U.S. DOE Contractors’ Procurement and Contracting Opportunities

Waste Management Symposium 2013
February 27, 2013
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Director, Business Development,
Global Management & Operation Services,
URS
URS Corporation

Total Employees: 57,000
Total Revenue: $9.5 Billion (FY 2011)

Infrastructure & Environment
- Employees: 20,000
- Revenue: $3.3 Billion

Federal Services
- Employees: 10,000
- Revenue: $2.7 Billion

Energy & Construction
- Employees: 17,000
- Revenue: $3.5 Billion

Oil & Gas
- Employees: 10,000
- Revenue: $1.6 Billion*

* Revenue not included in URS total
Global Management & Operations Services (GMOS)

- Provides high-technology management, operations and environmental services to:
  - U.S. Department of Energy
  - United Kingdom/NDA
  - EPA
  - Other public and private clients

- Services include:
  - Site cleanup/closure
  - M&O at DOE nuclear sites
  - Design and construction
  - Decontamination & Decommissioning
  - Waste management operations
  - Technical consulting/engineering services
Global Management & Operations Services Overview

• Leading provider of environmental and management services to the DOE/UK with approximately $4.7 billion in annual contract/project budgets (based on teaming share)

• Strong, long-term relationship with DOE and predecessor agencies dates to Manhattan Project

• 31% share of DOE environmental management market
Global Management & Operations Services

Acronyms
AMWTP= Adv Mixed Waste Treatment Facility
ETTP = East Tennessee Technology Park (D&D)
HLW = High-Level Waste
ICP = Idaho Cleanup Project
INL = Idaho National Laboratory
LANL = Los Alamos National Laboratory
LLNL = Lawrence Livermore National Laboratory
M&O = Management and Operations Contract
NETL = National Energy Technology Laboratory
NNSS = Nevada Test Site
PDC = Pit Disassembly and Conversion
RCC = River Corridor Closure
SRS = Savannah River Site
TOC = Tank Operations Contract
WIPP = Waste Isolation Pilot Plant
WTP = Waste Treatment Plant

= Lead Partner
= Technical / Consulting
Management Services Contracts (Lead)

Savannah River Site – Liquid Waste
Aiken, South Carolina
• Largest integrated site in the DOE Complex
• $2.6B 6-year base contract
• $3.4B Total with a 2-year option
• Treatment of ~36.5M gallons of liquid radioactive waste, closure of 49 underground storage tanks, and deactivation of major LW system facilities and equipment

Tank Operations Contract
Hanford, Washington
• Largest and most complex environmental cleanup project in DOE Complex
• $2.3B 5-year base contract awarded May 2008
• $7.3B Total (including two options)
• Storage, retrieval and treatment of Hanford tank waste; storage and disposal of treated waste; and closure of tank farm waste management areas
River Corridor Closure Contract
Hanford Site, Washington
• Cleanup of 210 square mile site
• $1.9B Project
• 7 year contract awarded in March 2005
• Placement of deactivated plutonium production reactors in interim safe storage, clean up of waste sites and burial grounds, and demolition of contaminated facilities

Waste Isolation Pilot Project
Carlsbad, New Mexico
• Only licensed deep geological nuclear waste repository in U.S.
• $2.2B Facility
• $230M Annual budget
• Managing contractor since 1985
Yucca Mountain Project
Nevada
• Proposed high-level nuclear waste repository
• $2.5B Project*
• Contract to complete design and support DOE effort to get NRC approval to build and operate the facility

Advanced Mixed Waste Treatment Project
Idaho
• DOE’s most advanced radioactive waste treatment facility
• $417M Project
• Operations to retrieve the estimated 6,900 cubic meters of stored transuranic waste remaining at the Idaho site

* On March 3, 2010, the Department of Energy filed a motion with the Nuclear Regulatory Commission to withdraw the license application for a high-level nuclear waste repository at Yucca Mountain.
Management Services Contracts (Lead – continued)

Oak Ridge East Tennessee Technology Park (ETTP)

