

# Build/Sold - Expectation Requires Successful Project Delivery

March 5, 2014

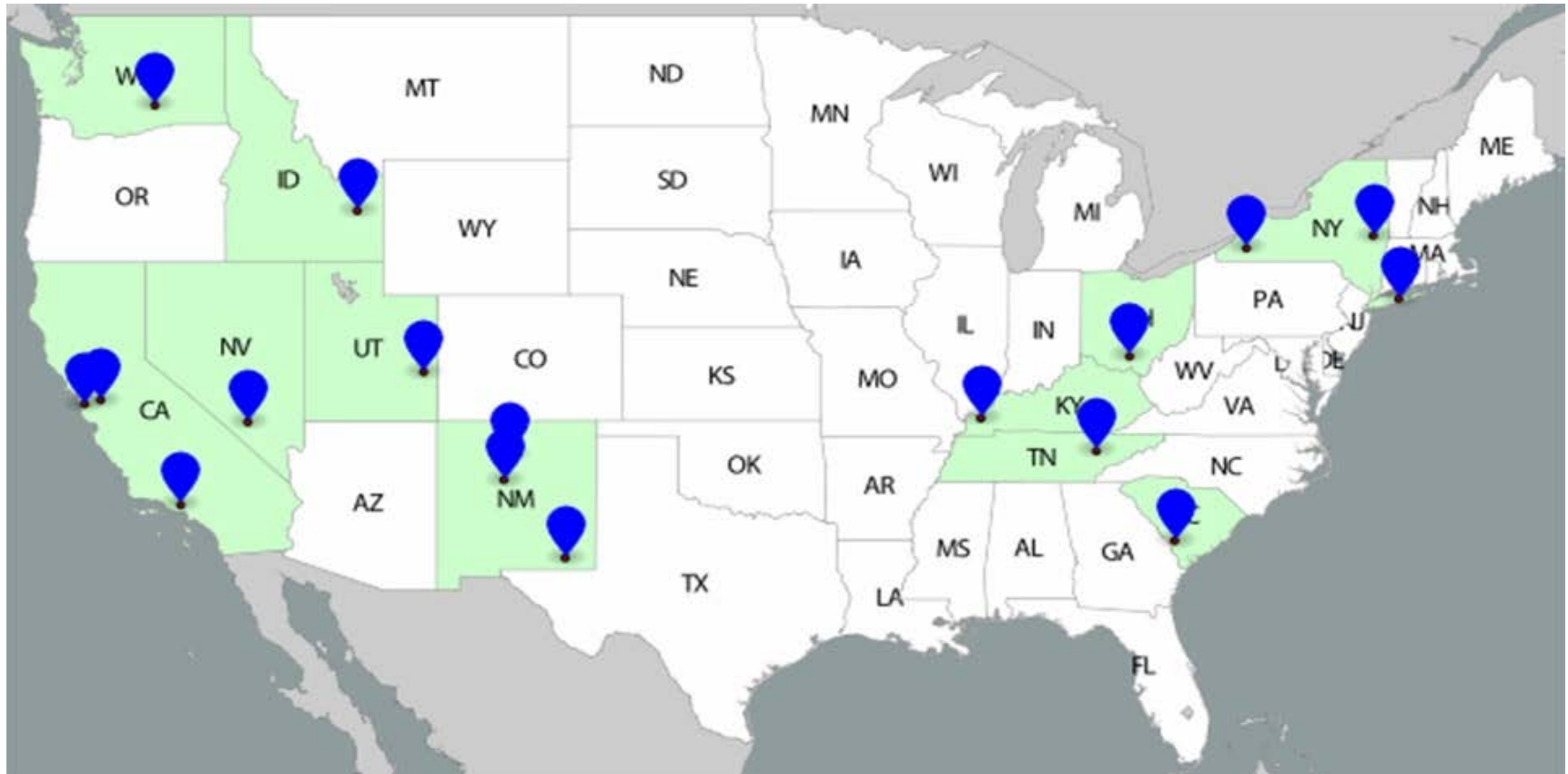
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Presentation to:  
Waste Management 2014  
Panel 029B: DOE Acquisition & Project  
Management - Contractor vs. Federal  
Baseline/Build What Was Sold



