

# WASTE MANAGEMENT 2013

## *Opportunities for Small Businesses*



**BILL SHINGLER**  
VICE PRESIDENT, OPERATIONS  
ENVIRONMENTAL & NUCLEAR  
FLUOR GOVERNMENT GROUP

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# FLUOR CORPORATE OVERVIEW

# FLUOR OVERVIEW



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

Currently have over 43,000 employees across the globe supporting various projects

Comprised of five major business units:



**Energy & Chemicals**



**Industrial & Infrastructure**



**Power**



**Global Services**



**Government**



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# Fluor Government Group



**Fluor's Government Group (FGG) serves US and international government agencies worldwide through Departments of Energy, Defense, Homeland Security & State.**



**Engineering,  
Procurement,  
Construction  
& Maintenance**



**Environmental  
Remediation**

**Nuclear  
Physical  
Management**



**Facilities  
Management**



**Logistics &  
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

# 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



- ❖ During the last three years, Fluor's Government Group has awarded **more than \$3 billion to small businesses**
- ❖ Fernald project was selected by the DOE as the **first contractor to participate in the DOE 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



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## 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**

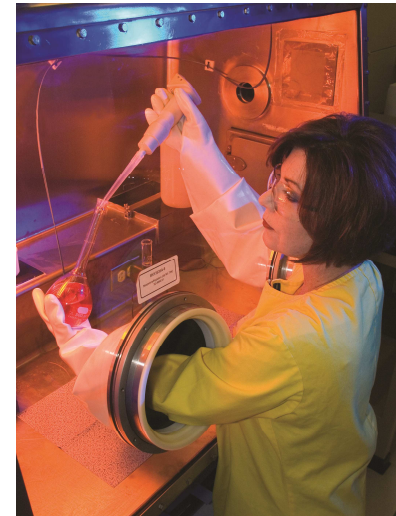
# SAVANNAH RIVER NUCLEAR SOLUTION LLC (SRNS)



- ❖ Facilities Management Contract at DOE's Savannah River Site since August 2009
- ❖ LLC consists of Fluor, Newport News Nuclear, and Honeywell
- ❖ Located in Aiken, South Carolina

## ❖ Strong Commitment to Small Business

- Has exceeded contractual goals in every SB category
- Successfully graduated 3 firms from their Mentor Protégé Program
- SB Program Manager named **Coordinator of the Year** by the Carolinas Minority Supplier Development Council
- Recognized as **Corporation of the Year** by the Carolinas Minority Supplier Development Council for outstanding leadership in Supplier Diversity



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# SRNS SMALL BUSINESS CONTACTS



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# FLUOR-B&W PORTSMOUTH LLC



- ❖ Decontamination and Decommissioning of Former Gaseous Diffusion Plant
- ❖ LLC consists of Fluor and Babcock & Wilcox
- ❖ Located in Portsmouth, Ohio

## ❖ Commitment to Small Business

- Over 55% of subcontracted dollars has been awarded to SBs
- Outstanding local/regional procurement commitment
- Currently have two DOE Protégés



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# FLUOR-B&W CONTACTS



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# FLUOR TECHNICAL SUPPORT SERVICES (TSS)



**Providing solutions to improve operations and project performance**



- Operations
- Nuclear Services
- Project Support
- Engineering & Support Services
- HSE&Q Services

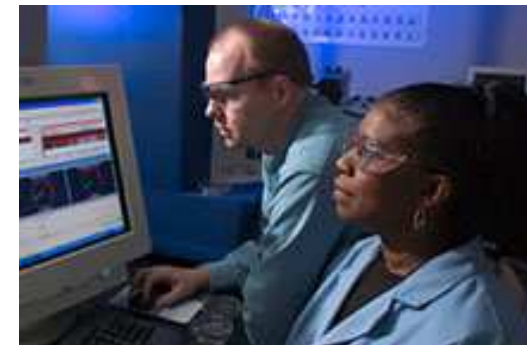
## **TSS Contacts:**

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# 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**

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## **Fluor Supplier/Contractor Registry**

<http://fluorprocurement.com>

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

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# POSITIONING YOUR SMALL BUSINESS DURING DIFFICULT ECONOMIC TIMES



Whether you are a US Government prime contractor or a subcontractor, with federal budget cuts, the threat of sequestration still looming, and overall economic uncertainty, both large and small businesses face new and somewhat daunting challenges.



- ❖ Creates a ripple effect through our industry
- ❖ Government contractors cannot conduct business as usual
- ❖ Agencies are cutting back on spending while still striving to increase awards to small businesses

**More than ever, there needs to be a strong partnership between large and small business**

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# KEYS TO WEATHERING THE STORM



## ❖ Maintain Your Relationships and Build on Them

- Continue to interface regularly and positively with your clients.
- Connect with industry, trade and professional groups to gain additional knowledge on best practices.



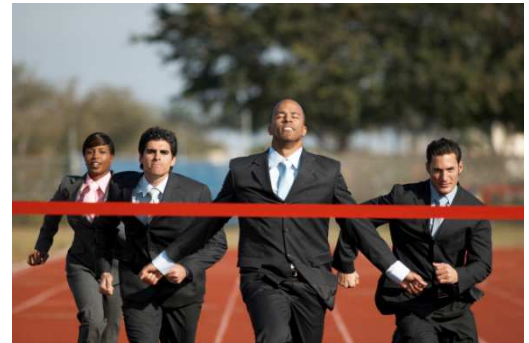
## ❖ Performance is Key!

- Government agencies and contractors can be pulled in many directions as they face budget cuts. Look for ways to go above and beyond to ease the burden.
- Many prime contractors will need to bring services previously subcontracted in-house in order to operate within new budget constraints.
  - Prime contractors will work diligently to find a way to keep those subs who are performing well.



## ❖ **Maintain A Competitive Edge**

- Know your existing contracts (ex. severable and non-severable services; option periods).
- Government contracting can be costly as a result of increased regulations, paperwork, and requirements
- Examine overhead cost structure - can costs be reduced while maintaining quality performance.
- Can you bring cost-reduction solutions to your client?
- Diversify - explore how you can take existing capabilities into the commercial market.



## ❖ **Understand Regulations**

- Keep abreast of changing government regulations.
- Understand what the regulations means to your business, both today and tomorrow.