility
- \$230M Annual budget
- Managing contractor since 1985



Management Services Contracts (Lead – continued)

Yucca Mountain Project Nevada

- Proposed high-level nuclear waste repository
- \$2.5B Project*
- Contract to complete design and support DOE effort to get NRC approval to build and operate the facility



Advanced Mixed Waste Treatment Project Idaho

- DOE's most advanced radioactive waste treatment facility
- \$417M Project
- Operations to retrieve the estimated 6,900 cubic meters of stored transuranic waste remaining at the Idaho site



Photo DOE

* On March 3, 2010, the Department of Energy filed a motion with the Nuclear Regulatory Commission to withdraw the license application for a high-level nuclear waste repository at Yucca Mountain.

Management Services Contracts (Lead – continued)

Oak Ridge East Tennessee Technology Park (ETTP)

- Original WWII mission to produce enriched uranium for atomic weapons
- Produced enriched uranium for commercial nuclear power industry from 1945 to 1987 when it was permanently shut down
- \$2.2B Project
- 5-year base, 4-year option
- Contract to complete cleanup of ETTP, while performing ongoing EM missions such as facility surveillance and maintenance and various waste management operations at ORNL and the Y-12 National Security complex.
- Sixty percent of total contract value expected to be subcontracted, with half of that going to small business.



Management Services Contracts (Partner)

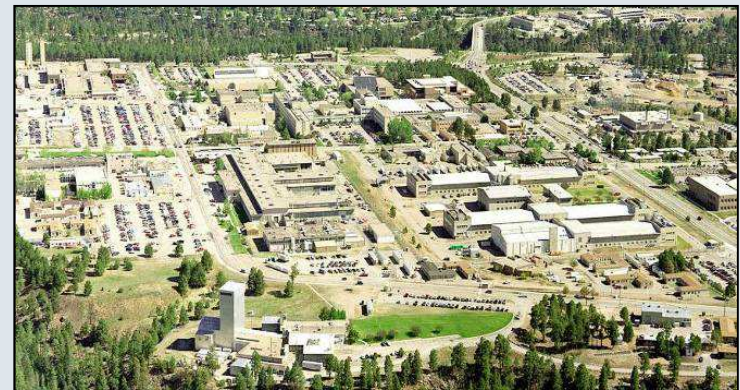
Idaho Cleanup Project Idaho National Laboratory, Idaho

- Environmental cleanup of 890-square-mile Idaho National Laboratory in Eastern Idaho
- \$2.9B Project
- 10 year contract awarded in March 2005
- Decommissioning and dismantlement of 215 excess facilities including three reactors, management of spent nuclear fuel, remediation of subsurface disposal area



Los Alamos National Laboratory New Mexico

- \$2B Annual budget
- Nuclear weapons design
- Science and technology



Management Services Contracts (Partner – continued)

Lawrence Livermore National Laboratories California

- \$1.7B Annual budget
- Nuclear weapons design
- Science and technology



Idaho National Laboratory, Idaho

- \$500M Annual budget
- National nuclear energy research



National Engineering Technology Laboratory (NETL)

- \$80M Annual budget (over 2-year base)
- \$400M value over 5 years (includes options)
- Research and engineering services
- Infrastructure and administrative support
 - Five sites (WV, PA, OR, OK, AK)
 - 81 buildings and 14 major research facilities



Expansion to the UK

- **Sellafield**

- Manage and operate major UK nuclear weapons site
- Approximately \$2.5B annually, potentially for 17 years



- **Low Level Waste Repository at Drigg**

- Awarded August 2007 by UK Nuclear Decommissioning Authority
- \$300M for 5 years



- **Dounreay**

- Awarded November 2011 by UK Nuclear Decommissioning Authority
- \$3B for 5 years