- Original WWII mission to produce enriched uranium for atomic weapons
- Produced enriched uranium for commercial nuclear power industry from 1945 to 1987 when it was permanently shut down
- $2.2B Project
- 5-year base, 4-year option
- Contract to complete cleanup of ETTP, while performing ongoing EM missions such as facility surveillance and maintenance and various waste management operations at ORNL and the Y-12 National Security complex.
- Sixty percent of total contract value expected to be subcontracted, with half of that going to small business.
Management Services Contracts (Partner)

Idaho Cleanup Project
Idaho National Laboratory, Idaho
- Environmental cleanup of 890-square-mile Idaho National Laboratory in Eastern Idaho
- $2.9B Project
- 10 year contract awarded in March 2005
- Decommissioning and dismantlement of 215 excess facilities including three reactors, management of spent nuclear fuel, remediation of subsurface disposal area

Los Alamos National Laboratory
New Mexico
- $2B Annual budget
- Nuclear weapons design
- Science and technology
Management Services Contracts (Partner – continued)

Lawrence Livermore National Laboratories
California
- $1.7B Annual budget
- Nuclear weapons design
- Science and technology

Idaho National Laboratory, Idaho
- $500M Annual budget
- National nuclear energy research

National Engineering Technology Laboratory (NETL)
- $80M Annual budget (over 2-year base)
- $400M value over 5 years (includes options)
- Research and engineering services
- Infrastructure and administrative support
  - Five sites (WV, PA, OR, OK, AK)
  - 81 buildings and 14 major research facilities
Expansion to the UK

• Sellafield
  - Manage and operate major UK nuclear weapons site
  - Approximately $2.5B annually, potentially for 17 years

• Low Level Waste Repository at Drigg
  - Awarded August 2007 by UK Nuclear Decommissioning Authority
  - $300M for 5 years

• Dounreay
  - Awarded November 2011 by UK Nuclear Decommissioning Authority
  - $3B for 5 years
Fiscal Year 2012

- Small Business Accomplishment Summary

- Federal Prime Contracts
Subcontract Awards

Total Awards: $1,763.01 M

Large Business
44.08%
$775.88 M

Small Business
56.0%
$987.13 M
Breakout of Small Business Awards

- Small Disadvantaged: 12.85% $226.52 M
- Women-Owned: 18.66% $328.84 M
- HUBZone: 2.47% $43.54 M
- Veteran-Owned: 13.29% $234.29 M
- Service Disabled Veteran-Owned: 4.43% $78.01 M
Trends: Small Business Subcontracting

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Millons</th>
<th>Percent</th>
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<tbody>
<tr>
<td>FY 2008</td>
<td>$739.60</td>
<td>57.58%</td>
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<tr>
<td>FY 2009</td>
<td>$936.30</td>
<td>53.44%</td>
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<td>FY 2010</td>
<td>$1,262.00</td>
<td>52.59%</td>
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<td>FY 2011</td>
<td>$1,168.75</td>
<td>54.51%</td>
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<tr>
<td>FY 2012</td>
<td>$987.13</td>
<td>55.99%</td>
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</table>
Trends: Small Disadvantaged Business

FY 2008: $96.80 Million
FY 2009: $161.60 Million
FY 2010: $282.50 Million
FY 2011: $273.23 Million
FY 2012: $226.52 Million

Percent: 7.54%, 9.22%, 11.77%, 12.74%, 12.85%
Trends: Women-Owned Small Business

<table>
<thead>
<tr>
<th>Year</th>
<th>Percent</th>
<th>Millions</th>
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<tr>
<td>FY 2008</td>
<td>12.95%</td>
<td>$166.30</td>
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<tr>
<td>FY 2009</td>
<td>13.38%</td>
<td>$234.60</td>
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<td>FY 2010</td>
<td>14.90%</td>
<td>$357.60</td>
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<tr>
<td>FY 2011</td>
<td>15.95%</td>
<td>$342.07</td>
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<tr>
<td>FY 2012</td>
<td>18.66%</td>
<td>$328.84</td>
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Federal Goal: 5%
Trends: HUBZone Subcontracting

