



# Waste Management 2015 – Small Business Panel

*“Small Business Contracting – Working Together for Success”*



Marty Gray • Capture Manager • Fluor Government Group



# Fluor Corporate Overview



# Overview



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

More than 40,000 employees executing various projects worldwide

**Diversified Client Markets**



Energy & Chemicals



Infrastructure



Power



Industrial



Government



# Fluor Government Group



◆ Fluor Government Group (FGG) serves U.S. and international government agencies worldwide.

- Homeland Security
- Department of Defense
- Department of Energy



Engineering,  
Procurement,  
Construction,  
and Maintenance



Environmental  
Remediation



Nuclear  
Physical  
Management



Facilities  
Management



Logistics and  
Base  
Operations  
Support



Contingency  
Operations

# Supporting the DOE

For more than 65 years, FGG has supported the 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



# 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



# Fluor's Philosophy and Performance



- ◆ Including small business is more than just a goal
  - It is an integral part of our organization, culture, and business philosophy.
  - By integrating small businesses into our worldwide project execution, we deliver the highest quality products to our clients while promoting the expertise and resources of those small businesses.

2014  
\$399 million (50%)

Last 3 years  
\$1.3 billion (57%)

Last 5 years  
\$4.1 billion (56%)

- Small business breakdown by government agency:
  - DOE **\$230 million**, DOD **\$150 million**, DHS **\$14.8 million**, DOL **\$4.4 million**

# Commitment to Mentoring

- ◆ Six active protégées participating in the DOE Mentor-Protégé Program.
- ◆ Significant accomplishments by our protégés:
  - Received \$20 million subcontract as part of the construction of a battery recycling plant
  - Grew to the largest minority owned construction and landscaping firm in their state
  - Grew to the largest non-professional staff augmentation provided at the site
  - Realized a 300% increase in work over a 5-year period
  - More than \$26M in awards in areas including environmental, safety & health; nuclear operations; construction; demolition and waste management.





# Small Business Support

Work allocated to the 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





# Small Business Initiatives at Select DOE Sites



**FLUOR**®

# Savannah River Nuclear Solutions



- ◆ Facilities management contract at the DOE 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
  - Recently graduated two firms from mentor protégé program
  - Currently has one active protégé
  - Awarded over \$1.4 billion to small businesses since inception of the contract
  - 64% of dollars awarded in 2014 went to small businesses



# Savannah River Nuclear Solutions



## Anticipated Significant Bidding Opportunities for Small Businesses

| Opportunity             | Award Window   |
|-------------------------|----------------|
| Corrugated Boxes        | June 2015      |
| Sprinkler Modification  | March 2015     |
| Janitorial Services     | April 2015     |
| Site Telecommunications | September 2015 |
| Hydrogen Lab Lease      | September 2015 |

Contact Cheryl Hartfield • [cheryl.hartfield@srs.gov](mailto:cheryl.hartfield@srs.gov)

# Fluor-B&W Portsmouth



- ◆ 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

- More than 62% of subcontracted dollars awarded to small businesses in 2014
- Over 60% of construction materials awarded to small businesses
- Outstanding local/regional procurement commitment
- Three current DOE protégés



# Portsmouth - Small Business Contact

## ◆ Contact information

- Karen Davis, 740.897.3187
- karen.davis@fbports.com
- [www.fbportsmouth.com/working-with-us/index.htm](http://www.fbportsmouth.com/working-with-us/index.htm)



# Paducah Deactivation Project



- ◆ Deactivation of the Paducah Gaseous Diffusion Plant
- ◆ Transition completed October 2014
- ◆ Located in Paducah, Kentucky

- ◆ Strong commitment to small business
  - SBs currently performing vital support:
    - Engineering services and support
    - Professional, administrative, and technical staffing support
  - Currently conducting market research in anticipation of small business set-aside MATOCs
    - Waste management
    - Analytical services
    - Transportation services
    - Waste handling and packaging
  - Plan to issue four to eight small business set-aside construction IDIQs

# Strategic Petroleum Reserve



- ◆ Management and operations of the DOE's Strategic Petroleum Reserve
- ◆ Transition completed December 2013
- ◆ Project management office in New Orleans, Louisiana with storage sites in Louisiana and Texas

## ◆ Strong commitment to small business

- Over 42% of dollars awarded to small business
- Small businesses perform vital services:
  - Road and grounds maintenance
  - Corrosion control
  - Temporary labor
  - Auditing and assessments
  - Painting
  - Casing maintenance
  - Surveying
  - Heavy equipment rental
  - Medical
  - Janitorial



# Fluor Government Group Small Business Contact



- ◆ Fluor's Small Business office operates an open-door policy
- ◆ Contact 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
- ◆ Fluor Supplier/Contractor Registry
  - [www.fluorprocurement.com](http://www.fluorprocurement.com)

# Who Do I Contact ?

## ◆ Fluor Government Group

- Debra Sampson  
debra.sampson@fluor.com  
864.281.6034

## ◆ Portsmouth

- Karen Davis  
karen.davis@fbports.com  
740.897.3187

## ◆ Savannah River

- Cheryl Hartfield  
cheryl.hartfield@srs.gov  
803.952.7121

## ◆ Strategic Petroleum Reserve

- Janet Rodriguez,  
janet.rodriguez@spr.doe.gov  
504.734.4256

## ◆ Paducah

- Noah Beasley  
noah.beasley@ffspaducah.com  
270.441.5453





# Positioning Your Small Business for Government Work



**FLUOR**®

# 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 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 (e.g. severable and non-severable services and 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



# Bottom Line Value



## ◆ Fluor

- Right thing to do
- Develops pool of capability for future projects
- Allows us to formally or informally mentor small businesses
- May lead to future, mutually beneficial opportunities

## ◆ Small businesses

- Provides opportunity to grow your business
- Expand your capability
- Gateway for possible mentor/protégé agreements
- An opportunity to expand and grow a long-term relationship with Fluor that may lead to future opportunities

# Key Steps to Doing Business with Fluor



## ◆ Fluor Government Group

- Debra Sampson  
debra.sampson@fluor.com  
864.281.6034

## ◆ Portsmouth

- Karen Davis  
karen.davis@fbports.com  
740.897.3187

## ◆ Savannah River

- Cheryl Hartfield  
cheryl.hartfield@srs.gov  
803.952.7121

## ◆ Strategic Petroleum Reserve

- Janet Rodriguez,  
janet.rodriguez@spr.doe.gov  
504.734.4256

## ◆ Paducah

- Noah Beasley  
noah.beasley@ffspaducah.com  
270.441.5453