

## WM2014 Conference Panel Report

### **PANEL SESSION 69: Small Business Procurement and Contracting Opportunities with DOE and DOE Prime Contractors**

**Co-Chairs:** **Roger Merrick**, *Engineering /Remediation Resources Group, Inc.*  
**Vanessa Vanover Hatfield**, *E2 Consulting Engineers, Inc.*

**Panel Reporter:** **Vanessa Vanover Hatfield**, *E2 Consulting Engineers, Inc.*

#### **Panelists:**

1. **David Hess**, *Procurement Director, US DOE EM Consolidated Business Center(EMCBC)*
2. **Sam Artis**, *Director, Small Business Liaison Office, URS Corporation*
3. **William (Bill) Badger**, *Public Affairs and Strategy Manager, CH2M Hill*
4. **Joe Yanek**, *Executive Director, Technical Support Services, FLUOR Government Group*
5. **Chuck Bernhard**, *Senior Business Development Manager, B&W Technical Services Group*
6. **Richard E. Brown**, *Manager of Procurement, Bechtel National, Inc., Uranium Processing Facility, Y12 National Security Complex*

This panel discussed past experience in meeting US DOE small business goals, upcoming procurements and listed various contact information for small business procurements within their DOE divisions as well as additional government divisions. The panel presentations were followed by a question and answer session in which small business attendees asked questions regarding future procurements.

#### **Summary of Presentations**

**David Hess** covered the sites that EMCBC supports and provided the following list of EM Complex-wide initiatives.

- Nationwide ID/IQ contracts for ER/D&D and Waste Treatment and Disposal
- Strategic Sourcing Program
- Financial Assistance Award and Administration
- Technical and Administrative Support Services

Mr. Hess stated that \$63.5M (43%) of FY13 total funding obligation went to small business contracts. He gave examples of how they buy and a few tips for success which included responding to Special Notices for Market Research; attend Pre-solicitation/Pre-proposal conferences; and attend trade fairs and industry conferences. He then provided several slides with information pertaining to upcoming and ongoing procurements funded by the DOE EMCBC.

**Sam Artis** said that URS Corporation is committed to small businesses and an effective supplier diversity program. URS provides small business concerns with the maximum practicable opportunity to compete for the procurement of goods and services across all URS business lines. He went over URS small business spending for FY2013 – 49.6% (\$871.6M) of total spending

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went to small businesses showing the supplier diversity program percentages against the Federal government goals. Mr. Artis then provided attendees with contact information for several URS small business program representatives and upcoming subcontracting opportunities that each was responsible for procuring.

**Bill Badger** gave a brief overview of CH2M Hill; Headquartered in Englewood, CO; more than 26,000 employees; \$6.7B in US revenues; 100% employee owned; and actively working in more than 90 countries around the world. CH2M Hill's DOE prime contractor projects include:

1. Hanford Central Plateau Remediation Site (PRC)
  - a. Since contract award in 2008 \$2.08 billion subcontracted with approximately 50% (\$1.2 billion) in awards to more than 450 small businesses
  - b. \$40.1 million to small businesses in FY2013
  - c. Expect to award similarly in FY2014
    - i. Roof Repairs for facilities in 100 area
    - ii. Conceptual Design Report for WESF
    - iii. 100 area boreholes
    - iv. Various environmental support
    - v. Fabrication activities
    - vi. Construction activities
2. Idaho Cleanup Project (ICP)
  - a. \$2.9 billion ICP-I was completed 10/2012; ICP-II runs 2013-2015
  - b. Looking for suppliers who are sustainable, bio-based and environmentally friendly in order to meet sustainable requirement of contract
  - c. Subcontracted \$918 million for ICP-I, with nearly \$614 million (67%) to small business
  - d. ICP-II –subcontracted nearly \$84 million, with \$36 million going to small business

Mr. Badger stated that CH2M Hill far exceeds the Department-wide goal of 10% prime contracting dollars being award to small business.

**Joe Yanek** commented that Fluor's small business program was more than just a goal, it is an integral part of the Fluor organization, culture and business philosophy, stating that in FY13 more than \$480 million in contracts went to small businesses. Fluor has eight active Mentor-Protégé Agreements in place and has subcontracted more than \$2.8 billion (53%) to small businesses over the last three years. Mr. Yanek stated that Fluor has the lead for the SRNS facilities management contract at SRS, where their strong commitment to small businesses can be found in their exceeding their small business subcontracting goals in FY13; three of their Protégé agreements are via SRS; and in their dedication to enhance small business support at the site.

**Chuck Bernhard** gave an overview of B&W stating that they were a 140 year-old American company with 12,000 employees world-wide and an additional 10,000 joint venture employees. B&W is divided into four business units:

- Power Generation
- Nuclear Energy
- Nuclear Operations

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- Technical Services

Mr. Bernhard briefly discussed B&W's US governmental agency experience with DOE, NNSA and the National Laboratories.

Current small business opportunities for B&W are:

- DUF6
  - Staff Augmentation
  - Plant Modifications
  - Equipment Calibration
  - Warehousing
- Y12
  - Computer Hardware, Software and Supplies
  - Electrical and Electronic instruments and Systems
  - Environmental Waste Management Services
  - Professional and Administrative Services
  - Engineering Support Services
  - Construction Materials and Services
- Pantex
  - Engineering and Professional Services
  - Engineering Equipment
  - General Plant Construction
  - Commodities
- MPower
  - Fabrication (N Stamp)
  - R&D
  - Engineering
  - Technical Staffing

**Richard Brown** spoke specifically on Bechtel's Uranium Processing Facility (UPF) in Oak Ridge stating that the new facility will create approximately 2,500 office jobs, 1,250 manufacturing jobs and 1,250 construction jobs annually. He commented that roughly \$1 billion in small business subcontracts will be awarded between 2015 – 2020 showing a procurement list and schedule from current year through 2020. UPF procurement needs will be in the following areas:

- Engineered Equipment
- Custom Fabrication
- Standard Materials & Major Bulks
- Minor Bulks & Consumables

Mr. Brown went on to say that the largest category of work will be Process Skids, a \$200 - \$300 million procurement opportunity available for small businesses. He said all small businesses should register as a Bechtel supplier at <http://supplier.bechtel.com> and get listed in the UPF supplier directory at [upfprocurement@12.doe.gov](mailto:upfprocurement@12.doe.gov).