- **FY 2008**: $48.40 Million (3.77%)
- **FY 2009**: $40.50 Million (2.31%)
- **FY 2010**: $30.80 Million (1.28%)
- **FY 2011**: $47.04 Million (2.16%)
- **FY 2012**: $43.59 Million (2.47%)

Federal Goal: 3%
Trends: Veteran-Owned Small Business

- FY 2008: $117.60 million (9.16%)
- FY 2009: $178.70 million (10.19%)
- FY 2010: $257.80 million (10.74%)
- FY 2011: $157.15 million (7.33%)
- FY 2012: $234.29 million (13.29%)

Federal Goal: 3%
Trends: Service-Disabled Veteran-Owned Small Business
## GMOS Small Business Utilization for FY 2012

<table>
<thead>
<tr>
<th>FY 2012 GMOS</th>
<th>SB</th>
<th>LB</th>
<th>Total</th>
<th>SDB</th>
<th>WOSB</th>
<th>HBCU</th>
<th>HUBZone</th>
<th>VOSB</th>
<th>SDVOSB</th>
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<tbody>
<tr>
<td>WCH</td>
<td>$159,603,357</td>
<td>11,816,347</td>
<td>171,419,704</td>
<td>62,304,520</td>
<td>46,821,966</td>
<td>0</td>
<td>11,821,966</td>
<td>11,307,465</td>
<td>8,739,146</td>
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<td>WRPS</td>
<td>67,562,888</td>
<td>62,153,954</td>
<td>129,716,842</td>
<td>20,496,537</td>
<td>22,642,766</td>
<td>0</td>
<td>701,366</td>
<td>8,038,437</td>
<td>6,113,692</td>
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<td>WIPP</td>
<td>29,439,634</td>
<td>37,565,951</td>
<td>66,617,356</td>
<td>8,478,513</td>
<td>10,667,377</td>
<td>0</td>
<td>68,210</td>
<td>3,428,462</td>
<td>2,331,245</td>
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<td>UCOR</td>
<td>127,896,792</td>
<td>44,912,241</td>
<td>172,809,033</td>
<td>25,053,754</td>
<td>65,621,528</td>
<td>0</td>
<td>14,987,858</td>
<td>12,073,211</td>
<td>4,985,556</td>
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<td>NETL</td>
<td>14,543,678</td>
<td>63,321,710</td>
<td>77,865,388</td>
<td>994,183</td>
<td>1,261,816</td>
<td>0</td>
<td>1,791,104</td>
<td>387,101</td>
<td>45,748</td>
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<td>SSR</td>
<td>63,368,715</td>
<td>25,907,627</td>
<td>89,276,342</td>
<td>11,702,835</td>
<td>16,913,841</td>
<td>430,519</td>
<td>1,077,826</td>
<td>9,919,323</td>
<td>7,235,336</td>
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<tr>
<td>Total GMOS $</td>
<td>$462,415,064.00</td>
<td>245,677,830</td>
<td>707,704,665</td>
<td>129,030,342</td>
<td>163,929,294</td>
<td>430,519</td>
<td>30,448,330</td>
<td>134,433,999</td>
<td>29,450,723</td>
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<tr>
<td>Total GMOS %</td>
<td>65.3%</td>
<td>34.7%</td>
<td>100.0%</td>
<td>18.2%</td>
<td>23.2%</td>
<td>0.6%</td>
<td>4</td>
<td></td>
<td></td>
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</table>
Small Business Subcontracting Plans

• Vast majority of low-risk work is competitively subcontracted out
• Our approach features:
  - Pre-selected small businesses with specific roles on our team
  - Addition of protégé firms during proposal phase as well as during contract performance
  - Small businesses selected following award through competitive bidding or set-aside procurements
Things to Consideration to Win Contracts