*We do the right thing.*

## Where our Customer's Build/Sold Expectation Applies:

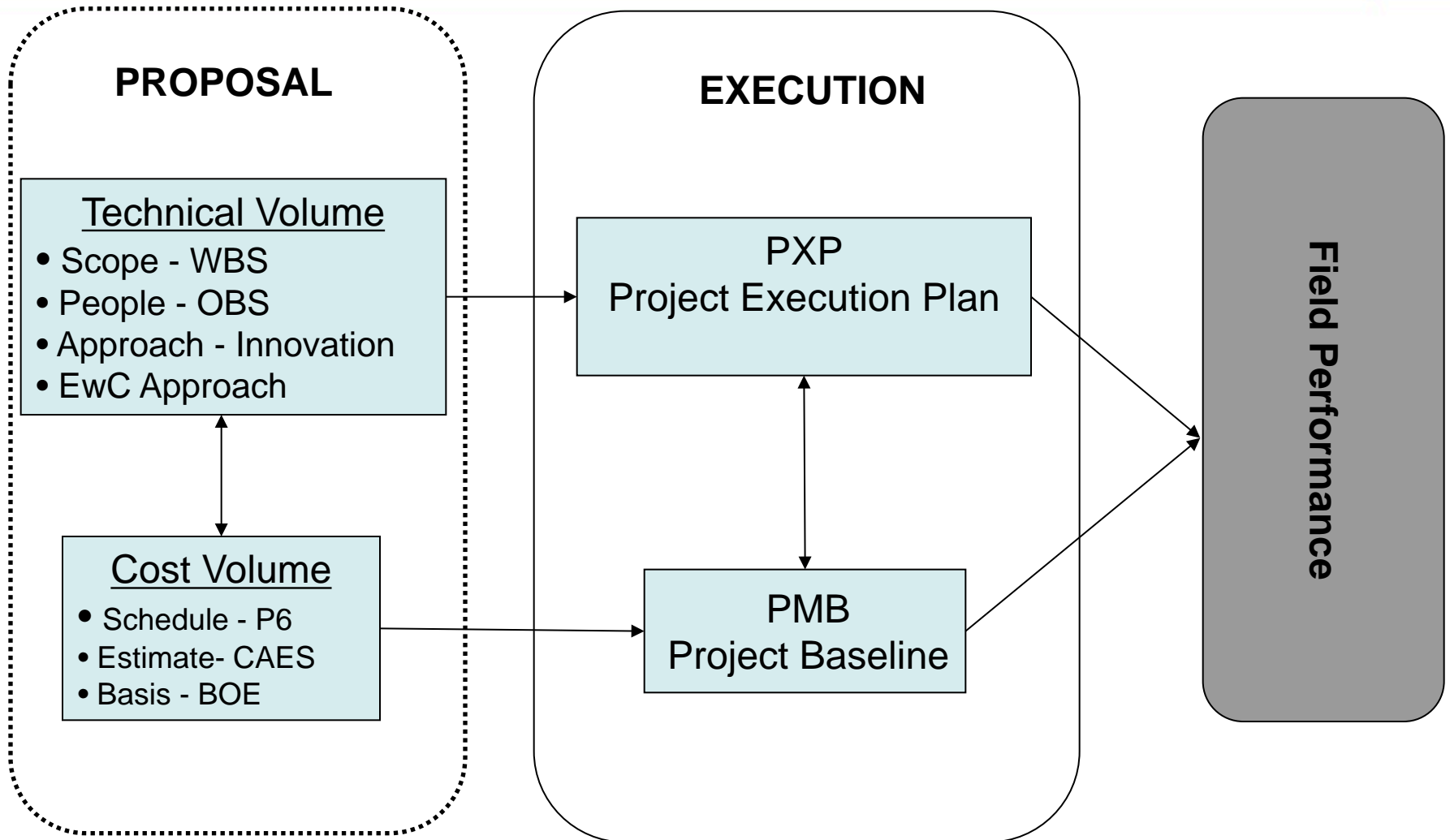


... Everywhere throughout the DOE Complex

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- Customer expectation to deliver proposal
  - Premium placed on **building what was sold**
    - Technical Approach and Estimate Price and Cost
- Proposal is the foundation for contract execution and change
- Technical approach is reflected in cost volume
  - Scope and Quantity
  - Assumptions and Basis of Estimate
  - Confidence Level of Execution
- Change Control process (following Project Baseline implementation)
  - Gives a crosswalk back to the proposal

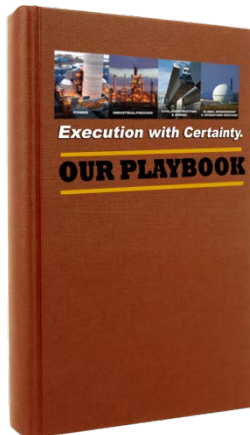
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- **Critical Customer Expectation**
  - Proposed Cost plus Material Difference plus Authorized Unpriced Work equals Project Baseline
