



INFRASTRUCTURE
MINING & METALS
NUCLEAR, SECURITY & ENVIRONMENTAL
OIL, GAS & CHEMICALS

23°46'20"S | 151°11'38"E

Curtis Island LNG, Queensland

Engineering the Extraordinary

Lisa Tribuce-Leoung Tat
Small Business Program Manager

March 6, 2017



Who We Are

Bechtel is one of the most respected global engineering, project management, and construction companies, and a pioneer of innovation in the industry.

We partner with our customers to deliver landmark projects that foster long-term progress and economic growth.



Together we earned:

FORTUNE 25 MOST IMPORTANT PRIVATE COMPANIES



#1 contractor
18 consecutive years





Projects Around the World

Since 1898, Bechtel has delivered more than **25,000** projects in **160** countries on all **7** continents



Infrastructure Markets

- Rail
- Aviation
- Roads & bridges
- Urban planning
- Ports & marine
- Public, private partnerships
- Sports venues
- Power
- Communications



Mining & Metals Markets

- Bulk commodities
- Precious metals
- Iron and steelmaking
- Pit-to-port solutions



Oil Gas & Chemical Markets

- LNG
- Onshore
- Offshore oil and gas
- Petrochemicals
- Pipelines
- Tanks
- Water



Nuclear Security & Environmental Markets



Defense & Nuclear Security

- Chemical weapon disassembly and destruction
- Critical infrastructure
- Facilities management and operations
- Nuclear security operations, supply chain management
- US Naval program

Environmental Cleanup & Management

- Cleanup & remediation
- Decontamination and decommissioning
- Waste process and disposal



Small Business Program Objectives

- Meet/Exceed our Small Business Goals
- Dedicated Small Business Advocates
- Emphasis on local small business firms
- Supply Chain Recognition Program





Small Business Awards/Recognition

- Mentor-Protégé Program of the Year - 2015, 2014, 2007
- Francis Perkins Vanguard Award - 2012, 2009
- Dwight D. Eisenhower Award - 2011, 2009, 2003
- M&O Small Business Achievement - 2009, 2008, 2007, 2004
- Veteran Special Recognition Award - 2008





Mentor-Protégé Relationships

- GCJ, Inc.



