

WM2017 Conference Panel Report

PANEL SESSION 15: Procurement and Contracting Opportunities with DOE, DOE Prime Contractors, and USACE FUSRAP Projects

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

Panelists:

1. **Norbert Doyle**, *Associate Deputy Assistant Secretary, US DOE*
2. **Bill Badger**, *Vice President Business Development & Strategy, CH2M*
3. **Lisa Tribuce-Leoung Tat**, *Supply Chain Resource Manager/Small Business Manager, Bechtel National*
4. **Joni Blizzard, Manager**, *Small Business Program, AECOM*
5. **David Swale**, *Business Development Director, BWXT*
6. **Nicki Fatherly**, *National FUSRAP Program Manager, USACE*

This panel session drew a large crowd of just over 100 in the Exhibit Hall and focused on small business procurement and contracting opportunities within the DOE Complex as well as the USACE FUSRAP projects. Each panelist provided a general overview of their respective organization, small business goals and the success in meeting those goals. They further discussed recently awarded procurement, upcoming opportunities and provided additional contact information for individual small business program managers within their organization.

Summary of Presentations

Norbert Doyle explained the mission and functions of the DOE Environmental Management Consolidated Business Center (EMCBC) and provided a map listing all site/projects managed by DOE EMCBC. He disclosed that the EM FY 2017 funding request was \$6.119 Billion and reviewed EM's Small Business prime contract funding trends over the past 8 years. Mr. Doyle stated that EM is committed to creating sustainable contract opportunities for small business by increasing the amount of meaningful work for small business prime contracting. The key strategies for accomplishing this commitment are:

1. Increase the amount of meaningful work for small business prime contracting by working closely with the EM sites
2. Continue to expand outreach to Socio-Economic small business
3. Expand ordering capability of small business contracts to other DOE Program offices, such as EM's small business IDIQ contracts for D&D services
4. Work with the DOE Office of Small and Disadvantaged Business Utilization and EM sites to develop small business contracting strategies

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Mr. Doyle stated that over the last 16 months EM had awarded \$688M in small business contracts and went on to discuss some of the awards individually. He provided details on a few upcoming small business opportunities as well as EM small business advocates contact information and helpful websites.

Bill Badger provided a brief overview of the company; 8 years on the world's most ethical companies list; actively working in more than 90+ countries around the world; 10,00 communities positively impacted; and \$5.4B in US revenues. Mr. Badger discussed ch2m's small business program and subcontracting philosophy.

1. Maintain safe continuity of operations
2. Integrate subcontractors into the cleanup strategy
3. Seek subcontractors who:
 - a. Work safely
 - b. Provide high quality products and services
 - c. Adhere to cost and schedule requirements
 - d. Provide innovative tools and ideas
 - e. Sustain zero claims

Mr. Badger provides some general thoughts on small business contracting and recommendations on how small businesses should can actively support the DOE and DOE prime contractors. Some thoughts and recommendations included:

1. DOE could require primes to post lists of meaningful work on websites (not just total contract commitment)
2. Communities want lasting, sustainable economic development – emphasis on local subcontracts
3. RFP “critical subcontractor” language is vague
 - a. Valuable subcontractors that carry the mission forward (must have niche value proposition)
4. Relevant past performance is a challenge
 - a. Similar in scope and size
 - b. DOE should consider bringing the bar down for small business subcontractors
5. Small businesses need to:
 - a. Get to know DOE, the mission, site specific scope
 - b. Develop compelling value proposition
 - c. Respond to RFI's
 - d. Request debriefing

Mr. Badger provided information on how to do business with ch2m and provided contact information for their M&O small business procurement representatives.

Lisa Tribuce-Leong Tat gave an overview of the corporation to include their services and market divisions. Bechtel is active in the DOE Mentor-Protégé Program and currently has three protégés, is committed to the small business community, continually meeting or exceeding their annual small business goals, providing dedicated project small business advocates, and increasing

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emphasis on local small business firms. 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 a 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 2017 calendar year.

Joni Blizzard gave an overview of AECOM – serving clients in 150+ countries, publically traded on the NYSE, 85K global professionals and &19B. 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. Blizzard provided information as to how to do business with AECOM. She provided a list of AECOM Small Business Liaison/Officers as well as contact information for each.

David Swale stated that BWXT has been an integral part of DOE's past success story, having provided support to 18 Environmental Management Sites, 4 National Laboratories and 6 NNSA Sites. He provided some statistics for BWXT's subcontracting performance:

1. BWXT and its affiliates subcontract ~\$2B/year with >\$50% going to small businesses
2. Of the 2000 subcontractors at LANS, more than 1200 are small businesses and they have subcontracted ~\$500M worth of work
3. Their LANL Protégé received the DOE 2015 Protégé of the Year and BWXT received the DOE Mentor of the Year award

While BWXT's Small Business subcontracting approach differs from site to site they continuously identify scope to set aside for small business subcontracting, develop aggressive annual small business subcontracting goals, and identify and develop local small businesses to support their subcontracting needs. Under the Small Business Advocate's leadership BWXT:

- Hosts/attend vendor fairs and conferences
- Educate their management team and Small Business personnel on bidding processes and procedures
- Provide visibility of procurements on project websites
- Create and maintain a Small Business database to access qualified subcontractors quickly
- Seek appropriate firms for Mentor-Protégé relationships
- Issue Small Business set aside solicitations with favorable evaluation criteria for Small Business entities
- Work with other site contractors to enhance Small Business Opportunities

Mr. Swale also provided a list of the types of work BWXT looks to subcontract.

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Nikki Fatherly presented for the USACE FUSRAP, a new addition to the panel. Ms. Fatherly provided the vision and mission of the USACE.

USACE Vision – Engineering solutions for the Nation’s toughest challenges

USACE Mission – Deliver vital engineering solutions, in collaboration with our partners, to secure the Nation, energize our economy, and reduce risk from disaster

Ms. Fatherly went on to provide the FUSRAP mission areas and provide information on the program, site locations and types of contaminants.

- 25 Sites
- Program budget - \$100M-\$100M/year

Ms. Fatherly provided her contact information as well as information for the USACE Small Business Program and suggested that Small Businesses check with each USACE District for contracting opportunities.

Q&A

There was a lot of discussion around critical scopes of work and meaningful scope. Meaningful Scope was defined as sustainable work for small business that is long-term, creates jobs and helps develop the small business.

A question was asked regarding how small businesses can get early intelligence for procurements/solicitations.

- Meet with agencies and companies
- Deliver a value-added presentation to agencies and primes
- Develop long-term relationships with large business primes