

WMS 2014 – Session 069

Small Business Contracting Opportunities



FLUOR®

**JOE YANEK
EXECUTIVE DIRECTOR
FLUOR GOVERNMENT GROUP**



FLUOR CORPORATE OVERVIEW

FLUOR OVERVIEW



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

Over 43,000 employees across the globe supporting various projects

Comprised of five major business units:



Energy &
Chemicals



Industrial &
Infrastructure



Power



Global
Services



Government

Fluor Government Group

Fluor Government Group (FGG)

Serving U.S. and International Government Agencies Worldwide

- Homeland Security
- Department of Defense
- Department of Energy



Engineering,
Procurement,
Construction &
Maintenance



Environmental
Remediation



Nuclear
Physical
Management



Facilities
Management



Logistics &
Base
Operations
Support



Contingency
Operations

FLUOR 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
- ❖ Small Businesses are Our Business Partners
- ❖ We work together to Achieve Success through Workshops and Training, Financial Stewardship, and Mentoring
- ❖ In FY13, ~\$480M in Contracts awarded to Small Businesses by FGG
- ❖ ~65% of all FGG Contracts (~\$242M) Awarded in DOE Market



COMMITMENT TO SMALL BUSINESS SUCCESS



❖ Diversity: 8 Active Mentor-Protégées



<http://energy.gov/diversity/services/supporting-small-businesses/mentor-prot-g-program>

❖ Robust Volume:

In 2013, \$479M
(65%)

Over the last 3
years, \$2.8B (53%)

Over the last 5
years, \$4.1B (57%)

❖ Awards:

- ✓ DOE **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 leadership in the field

Small Business Support



The work allocated to our Small Business community is diverse:

- 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 and construction products

SUPPORTING THE DOE



For more than 65 years, FGG has supported the Department of Energy (DOE) in a variety of areas:

- 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



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 2008
- ❖ LLC consists of Fluor, Newport News Nuclear, and Honeywell
- ❖ Located in Aiken, South Carolina

❖ Strong Commitment to Small Business

- SRNS exceeded all SB contractual goals in FY 2013
- SRNS currently has 3 SB firms actively participating in their Mentor Protégé Program
- SRNS plans to further define our support of small businesses involved in our Mentor Protégé program by focusing on the enhancement of small business support and using a stronger focus on the assignment of Mentors to better match their business plans



SRNS Acquisition Forecast



Examples of upcoming SB opportunities at SRNS:

❖ Material Supplies

- Pumps
- Bulk Chemicals
- Valves
- Service Awards

❖ Services Subcontracts

- Roofing
- Carpeting
- Long Term Crane Leasing
- Forklift Leasing
- Leasing of Utility Golf Carts

SRNS SMALL BUSINESS CONTACTS



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www.savannahrivernuclearsolutions.com

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FLUOR-B&W PORTSMOUTH LLC (FBP)



- ❖ Decontamination and Decommissioning Contract at the DOE Portsmouth site since August 2010
- ❖ LLC consists of Fluor and Babcock & Wilcox
- ❖ Located in southern Ohio near Piketon

❖ Strong Commitment to Small Business

- Over 55% of subcontracted dollars awarded to SBs
- Significant volume of construction material contracts awarded to SBs
- Outstanding local/regional procurement commitment
- Two DOE Protégés

❖ Contact Info

Karen Davis, 740-897-3187,

karen.davis@fbports.com

<http://www.fbportsmouth.com/working-with-us/index.htm>



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
864.281.6034

Note: Debra is the current Small Business Point of Contact for our new Strategic Petroleum Reserve contract (In Transition)

Fluor Supplier/Contractor Registry

<http://fluorprocurement.com>

www.fluor.com

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POSITIONING YOUR SMALL BUSINESS FOR GOVERNMENT WORK

POSITION YOUR BUSINESS



❖ **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.

Knowledge is Key



❖ Maintain A Competitive Edge

- Know your existing contracts (eg. 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

- Be prepared for Federal Acquisition Regulation flow downs and compliance
- Keep abreast of **changing** government regulations.
- Understand what the regulations means to your business, both today and tomorrow.

Helping you Sell to the Government



Helping You Sell to the Government | APTAC - Association of Procurement Technical Assistance Ce - Windows Internet Explorer

http://www.aptac-us.org/

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Association of Procurement Technical Assistance Centers

APTAC-US.org

A | PTAC

- ASSISTANCE FOR SMALL BUSINESSES
- GET THE TRAINING YOU NEED TO SUCCEED
- PTAC CLIENT SUCCESSES

Special announcements and links

- Call for Presentations for APTAC's 2014 Fall Training Conference
- APTAC Speaks up for Small Businesses at Subcommittee Hearing
- See our PTACs in the News

HELPING YOU SELL TO THE GOVERNMENT

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SUMMARY



- Partnering with Small Business is a Key Business Imperative for Fluor and FGG
- We look forward to you:
 - Registering with Fluor on our Supplier Network
 - Contacting our Current, and Future Project Small Business Leads, and,
 - Actively pursuing Opportunities on our Projects
- Questions ?