LLNL 2/2020

- BES Technologies

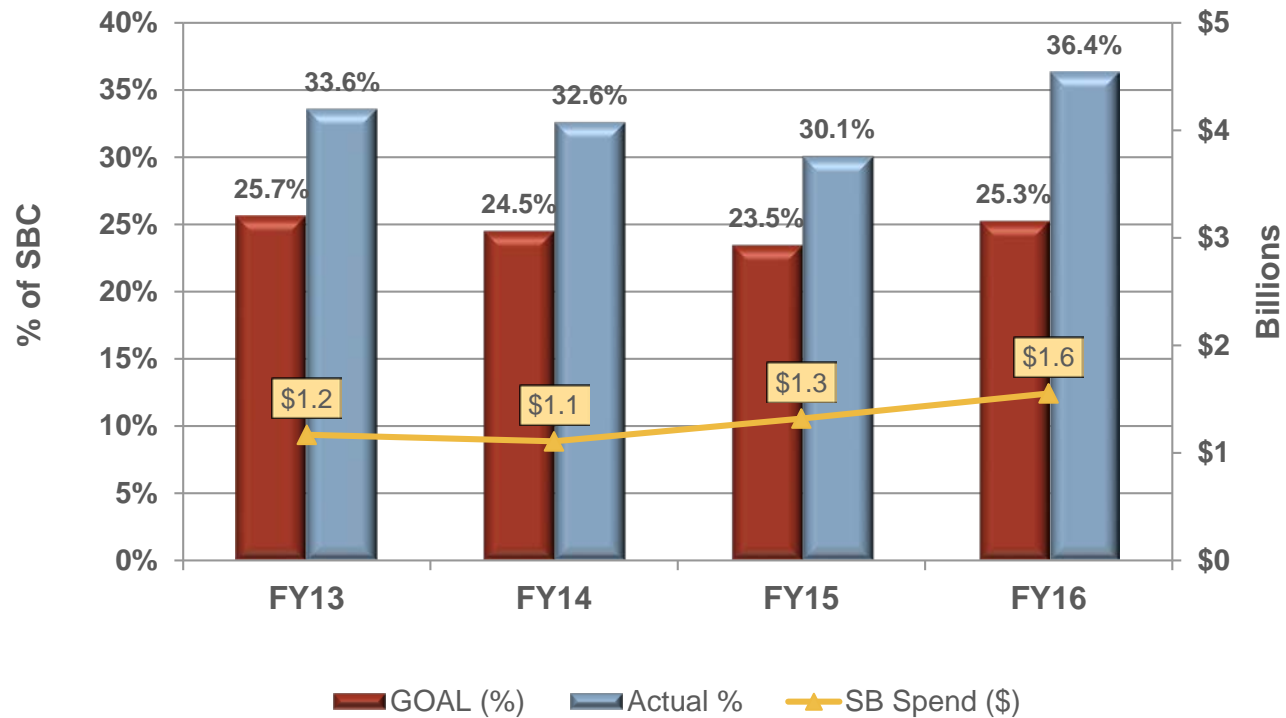
Y-12 6/2017

- RG Construction

LANL 4/2017



Small Business Goal vs. Actual





AEDC ARNOLD ENGINEERING DEVELOPMENT COMPLEX

FY2017 Forecasted Opportunities

| Acquisition Description | Estimated Dollar Range | NAICS Code(s) Potential Codes Include | RFP Release/ Award Date | Email/Phone |
|---|------------------------|--|--|--|
| SERVICES | | | | |
| 16KV Cable System Study | \$200-\$300K | 237990 | 4th Qtr. | Cindy.dixon.ctr@us.af.mil 931-454-5470 |
| Motor Control Center (MCC) & Circuit Breaker Exchanges | \$200K | 238290 | 3 rd – 4 th Qtr. | Cindy.dixon.ctr@us.af.mil 931-454-5470 |
| Metal Fabrication | \$200-\$400K | 332312 | 3 rd – 4 th Qtr. | Cindy.dixon.ctr@us.af.mil 931-454-5470 |
| Equipment Maintenance & Service (Compressors, HVAC, Valves) | \$200-\$300K | 811310 | 3 rd – 4 th Qtr. | |
| Asbestos Abatement & Insulation | \$150K | 562910 | 3 rd – 4 th Qtr. | Cindy.dixon.ctr@us.af.mil 931-454-5470 |
| Security System Design and Installation | \$50K-100K | 238210 | 3 rd – 4 th Qtr. | Cindy.dixon.ctr@us.af.mil 931-454-5470 |
| PURCHASING | | | | |
| Automated Data Processing Equipment (ADPE) | \$150K-\$250K | 518210 | 3 rd – 4 th Qtr. | Cindy.dixon.ctr@us.af.mil 931-454-5470 |
| Equipment Rentals | \$100K | 532490 | 3 rd – 4 th Qtr. | Cindy.dixon.ctr@us.af.mil 931-454-5470 |
| COMMODITIES | | | | |
| Sheet Metal | \$75K | 332323 | 3 rd – 4 th Qtr. | Cindy.dixon.ctr@us.af.mil 931-454-5470 |
| Piping - Pipe, Fittings, Flanges | \$75K | 326122 | 3 rd – 4 th Qtr. | Cindy.dixon.ctr@us.af.mil 931-454-5470 |



Bechtel Marine Propulsion Corporation (BMPC)

FY2017 Forecasted Opportunities

| Acquisition Description | Estimated Dollar Range | NAICS Code(s) Potential Codes Include | | RFP Release/ Award Date | Email/Phone |
|--|------------------------|--|--|--|--|
| Construction | \$57,736,250 | 236210 236220 | | Through 3 rd Qtr. * * - RFP's for large value solicitations (>\$500k) are usually issued by June | dustin.kudler@unnpp.gov 518-395-4668 |
| Manufacturing | \$35,144,215 | 332420 332439 332710 332911 332999 333249 333414 | 333519 333992 333994 334111 334513 334516 334519 | Through 4 th Qtr | dustin.kudler@unnpp.gov 518-395-4668 |
| Wholesale Trade | \$61,957,280 | 423420 423430 423440 423490 | 423830 423840 423990 424690 | Through 4 th Qtr | dustin.kudler@unnpp.gov 518-395-4668 |
| Information | \$5,577,611 | 511210 | | Through 4 th Qtr | dustin.kudler@unnpp.gov 518-395-4668 |
| Professional, Scientific & Technical Services | \$43,365,245 | 541310 541330 541380 | 541511 541512 541519 | Through 4 th Qtr | dustin.kudler@unnpp.gov 518-395-4668 |
| Other Services | \$3,718,407 | 811219 811310 | | Through 4 th Qtr | dustin.kudler@unnpp.gov 518-395-4668 |