• **What we look for in a supplier:**
  - Exceptional safety culture
  - Exceptional conduct of operations
  - Exceptional conduct of business
  - Best value in technical and cost offerings

• **Advice:**
  - How can you help win/execute
  - Clearly communicate capabilities
  - Do your homework:
    • Read RFP
    • What can you do regarding cost/schedule
    • Where do you fit in project life cycle
  - Consider teaming
ETTP - UCOR Website
Supplier Registration Requirement

- Registration requirement for suppliers seeking business opportunities:

- Central Contractor Registration (CCR) has been discontinued as of August 1, 2012. Files were migrated to System for Award Management (SAM)

- [www.sam.gov](http://www.sam.gov) to find your information.

- the Federal government’s database of potential suppliers and vendors
Savannah River Remediation (SRR) Principle Types of Supplies and Services Subcontracted

<table>
<thead>
<tr>
<th>Subcontracted Supplies and Services (Type &amp; NAICS code)</th>
<th>SB</th>
<th>SDB</th>
<th>WO SB</th>
<th>VOS B</th>
<th>SDV OS B</th>
<th>HB CU/MI</th>
<th>HUB Zone</th>
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<tbody>
<tr>
<td>Waste Tank Grouting 562910 236210</td>
<td>x</td>
<td>x</td>
<td>x</td>
<td>x</td>
<td>x</td>
<td></td>
<td></td>
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<tr>
<td>Staff Augmentation Services 541330, 561210, 561320</td>
<td>x</td>
<td>x</td>
<td>x</td>
<td></td>
<td></td>
<td>x</td>
<td></td>
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<tr>
<td>Management and Environmental Consulting Services 541330, 541618</td>
<td>x</td>
<td>x</td>
<td>x</td>
<td>x</td>
<td>x</td>
<td>x</td>
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<tr>
<td>Waste Determination Services, Environmental Consulting 541620, 541690</td>
<td>x</td>
<td>x</td>
<td>x</td>
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<tr>
<td>Tank Closure Support Services 562910, 541620, 541690</td>
<td>x</td>
<td>x</td>
<td>x</td>
<td>x</td>
<td>x</td>
<td></td>
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<tr>
<td>Engineering, Design, and Construction Services 236210, 541330</td>
<td>x</td>
<td>x</td>
<td>x</td>
<td>x</td>
<td>x</td>
<td></td>
<td></td>
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<tr>
<td>Supply of Various Materials and Equipment 333298, 423610, 423690, 423830, 423840, 424690</td>
<td>x</td>
<td>x</td>
<td>x</td>
<td>x</td>
<td>x</td>
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</table>

• Primarily project and construction services, bulk materials, chemicals

• Office supplies, IT, infrastructure, facility management services, and support provided by the M&O Contractor
# UCOR 90 Day Forecast

## TDD Site wide
**blanket Purchase Order for Respirator Equipment and Accessories**
- **Humphreys / Howard**: N/A
- **TOD**: 11/2011
- **TOE**: 12/2011
- **Duration**: 2 years
- **Type**: Open
- **Contractor**: Small Disadvantaged

## TDD Site wide
**Blanket Purchase Order for Respirator Cleaning**
- **Humphreys / Wadington**: N/A
- **TOD**: 11/2011
- **TOE**: 12/2011
- **Duration**: 2 years
- **Type**: Open

## TDD EMWRF
**Blanket Purchase Order for Clean Soil Fill for EMWRF**
- **Humphreys / Keller**: N/A
- **TOD**: 11/2011
- **TOE**: 12/2011
- **Duration**: 2 years
- **Type**: Service Disabled Veteran