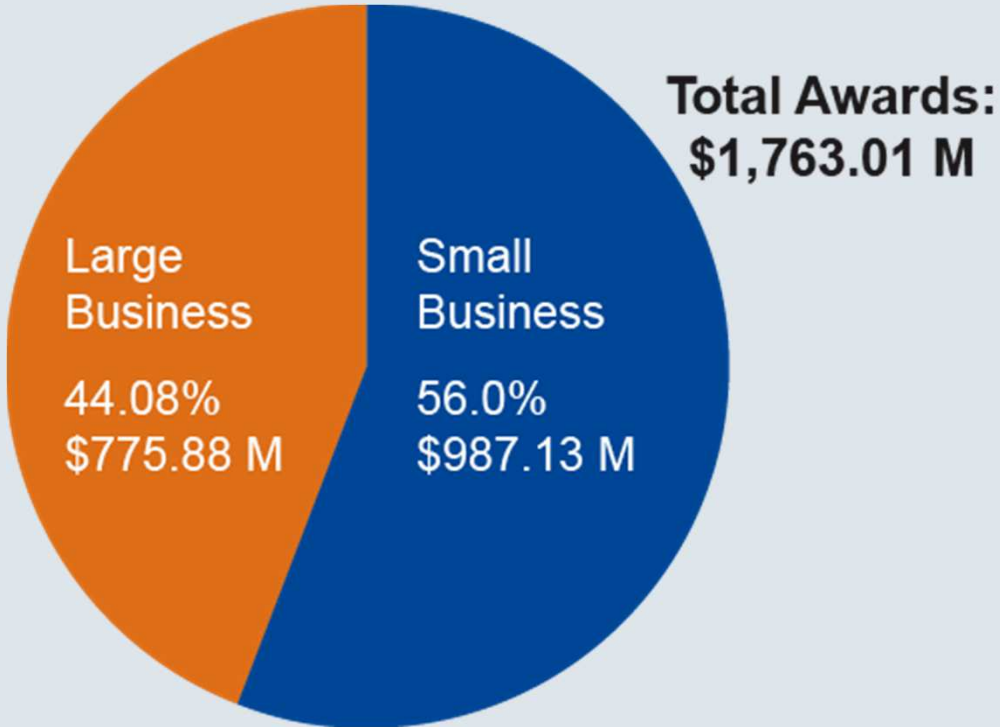


Fiscal Year 2012

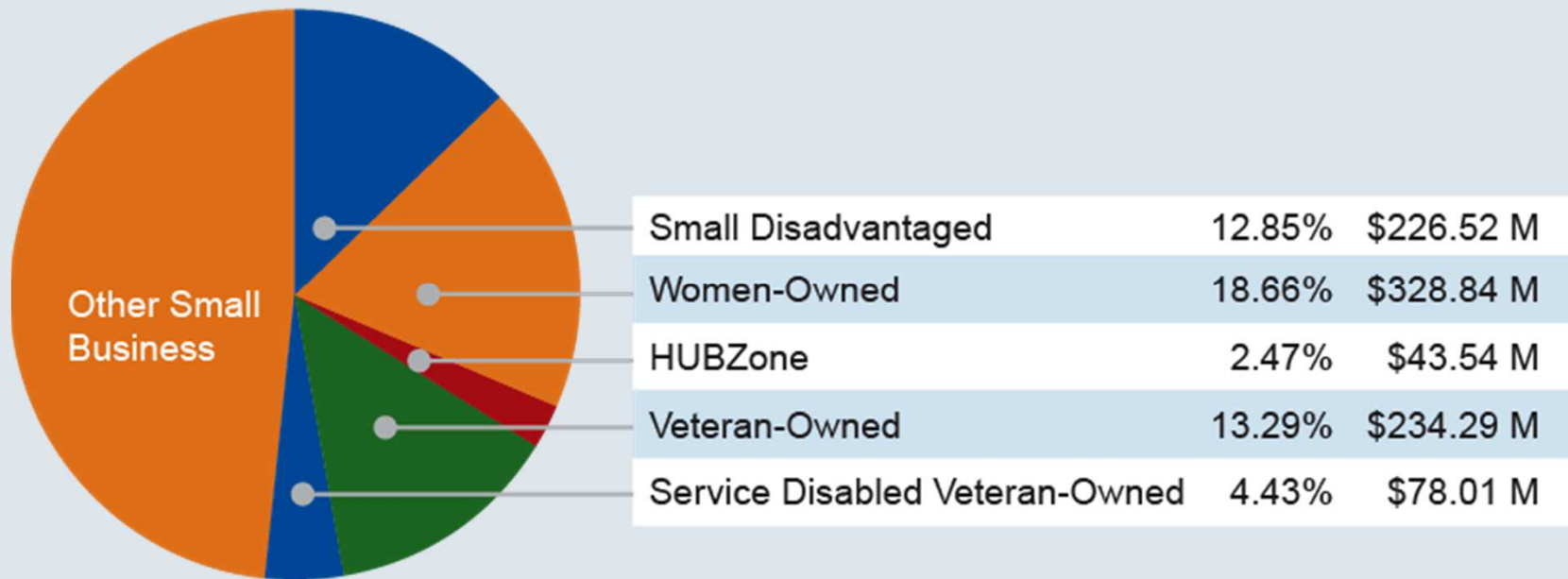
- **Small Business Accomplishment Summary**
 - **Federal Prime Contracts**