Bluegrass Chemical Agent-Destruction Pilot Plant FY2017 Forecasted Opportunities

| Acquisition Description | Estimated Dollar Range | NAICS Code(s) Potential Codes Include | RFP Release/ Award Date | Email/Phone |
|---------------------------------------|------------------------|---|----------------------------|--------------------------------------|
| Prescription Safety Glasses | \$8000.00 | 339113 | 2nd Qtr. 2017 | bgbuyerr@bechtel.com 859-624-6204 |
| Miscellaneous Bulk Electrical Blanket | \$1,000,000 | 335999 | 4 th Qtr. 2017 | bgbuyerr@bechtel.com 859-624-6204 |
| American Red Cross Training | \$50,000.00 | 611430 | 3 rd Qtr. 2017 | bgbuyerr@bechtel.com 859-624-6204 |
| Gaskets | \$100,000 | 335991 | 2nd Qtr. 2017 | bgbuyerr@bechtel.com 859-624-6204 |
| SERVICES | | | | |
| | | | | |
| | | | | |
| | | | | |



KRS – Kwajalein Range Services

FY2017 Forecasted Opportunities

| Acquisition Description | Estimated Dollar Range | NAICS Code(s) Potential Codes Include | RFP Release/ Award Date | Email/Phone |
|--|------------------------|--|---|--|
| SERVICES | | | | |
| On Condition Cyclic Maintenance - Great Bridge LCM | \$3,000,000.00 | 336611 | 2 nd or 3 rd Qtr. | Bradley.K.Nelson12.ctr@mail.mil 805-355-2125 |
| Mystic Tug, Condition Cyclic Maintenance – Mystic Tug and (2) Barges | \$5,700,000.00 | 336611 | 1 st Qtr | Bradley.K.Nelson12.ctr@mail.mil 805-355-2125 |
| Logistics Services (CMSI) | \$48,837,000.00 | 561210 | 1 st – 4 th Qtr | Michael.j.hinton24.ctr@mail.mil 805-355-3932 |
| Aviation Services (BAI) | \$4,216,480.00 | 481211 | 1 st – 4 th Qtr | Michael.j.hinton24.ctr@mail.mil 805-355-3932 |
| SUPPLIES | | | | |
| Electrical | \$1M-\$4M | 423610 | Q2FY17-Q3FY17 | |
| Automotive | \$1M-\$3M | 423120 | Q2FY17-Q3FY17 | |



KRS – Kwajalein Range Services FY2017 Forecasted Opportunities

| Acquisition Description | Estimated Dollar Range | NAICS Code(s) Potential Codes Include | RFP Release/ Award Date | Email/Phone |
|---|------------------------|---------------------------------------|-------------------------|--|
| CONSTRUCTION | | | | |
| Carbon Fiber Reinforced Polymer (CRFP) composite wrapping of concrete exterior surface of FN940 | \$891,636.00 | 236210 | Q1FY2017/Q1FY2017 | craig.a.willman.ctr@mail.mil 805-355-2117 |
| Yokwe Yuk Club Structural Demolition & Construction | \$2,840,761.00 | 236220 | 2 nd Qtr | Garret.t.prather.ctr@mail.mil 805-355-3727 |
| Yokwe Yuk Club MEP Construction | \$3,029,927.00 | 236220 | 3 rd Qtr | Garret.t.prather.ctr@mail.mil 805-355-3727 |



PANTEX - FY2017 Forecasted Opportunities

| Acquisition Description | Estimated Dollar Range | NAICS Code(s) Potential Codes Include | RFP Release/ Award Date | Email/Phone |
|---------------------------------|------------------------|--|----------------------------|--|
| SERVICES | | | | |
| Flame Detection System (Pantex) | \$500 - \$1M | 335999 | 2 nd Qtr. | Angela Galindo angela.galindo@cns.doe.gov 806-477-7344 |
| Pager services (Pantex) | \$1M - \$5M | 517919 | 2 nd Qtr. | Tammi Pedro Tammi.Pedro@cns.doe.gov 806-477-6582 |
| CONSTRUCTION | | | | |
| | | | | |
| COMMODITIES | | | | |
| | | | | |



