

WM2016 Conference Panel Report

PANEL SESSION 55: **Small Business Procurement and Contracting Opportunities with DOE and DOE Prime Contractors**

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

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

Panelists:

1. **Ralph Holland**, *Deputy Director, Environmental Management Consolidated Business Center, US DOE*
2. **William (Bill) Badger**, *Vice President, Business Development & Strategy, CH2M*
3. **Lisa Tribuce-Leong Tat**, *Supply Chain Resource Manager/Small Business Manager, Bechtel National, Inc.*
4. **Sharon Brady**, *Vice President, Stoller Newport News Nuclear (SN3)*
5. **Marty Gray**, *Capture Manager, Fluor Corporation*
6. **Janelle Easter**, *Small Business Program Manager/Procurement Services Washington River Protection Solutions (AECOM)*

There were approximately 70 attendees present for the session in which panelists 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 could ask questions regarding individual presentation or future procurements.

Summary of Presentations

Ralph Holland explained the mission and functions of the DOE EMCBC and provided a map listing all site/projects managed by DOE EMCBC. He discussed their procurements obligations as well as small business achievements for the past four years providing the following list of major awards to small businesses in 2015.

1. Paducah Gaseous Diffusion Plant Infrastructure Support Services
 - a. \$138.8 million
 - b. Firm-Fixed-Price contract line items
2. Oak Ridge Transuranic Waste Processing Center Services
 - a. \$123.9 million
 - b. Firm-Fixed-Price contract line items
3. Hanford 222-S Laboratory Analysis and Testing Services
 - a. \$44.5 million
 - b. Fixed-Price-Award-Fee

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Mr. Holland covered current large and small opportunities to include:

1. EM Oak Ridge
 - a. Oak Ridge Technical Assistance Contract
2. Portsmouth/Paducah Project Office
 - a. Operation of Depleted Uranium Hexafluoride (DUF6) Conversion Facilities Project
 - b. Paducah Deactivation and Remediation
 - c. Portsmouth D&D
3. Carlsbad Field Office
 - a. WIPP Transportation Services
4. Savannah River Site
 - a. Savannah River Site Liquid Waste
 - b. Savannah River Site Other Procurements
5. EM Los Alamos
 - a. EM Los Alamos Legacy Cleanup Contract
6. Small Sites
 - a. WVDP Supplemental Environmental Impact Statement
7. Hanford Site
 - a. Richland Acquisitions
 - b. Office of River Protection Tank Operations.
8. Idaho
 - a. Idaho Calcine Disposition Project A&E
9. EM-HQ
 - a. Information Technology Support

Additionally, Mr. Holland commented on EM's strategic sourcing using the Supply Chain Management Center (SCMC) method for cost containment, efficiencies and effectiveness. He provided website information for supplier registration (www.thesmcgroup.com).

Bill Badger commented on the rebranding to CH2M and gave a brief overview of the company; Headquartered in Englewood, CO; more than 22,000 employees; \$5.4B in US revenues; and actively working in more than 94 countries around the world. Mr. Badger discussed major market trends and service mix to include the following.

Market Trends

1. Increasing private sector compliance budgets
2. Regulatory drivers
3. Stakeholder pressures
4. Aging infrastructure
5. Emerging economies

Service Mix

Helping private industry, government agencies, and local municipalities through clever innovation and unmatched client service to achieve:

1. Deep understanding of our clients' needs to match them with today's technologies, finding the right solution at the right price

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2. Successful site selection and cost-effective facility development and lifecycle operation to promote resilient infrastructure
3. Lasting solutions and systems centered around specific local regulatory, environmental, and socioeconomic strategies, operations or issues – including systems reaching more than 85 percent recovery or reuse of materials previously destined for the landfill
4. Proactive planning for a wide variety of human and ecological risks using strategic liability management, habitat restoration and operations and extensive community and stakeholder involvement

Mr. Badger discussed CH2M's small business program and mission and provide details as to how to register in SAM and several of CH2M's procurement sites. He also provided contact information for their M&O small business procurement representatives.

Lisa Tribuce-Leong Tat showed a brief video about Bechtel and gave an overview of the corporation to include their services and market divisions. Bechtel is committed to the small business community, proactive in their business development approach, increasing the quantity and quality of small business awards, providing dedicated project small business advocates and continually exceeding their annual small business goals. Bechtel has been awarded numerous small business awards/recognition.

Ms. Tribuce-Leong Tat provided a list of small business advocates for Bechtel managed sites and projects and provided slides with forecasted procurements for each via slides and handout. She suggested small businesses register as a Bechtel supplier at <http://www.bechtel.com/supplier/>. She also provided a list of small business outreach events Bechtel plans to attend during the 2016 calendar year.

Sharon Brady gave a brief on the newly named Stoller Newport News Nuclear (SN3) covering Huntington Ingalls Industries divisions and subsidiaries.

1. Builder of the most complex defense assets in the world for more than 130 years
2. Approximately 37,000 employees
3. Sole supplier of U.S. Navy Aircraft Carriers

Stoller Newport News Nuclear's core competencies include:

- Nuclear operations
- Engineering & Design
- High complexity, high consequence project management
- Environmental services

SN3 has and continues to perform environmental services at virtually every site in the DOE EM program. They have successfully partnered in the SRNS, LLC providing management and operations at Savannah River Site. In FY 2013 small business subcontracting was 67% and total commitments of \$195M, FY2014 was 64% and \$230M and FY2015 was 67% with \$256.5M.

Ms. Brady provided Small Business Liaison Officers names as well as contact information.

Marty Gray provided a Fluor corporate overview commenting on the more than 70 years of support provided to DOE in a variety of areas as well as supporting Homeland Security and the Department of Defense. Small business is more than just a goal at Fluor, it is an integral part of

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the Fluor organization, culture and business philosophy. In the last three years Fluor has awarded more than \$1.5 billion to small businesses - \$787M on DOE contracts. Fluor currently has five active mentor-protégé relationships.

Mr. Gray covered small business initiatives at select DOE sites and provided contact information for each to include:

1. SRNS - staff augmentation, site telecommunications, janitorial services and transportation services
2. Portsmouth – facility upgraded and repairs, asbestos abatement, D&D, integrated support services, excess chemical disposition, security escort services, contract labor services, and project controls and estimating
3. Paducah Deactivation Project – water optimization project, electricity optimization project, Tc-99 study, limited area fencing, small UF6 cylinders project
4. Strategic Petroleum Reserve – construction services, security services, environmental services, temporary labor services, janitorial services, civil survey services, roads and ground maintenance, engineering services, auditing and assessment services, and others

Mr. Gray provided contact information for the Fluor Small Business Liaison Officer as well as the Fluor supplier/contractor registry webpage link.

Mr. Gray also promoted the Fluor sponsored Women of Waste Management and the fundraising for cancer awareness associated with the event.

Janelle Easter gave an overview of AECOM – serving clients in 150+ countries, publically traded on the NYSE, 85K global professionals and 19B in revenues reported June 2015.

AECOM is divided into three service groups.

1. Design and consulting services
2. Construction services
3. Management services

Key areas of interest for small business contracting include architectural services, construction management, engineering, environmental, IT and secure cloud computing, management and operations and system engineering and technical assistance.

Ms. Easter provided information as to how to do business with AECOM as well as contact information for each.

Q&A

There was only one question posed directly to Mr. Holland for a small business supplies company. His question was how to do business directly with DOE and Mr. Holland suggested he register in the Supply Chain Management Center to better market his products and services.