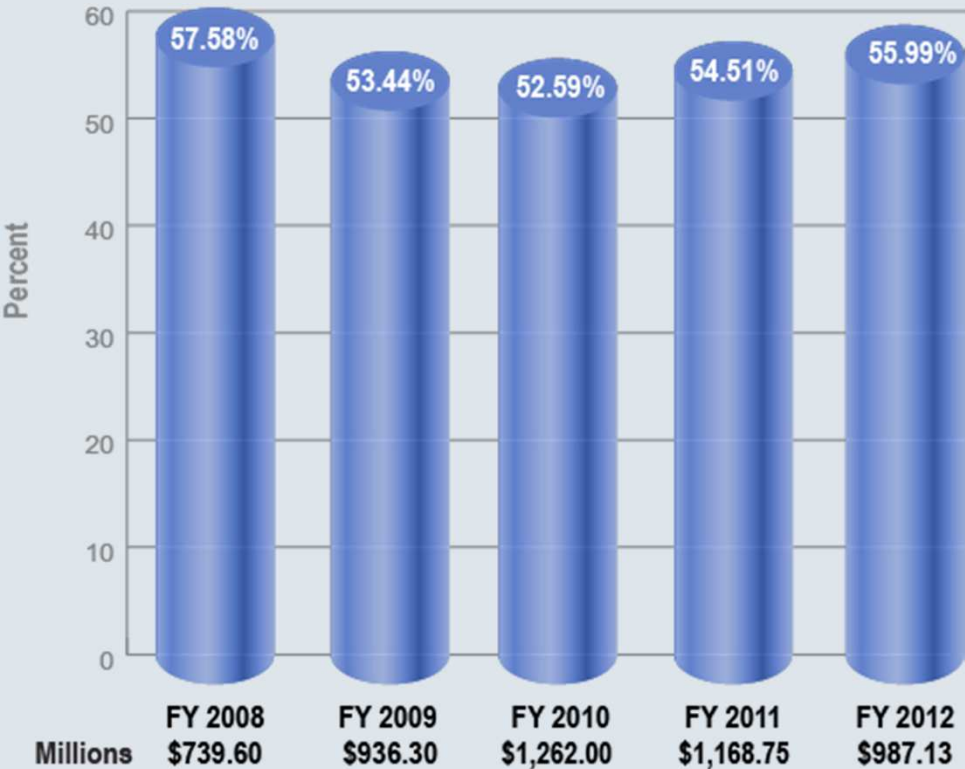
Subcontract Awards



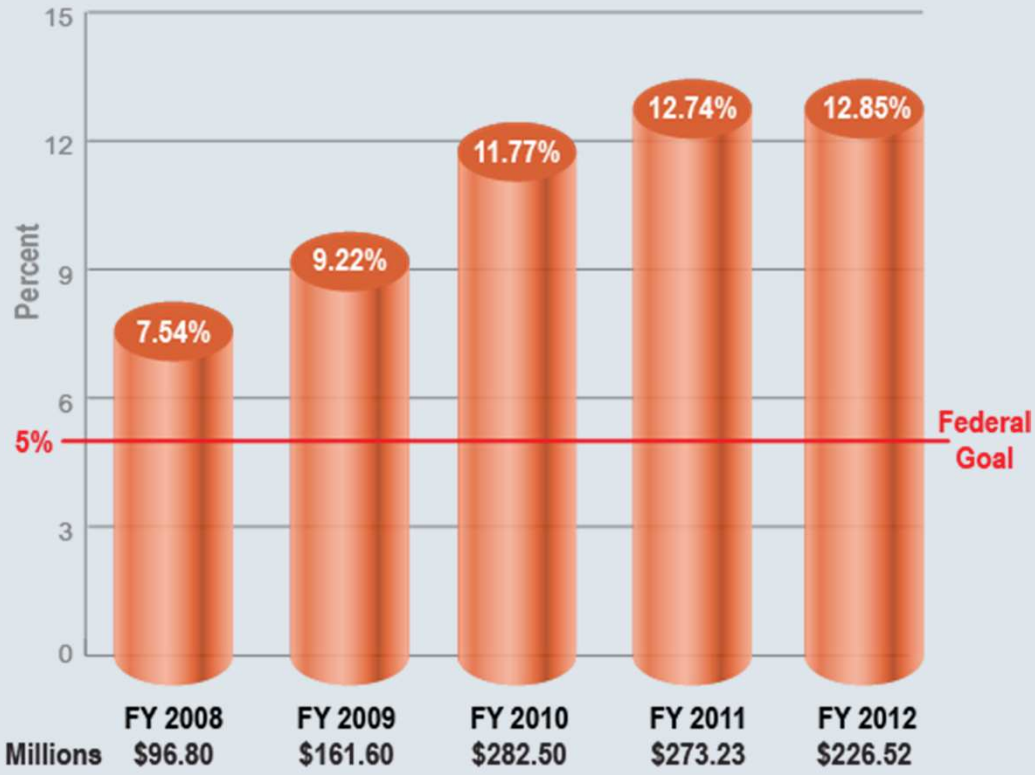
Breakout of Small Business Awards



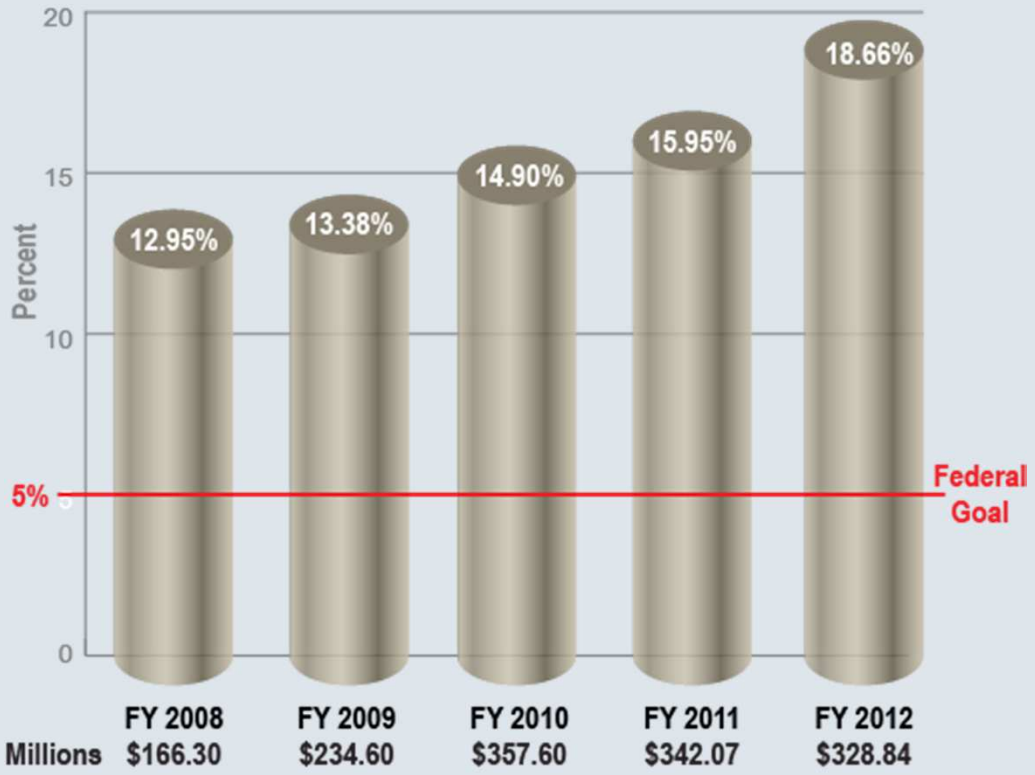
Trends: Small Business Subcontracting



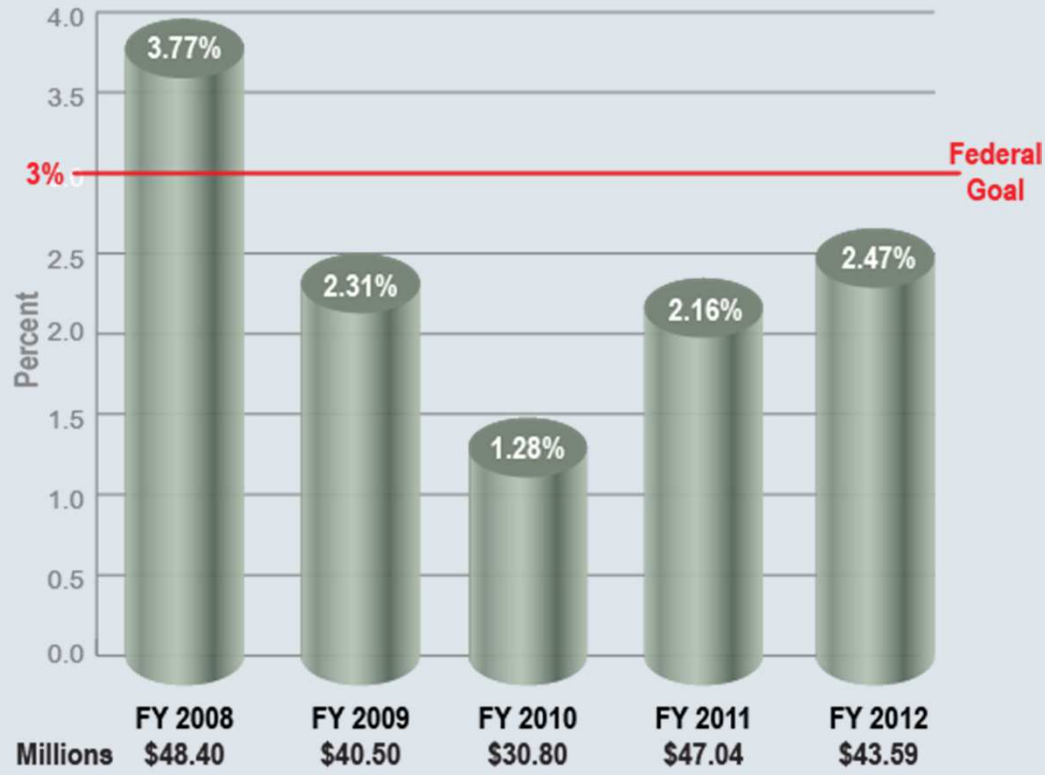
Trends: Small Disadvantaged Business



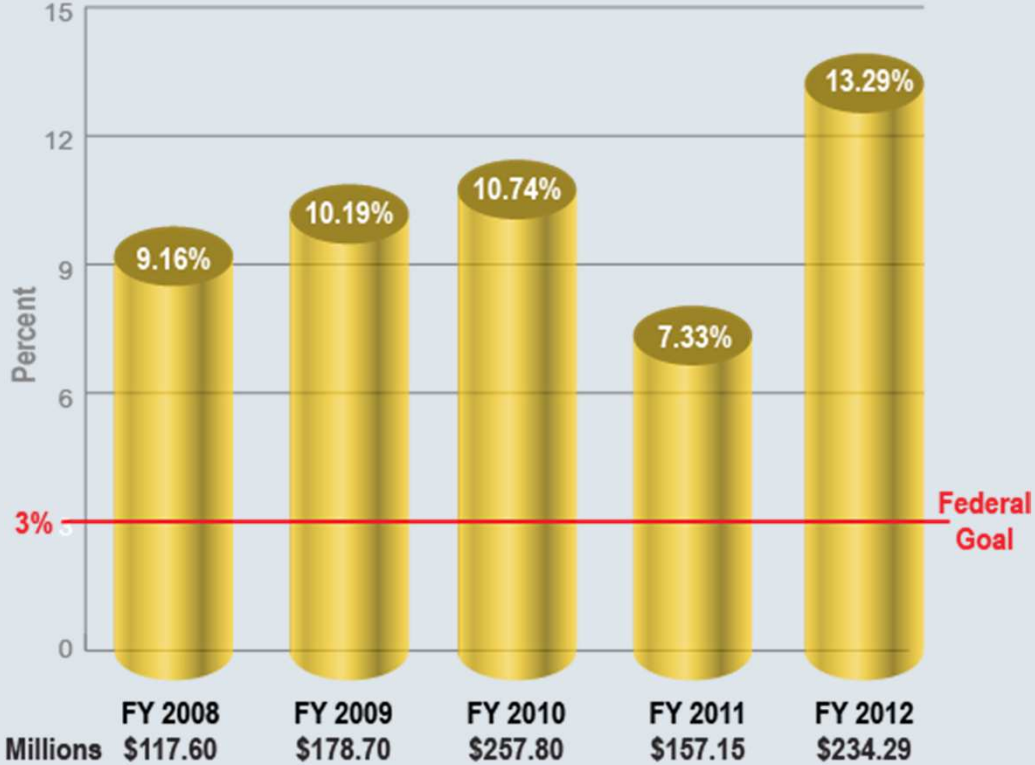
Trends: Women-Owned Small Business



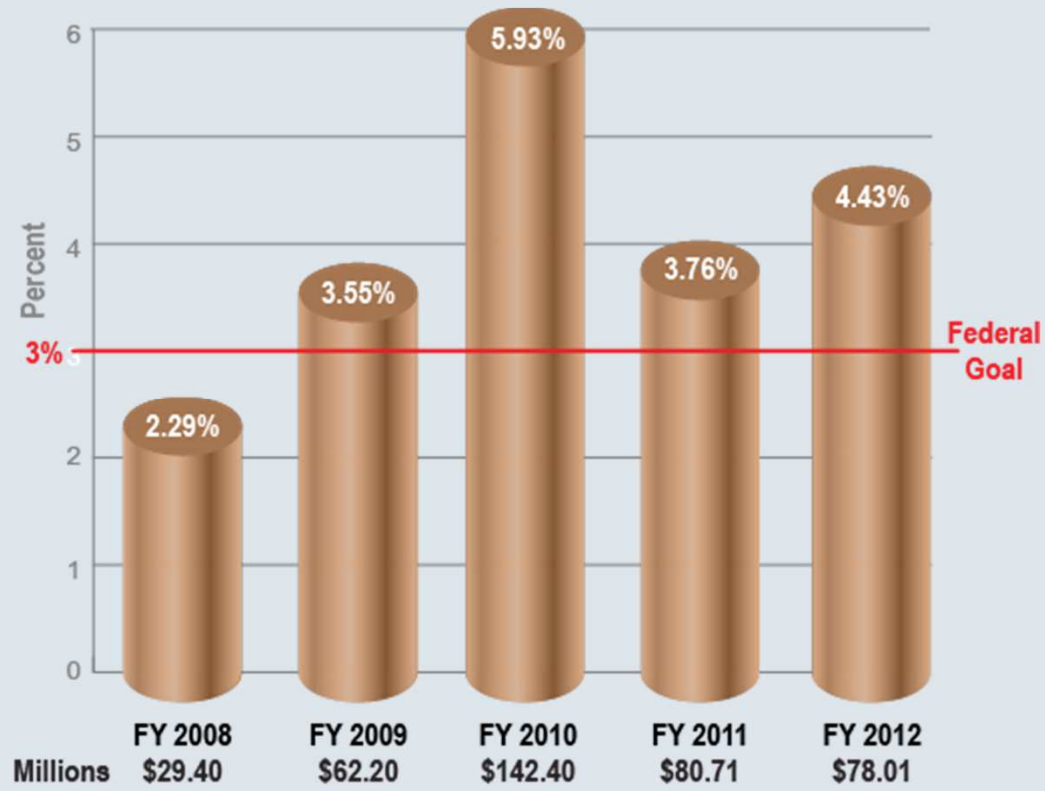
Trends: HUBZone Subcontracting



Trends: Veteran-Owned Small Business



Trends: Service-Disabled Veteran-Owned Small Business



GMOS Small Business Utilization for FY 2012

FY 2012 GMOS	SB	LB	Total	SDB	WOSB	HBCU	HUBZone	VOSB	SDVOSB