Pueblo Chemical Agent-Destruction Pilot Plant

FY2017 Forecasted Opportunities

| Acquisition Description | Estimated Dollar Range | NAICS Code(s) Potential Codes Include | RFP Release/ Award Date | Email |
|--------------------------------------|------------------------|--|----------------------------|--|
| Procurements over \$100K 2015 | | | | |
| Wood Pallets | \$219,878 | 331529 | 1st Qtr. | tacasias@Bechtel.com |
| Laboratory Chemicals | \$206,556 | 325998 | 1st Qtr. | tacasias@Bechtel.com |
| Forklifts | \$76,020 | 333924 | 1st Qtr. | tacasias@Bechtel.com |
| Wood Munition Boxes | \$1,394,647 | 321920 | 1st-2nd Qtr. | tacasias@Bechtel.com |
| PPE | \$7,711,460 | 339999 | 1st-4th Qtr. | tacasias@Bechtel.com |



UPF – Uranium Processing Facility

FY2017 Forecasted Opportunities

| Acquisition Description | Estimated Dollar Range | NAICS Code(s) Potential Codes Include | RFP Release/ Award Date | Email/Phone |
|---|------------------------|--|----------------------------|--|
| COMMODITIES | | | | |
| Concrete MPA | TBD | 238110 | 3Q FY15/ 3Q FY16 | R. Bennett 865-241-8500 |
| Equipment Rental MPA (Construction Support) | TBD | 238910 | 1Q FY15/ 2Q FY16 | R. Bennett 865-241-8500 |
| Gravel MPA | TBD | 423320 | 3Q FY15/ 3Q FY16 | R. Bennett 865-241-8500 |
| Anchor Bolts | TBD | 332722 | 2Q FY16/ 2Q FY16 | Jim Oriole 703-429-6347 |
| Reinforcing Steel (REBAR) | TBD | 332312 | 2Q FY16/ 2Q FY16 | Jim Oriole 703-429-6347 |
| Small Tools MPA | TBD | 332216 | 3Q FY15/ 3Q FY16 | R. Bennett 865-241-8500 |
| CONSTRUCTION | | | | |
| Hoisting & Rigging | \$100K-\$500K | 238290 | 1Q 2016/ 2Q 2016 | C. Bair 865-574-8136 |
| Electrical Feeder Upgrade | \$100K - \$500K | 335311 | 1Q/2016 /3Q 2016 | Laura Price 865 241-8506 |
| Trailer Purchase/Install | \$100K - \$500K | 531120 | 1Q FY16/ 3Q FY16 | R. Osborne-Brown 865-576-3088 |
| Trucking & Hauling | \$500K - \$1M | 484220 | 2Q FY16/ 2Q FY16 | C. Bair 865-574-8136 |
| Warehousing | \$1M - \$5M | 236220 | 1Q FY16/ 4Q FY16 | R. Osborne-Brown 865-576-3088 |



WTP – Waste Treatment Plant

FY2017 Forecasted Opportunities

| Acquisition Description | Estimated Dollar Range | NAICS Code(s) Potential Codes Include | RFP Release/ Award Date | Email/Phone |
|---|------------------------|--|---|----------------------|
| Utility Buildings (2) | \$1.5M | 236210 | 2 nd Qtr. / 3 rd Qtr. | mcarisl@bechtel.com |
| Security Services (5-year Agreement) | \$3M | 561612 | 2 nd Qtr. / 3 rd Qtr. | mcarisl@bechtel.com |
| Roofing and Siding Installation | \$800K | 238160 | 2 nd Qtr. / 3 rd Qtr. | tmmaynes@bechtel.com |
| Fabrication and Installation of Fiberglass Pipe | \$500K | 332996 | 1 st Qtr. / 2 nd Qtr. | mcarisl@bechtel.com |
| UL 508A shop | \$120K | 541330 | 1 st Qtr. / 2 nd Qtr. | erendell@Bechtel.com |
| Air Handling Units | \$500K | 333413 | 1 st Qtr. / 3 rd Qtr. | jcstahl@Bechtel.com |
| Boiler Feedwater Pump Skid | \$430K | 332312 | 2 nd Qtr. / 3 rd Qtr. | eaalbers@bechtel.com |
| C5V Exhaust Fans | \$920K | 333413 | 1 st Qtr. / 3 rd Qtr. | jcstahl@Bechtel.com |
| C5V HEPA Filter Four Pack | \$170K | 333413 | 1 st Qtr. / 3 rd Qtr. | jcstahl@Bechtel.com |
| EMF Evaporator System | \$1-\$2M | 335312 | 1 st Qtr. / 3 rd Qtr. | jcstahl@Bechtel.com |
| Steam Generator Package | \$180K | 335312 | 1 st Qtr. / 3 rd Qtr. | majackso@bechtel.com |
| Vessels - AL6XN, 316SS, CS | \$6-\$7M | 332312 | FY16 / 2 nd Qtr. | jcstahl@Bechtel.com |