- **Capitalize on previous experiences, lessons learned, procedures and process**
  - Apply **Execution with Certainty** approach and methods

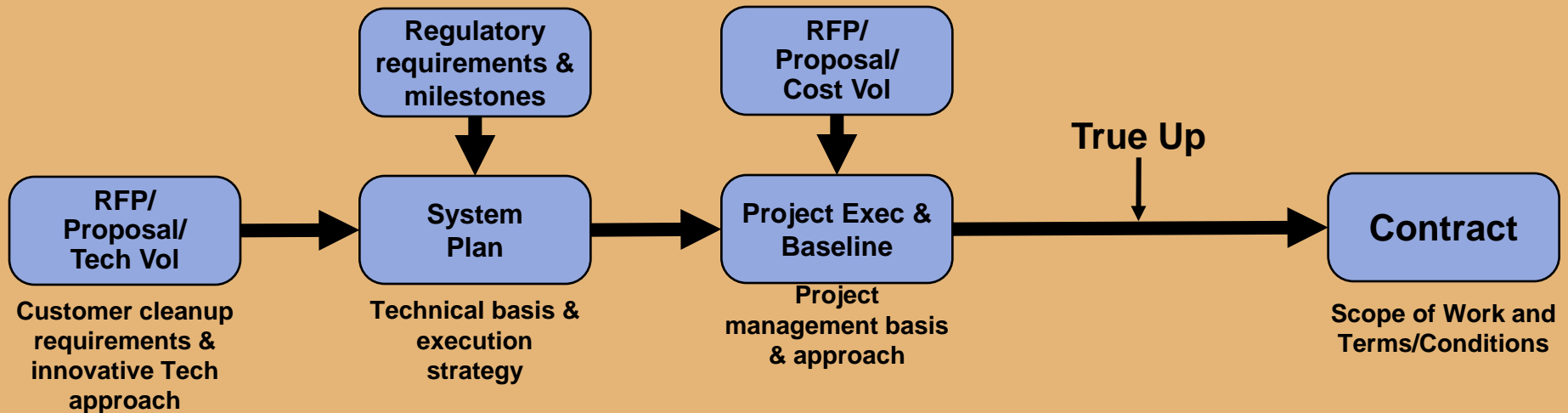
## What is Execution with Certainty?



***Execution with Certainty<sup>sm</sup>** is the URS product execution playbook for ensuring that we all deliver our projects safely, with high quality, on schedule, and within budget every single time. Build What You Sold.*

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- **Alignment to proposal – Cost volume – Negotiated Contract Cost (PMB+UB+MR) = Contract Budget Base**
- **It is critical in FAR-based contracts to tie project baseline to proposed technical approach and cost/price**
  - Bases of estimates as reflected in proposal
  - Level of estimating consistent with proposal
  - Resource loaded schedule presented as it was in the proposal



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