WCH	\$159,603,357	11,816,347	171,419,704	62,304,520	46,821,966	0	11,821,966	11,307,465	8,739,146
WRPS	67,562,888	62,153,954	129,716,842	20,496,537	22,642,766	0	701,366	8,038,437	6,113,692
WIPP	29,439,634	37,565,951	66,617,356	8,478,513	10,667,377	0	68,210	3,428,462	2,331,245
UCOR	127,896,792	44,912,241	172,809,033	25,053,754	65,621,528	0	14,987,858	12,073,211	4,985,556
NETL	14,543,678	63,321,710	77,865,388	994,183	1,261,816	0	1,791,104	387,101	45,748
SSR	63,368,715	25,907,627	89,276,342	11,702,835	16,913,841	430,519	1,077,826	9,9199,323	7,235,336
Total GMOS \$	\$462,415,064.00	245,677,830	707,704,665	129,030,342	163,929,294	430,519	30,448,330	134,433,999	29,450,723
Total GMOS %	65.3%	34.7%	100.0%	18.2%	23.2%	0.6%	4		



Small Business Subcontracting Plans

- **Vast majority of low-risk work is competitively subcontracted out**
- **Our approach features:**
 - Pre-selected small businesses with specific roles on our team
 - Addition of protégé firms during proposal phase as well as during contract performance
 - Small businesses selected following award through competitive bidding or set-aside procurements



Things to Consideration to Win Contracts

- **What we look for in a supplier:**
 - Exceptional safety culture
 - Exceptional conduct of operations
 - Exceptional conduct of business
 - Best value in technical and cost offerings
- **Advice:**
 - How can you help win/execute
 - Clearly communicate capabilities
 - Do your homework:
 - Read RFP
 - What can you do regarding cost/schedule
 - Where do you fit in project life cycle
 - Consider teaming



ETTP - UCOR Website

UCOR - Home - URS | CH2 Oak Ridge LLC - Windows Internet Explorer

http://www.ucor.com/

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UCOR
URS | CH2M
Oak Ridge LLC

Safely Delivering DOE's Vision for the East Tennessee Technology Park Mission

Company Information

Partners

Leadership Team

Imperatives & Commitments

ESH&Q

Subcontracting

Employment

Employee Directory

Local Map

Cleanup

News and Information

Department of Energy

Reindustrialization

http://www.ucor.com/companyinfo.html

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Supplier Registration Requirement

- Registration requirement for suppliers seeking business opportunities:
- Central Contractor Registration (CCR) has been discontinued as of August 1, 2012. Files were migrated to System for Award Management (SAM)
- www.sam.gov to find your information.
- the Federal government's database of potential suppliers and vendors



Savannah River Remediation (SRR) Principle Types of Supplies and Services Subcontracted