WTP – Waste Treatment Plant

| Acquisition Description | Estimated Dollar Range | NAICS Code(s) Potential Codes Include | RFP Release/ Award Date | Email/Phone |
|--|------------------------|---------------------------------------|-------------------------|---------------------|
| Breathing Service Air Compressor & Condensate Packages | \$300K | 333912 | On hold. | jcstahl@Bechtel.com |
| Communication System | \$300K | 334513 | Now FY2018 | jcstahl@Bechtel.com |
| Concentration - Coriolis, Magflow, Radiation, Computer Controlled | \$1-\$2M | 334513 | Now FY2018 | jcstahl@Bechtel.com |
| Field Fabricated Tanks | \$430K | 332312 | On hold. | jcstahl@Bechtel.com |
| Panelboards and Small Distribution Transformers | \$150K | 335311 | Now FY2018 | jcstahl@Bechtel.com |
| Powerhouse (pre-fabricated) | \$2.5M | 332311 | Now FY2018 | jcstahl@Bechtel.com |



Y-12 Nuclear Security Complex

FY2017 Forecasted Opportunities

| Acquisition Description | Estimated Dollar Range | NAICS Code(s) Potential Codes Include | RFP Release/ Award Date | Email/Phone |
|--|------------------------|--|---|--|
| SERVICES | | | | |
| Staff Augmentation - Administrative Support (Y-12) | \$1M - \$5M | 561320 | 3 rd Qtr. / 4 th Qtr. | Aaron Hughes Aaron.Hughes@cns.doe.gov 865-241-6163 |
| CONSTRUCTION | | | | |
| Elevator Repair/Design Build (Y-12) | \$500K - \$1M | 562910 | 2 nd Qtr. /3 rd Qtr. | D. Riley David.Riley@cns.doe.gov 865-574-9215 |
| Kathabar (Y-12) | \$1M - \$5M | 236210 | 2 nd Qtr. /3 rd Qtr. | Brandon Pebley Brandon.Pebley@cns.doe.gov 865-574-0707 |
| COMMODITIES | | | | |
| Automotive Supplies (Y- 12) | \$5M - \$10M | 336310 | 2 nd Qtr. /3 rd Qtr. | Keallan Huckabee Kealan.Huckabee@cns.doe.gov 865-241-1498 |
| Construction Materials (Y-12) | \$5M - \$10M | 321912 | 2 nd Qtr. /3 rd Qtr. | Keallan Huckabee Kealan.Huckabee@cns.doe.gov 865-241-1498 |



Meet our Small Business Advocates

- Cindy Dixon * AEDC – Arnold Engineering Development Complex
- Dustin Kudler * BMPC – Bechtel Marine Propulsion Corporation
- Lisa Copeland * Y-12 National Security Complex
- Michelle Quick * LLNL – Lawrence Livermore National Lab
- Chris Fresquez * LANL – Los Alamos National Lab
- Tess Klatt * WTP – Waste Treatment and Immobilization Plant
- Nellie Mells * BPMI – Bechtel Plant Machinery
- Leah Taylor * KRS – Kwajalein Atoll/Reagan Test Site
- Ryan Johnston * PANTEX
- Thomas Casias * PCAPP- Pueblo Chemical Agent Pilot Plant
- Arch McAlister * BGCAPP – Blue Grass Chemical Agent Pilot Plant
- Diane Osbourne * UPF – Uranium Processing Facility





2017 Outreach Events

March

- RES2017 ~ Las Vegas
- WM Symposia ~ Phoenix

April

- OSDBU Conference ~ DC

May

- SBA National SB Week ~ DC
- DOE SB Conference ~ Atlanta

August

- Elite SDVOB Event ~ TBD

September

- HUBZone Conference ~ DC

October

- NMSDC Conference ~ TBD

November

- ETEBA ~ Knoxville
- Veterans SB Conference ~ TBD





Contact Information

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