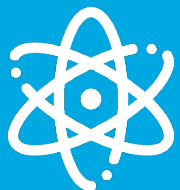


# Procurement and Contracting Opportunities with DOE, DOE Prime Contractors, and USACE FUSRAP Projects

*Bill Badger, CH2M*

*Panel #015, Monday, 06 March 2017*



# Company facts

**8**

Years on world's  
most ethical  
companies list

**90+**

Countries we  
work in

**10,000**

Communities  
positively impacted

**\$5.4**

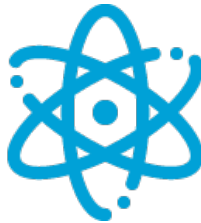
Billion in  
revenue

# Side-by-side, we help solve our clients' biggest challenges

We begin by listening, by truly knowing our clients and their goals. We take their needs and challenges and make them our own. We anticipate obstacles and spot new opportunities. Above all, we focus all our knowledge, skill, and creativity on what our clients need to achieve — big or small, complex or straightforward — and help them find a way to get it done.



Transportation



Nuclear



Energy



Water



Industry



Environment



Governments



Cities

Delivering safe, innovative approaches to managing high-risk, technically complex projects – from management and operations to innovative clean-up and remediation

- Operations Management
- Nuclear Waste Management
- Environmental Planning and Permitting
- Federal Facilities and Infrastructure
- Integrated Waste Solutions
- Site Remediation and Revitalization





# Nuclear Operations, Decommissioning, Remediation and Waste Management



# Small Business Program & Subcontracting

- CH2M Subcontracting Philosophy
  - Maintain safe continuity of operations
  - Integrate subcontractors into the cleanup strategy
- We will seek subcontractors who:
  - Work safely
  - Provide high quality products and services
  - Adhere to cost and schedule requirements
  - Provide innovative tools and ideas
  - Sustain zero claims



# Subcontracting Opportunities

# Upcoming DOE/NNSA Opportunities to be Awarded in 2017

- Sandia M&O (NNSA) – *awarded*
- Nevada National Security Site (NNSA) – *FPR-II pending*
- Savannah River Site - Liquid Waste (EM) – *pending*
- Los Alamos Legacy Cleanup Contract (LLCC) (EM) – *pending*
- Paducah GDP Deactivation & Remediation (EM) – *pending*



## Upcoming DOE/NNSA RFPs expected in 2017

- Savannah River M&O (EM)
- Hanford Tanks (Tank Waste Management Acquisition(s) Post Fiscal Year 2018) (EM)
- Hanford Plateau (Richland Acquisitions Post Fiscal Year 2018) (EM)
- WIPP M&O (EM)
- Los Alamos M&O (NNSA)

# Evolving DOE Subcontracting Philosophy

# Recent trends

## SRS-LW

- Mandatory **Subcontracting of 30%** with **50%** of this to small business with sub-sets of:
  - Service-disabled veteran-owned small businesses: **3%**
  - HUBZone small businesses: **3%**
  - Small disadvantaged businesses: **10%**
  - Women-owned small businesses: **10%**
- Fee reduction for the last year of each performance period
- Preference towards subcontractors selected after contract award through competitive procurements
- Past performance inclusion for major and **critical subcontractors**

## Paducah

- Mandatory **Subcontracting of 30%** with **50%** of this to small business with sub-sets of:
  - Service-disabled veteran-owned small businesses: **3%**
  - HUBZone small businesses: **3%**
  - Small disadvantaged businesses: **10%**
  - Women-owned small businesses: **10%**
- Fee reduction for the last year of each performance period
- Preference towards subcontractors selected after contract award through competitive procurements.
- Past performance inclusion for major and **critical subcontractors**

## LANL

- Mandatory **Subcontracting of 35%** with **65%** of this to small business.
  - Service-disabled veteran-owned small businesses: **3%**
  - HUBZone small businesses: **3%**
  - Small disadvantaged businesses: **5%**
  - Women-owned small businesses: **5%**
- Fee reduction of up to \$500K adjectival award fee pool for each annual evaluation period, starting in Year 3
- Preference towards subcontractors selected after contract award through competitive procurements.

# General Thoughts and Recommendations

- SB opportunities should be broken out (not enough SB set-aside work)
  - SBs want meaningful work scopes to compete on
  - They also want opportunities to compete with Large JVs
  - Staff Augmentation is NOT meaningful
- DOE could require primes to post list of meaningful work on Website (not just total contract value commitment)
- Communities want lasting, sustainable economic development.
  - Emphasis on local subs



# General Thoughts and Recommendations

- RFP “Critical Subcontractor” language vague
  - Viable Subs that carry mission forward
    - Must have niche value proposition
  - Relevant past performance is a challenge
    - Similar in scope and size
    - DOE should consider bringing the bar down for SBs
  - Fee and risk sharing / ability to provide key personnel
    - Share in working capital percentage
  - Large teams are not always desirable

# Recommendations

- Get to know DOE, the mission, site-specific scope
- Develop a compelling value proposition
- Respond to the RFI
- Request a Debriefing



# Doing Business with CH2M HILL

## Steps to Initiating Business

- 1. Register your business in the System for Award Management (SAM) database. [www.sam.gov](http://www.sam.gov)**
  - ◆ Ensure all fields are populated; key words, capabilities, references
  - ◆ Update profile frequently
- 2. Email your capabilities statement or line card to the small business program office at West Valley or PRC.**
- 3. Check online Forecast of Opportunities and submit an expression of interest for each specific opportunity using the link provided.**
- 4. Providers may also register in the CH2M procurement network (ARIBA: [www.ch2m.com](http://www.ch2m.com) | Connect with Us) for exposure to all CH2M affiliated companies.**

**Competition is fierce – What sets you apart from the rest?**

# Subcontracting Opportunities

For current forecasting information at key CH2M / DOE locations:

## HANFORD PLATEAU REMEDIATION

– <http://www.plateauremediation.hanford.gov/>

Suppliers | Current Solicitations



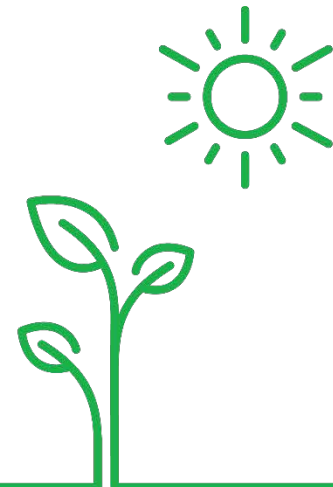
Janice Bartram  
Contract Specialist / SB Advocate  
509-376-2553

## WEST VALLEY DEMONSTRATION PROJECT

<https://www.chbvw.com>



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Thank you

**ch2m.**<sup>SM</sup>