Subcontracted Supplies and Services (Type & NAICS code)	SB	SDB	WO SB	VOS B	SDV OS B	HB CU/ MI	HUB Zon e
Waste Tank Grouting 562910 236210	x	x	x	x	x		
Staff Augmentation Services 541330, 561210, 561320	x	x	x		x		x
Management and Environmental Consulting Services 541330, 541618	x	x	x	x	x	x	x
Waste Determination Services, Environmental Consulting 541620, 541690	x	x	x			x	
Tank Closure Support Services 562910, 541620, 541690	x	x	x	x	x		
Engineering, Design, and Construction Services 236210, 541330	x	x	x	x	x		x
Supply of Various Materials and Equipment 333298, 423610, 423690, 423830, 423840, 424690	x	x	x	x	x		x

- Primarily project and construction services, bulk materials, chemicals
- Office supplies, IT, infrastructure, facility management services, and support provided by the M&O Contractor



UCOR 90 Day Forecast

90 DAY FORECAST -- UCOR LLC - Windows Internet Explorer

http://info.ett.energy.gov/90day/index.html

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90 DAY FORECAST -- UCOR LLC

be invited to respond to an RFP. This is a live document and is constantly changing. These changes are not to confuse you, but to inform. Should you have any questions, please feel free to contact [UCOR LLC's Supplier Advocate Office](#) or the Supplier Advocate Manager [Karen Reeve](#). Your interest in working with UCOR LLC is appreciated. Information will be updated a minimum of every two weeks.

		Humphreys / Harris	N/A	11/2011	12/2011	2 years	Open
TBD	Sitewide	Blanket Purchase Order for Respirator Equipment and Accessories					
		Humphreys / Heyward	N/A	11/2011	12/2011	2 years	Small Disadvantaged
TBD	Sitewide	Blanket Purchase Order for Respirator Cleaning					
		Humphreys / Weddington	N/A	11/2011	12/2011	2 years	Open
TBD	EMWMF	Blanket Purchase Order for Clean Soil Fill for EMWMF					
		Humphreys / Kellar	N/A	11/2011	12/2011	2 years	Service Disabled Veteran
SUBCONTRACTS & SERVICES							
Project	Brief Scope Definition	PPM / Buyer	Tentative Prequal	Estimate RFP Issue	Target Award	Duration	Procurement Type
CT002	Sitewide	Staff Augmentation (Administrative Services, Engineering, ES&H, D&D, and other Technical/Professional Services) NOTE: MULTIPLE AWARDS MAY BE MADE					
		Hudson / Burwinkle	N/A	▶ CLOSED	10/2011	5 years	Small Business
EQ004	Sitewide	Radiological Protection Support Services					
		Hudson / Burwinkle	▶ CLOSED	11/2011	12/2011	5 years	Small Business
WD026	Waste Disp	Waste Disposition Services - Staff Augmentation					
		Hudson / Hart	▶ REVISED 9/16/2011	12/2011	1/2012	5 years	Small Business
WD035	Waste Disp	EMWMF and ORR Landfills Management and Operations					
		Hudson / Smalley	▶ ISSUED 10/28/2011	3/2012	6/2012	5 years	Open

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DOE Project Procurement Contacts

- Rick Purvis - SRR
- Savannah River Site
- Office: (803) 952-7305
- Email: thomas.purvis@srs.gov
- Website: <http://www.srs.gov/general/busiops/>



- Jason Sperling - WCH
- Washington Closure Hanford
- Office: (509) 372-9818
- Email: jbsperli@wch-rcc.com
- Website: <http://www.washingtonclosure.com>



- Karen Reeve - UCOR
- East Tennessee Technology Park
- Office: (865) 576-5643
- Email: karen.reeve@ucor.com
- Website: <http://info.ettp.energy.gov/90day/index>



- Joseph Chavarria - WIPP
- Washington Tru Solutions LLC
- Office: (575) 234-7428
- Email: joseph.chavarria@wipp.ws
- Website: <http://www.wipp.energy.gov>

- Tess Klatt – WRPS
- Hanford River Protection
- Office: (509) 376-4489
- Email: tess_klatt@rl.gov
- Website: www.hanford.gov/tocpmm



- URS Research & Engineering Services
- Kim Dawson
- NETL Contract Administrator
- Phone: (304) 285-0522
- Email: Kimberly.dawson@contr.netl.doe.gov