### SUBCONTRACTS & SERVICES

<table>
<thead>
<tr>
<th>Project</th>
<th>Brief Scope Definition</th>
<th>PPM / Buyer</th>
<th>Tentative Prequal</th>
<th>Estimate RFP Issue</th>
<th>Target Award</th>
<th>Duration</th>
<th>Type</th>
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</thead>
<tbody>
<tr>
<td>CTO02</td>
<td>Staff Augmentation (Administrative Services, Engineering, ESH, R&amp;D, and other Technical/Professional Services) MADE</td>
<td>Hudson / Burwinkle</td>
<td>N/A</td>
<td>CLOSED</td>
<td>10/2011</td>
<td>5 years</td>
<td>Small Business</td>
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<tr>
<td>BQ054</td>
<td>Radiological Protection Support Services</td>
<td>Hudson / Burwinkle</td>
<td></td>
<td>CLOSED</td>
<td>11/2011</td>
<td>5 years</td>
<td>Small Business</td>
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<tr>
<td>WDD056</td>
<td>Waste Disposal Services - Staff Augmentation</td>
<td>Hudson / Lent</td>
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<td>REVISED</td>
<td>9/10/2011</td>
<td>5 years</td>
<td>Small Business</td>
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<td>WDD055</td>
<td>EMWRF and DRR Landfill Management and Operations</td>
<td>Hudson / Smalley</td>
<td></td>
<td>ISSUED</td>
<td>10/28/2011</td>
<td>5 years</td>
<td>Open</td>
</tr>
</tbody>
</table>

This is a live document and is constantly changing. These changes are not to confuse you, but to inform. Should you have any questions, please feel free to contact UCOR LLC’s Supplier Advocate Office or the Supplier Advocate Manager, Karen Hesse. Your interest in working with UCOR LLC is appreciated. Information will be updated a minimum of every two weeks.
# DOE Project Procurement Contacts

<table>
<thead>
<tr>
<th>Name</th>
<th>Organization</th>
<th>Site/Location</th>
<th>Office Phone</th>
<th>Email</th>
<th>Website</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rick Purvis</td>
<td>SRR</td>
<td>Savannah River Site</td>
<td>(803) 952-7305</td>
<td><a href="mailto:thomas.purvis@srs.gov">thomas.purvis@srs.gov</a></td>
<td><a href="http://www.srs.gov/general/busiops/">http://www.srs.gov/general/busiops/</a></td>
</tr>
<tr>
<td>Karen Reeve</td>
<td>UCOR</td>
<td>East Tennessee Technology Park</td>
<td>(865) 576-5643</td>
<td><a href="mailto:karen.reeve@ucor.com">karen.reeve@ucor.com</a></td>
<td><a href="http://info.ettp.energy.gov/90day/index">http://info.ettp.energy.gov/90day/index</a></td>
</tr>
<tr>
<td>Tess Klatt</td>
<td>WRPS</td>
<td>Hanford River Protection</td>
<td>(509) 376-4489</td>
<td><a href="mailto:tess_klatt@rl.gov">tess_klatt@rl.gov</a></td>
<td><a href="http://www.hanford.gov/tocpmm">www.hanford.gov/tocpmm</a></td>
</tr>
<tr>
<td>Jason Sperling</td>
<td>WCH</td>
<td>Washington Closure Hanford</td>
<td>(509) 372-9818</td>
<td><a href="mailto:jbsperli@wch-rcc.com">jbsperli@wch-rcc.com</a></td>
<td><a href="http://www.washingtonclosure.com">http://www.washingtonclosure.com</a></td>
</tr>
<tr>
<td>Joseph Chavarria</td>
<td>WIPP</td>
<td>Washington Tru Solutions LLC</td>
<td>(575) 234-7428</td>
<td><a href="mailto:joseph.chavarria@wipp.ws">joseph.chavarria@wipp.ws</a></td>
<td><a href="http://www.wipp.energy.gov">http://www.wipp.energy.gov</a></td>
</tr>
<tr>
<td>URS Research</td>
<td>Services</td>
<td>NETL Contract Administrator</td>
<td></td>
<td><a href="mailto:Kimberly.dawson@contr.netl.doe.gov">Kimberly.dawson@contr.netl.doe.gov</a></td>
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</tr>
<tr>
<td>Kim Dawson</td>
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