



# Opportunities with URS

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**Long Beach, CA 90802**

**URS Corporation**



## URS – Industry's #3 Design Firm



- Number 3 of Top 500 Design Firms for Year 2014

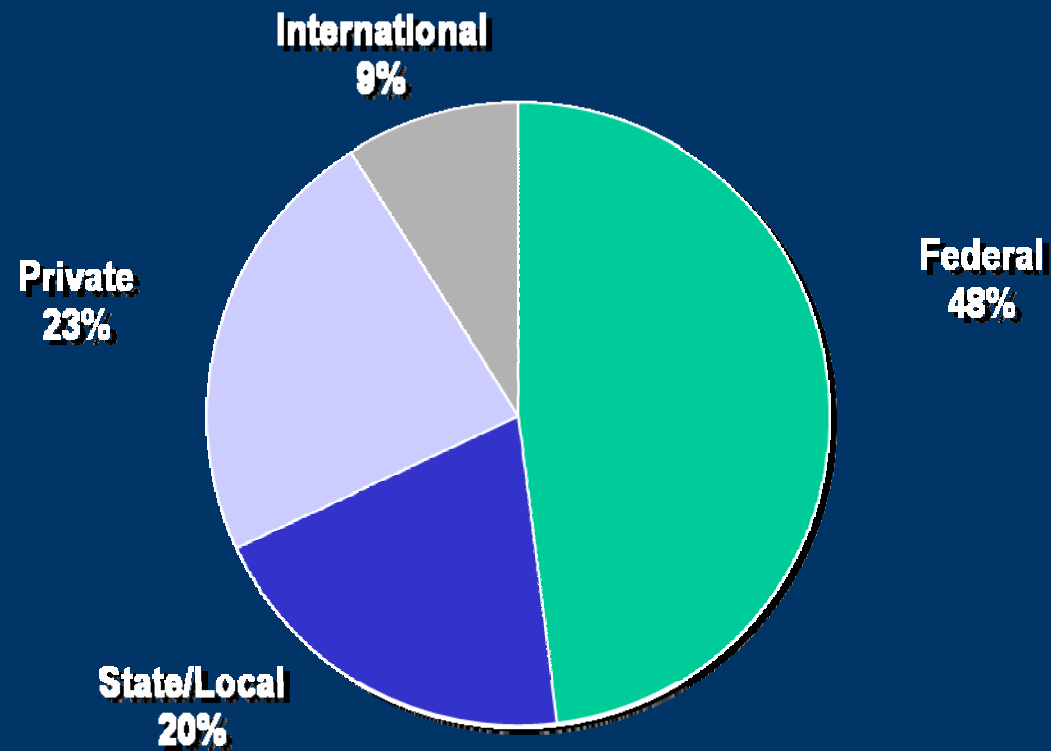


## URS – Who We Are

- **One of the World's Leading Engineering, Environmental, and Construction Services Firms**
- **FY2012 Revenue: \$10.97 Billion**
- **50,000+ Employees**
- **360 Offices in 23 Countries**
- **Comprehensive Capabilities**



# Business by Client Sector





## Representative Federal Clients

- U.S. Army Corps of Engineers
- U.S. Air Force
- U.S. Navy
- U.S. EPA
- U.S. Bureau of Reclamation
- Department of Homeland Security
- FEMA



## Representative State/Local Clients

- Caltrans
- Department of Water Resources
- Department of General Services
- Port of Long Beach
- City of Los Angeles
- Los Angeles World Airports
- Los Angeles County Metro
- Los Angeles Unified School District
- Metropolitan Water District







# URS Commitment to Small Business

## Our Commitment to Supplier Diversity

It is the policy of URS Corporation that Small Business Concerns, including veteran-owned small business concerns, service-disabled veteran-owned small business concerns, HUBZone small business concerns, small-disadvantaged business concerns, and women-owned small business concerns, shall have the maximum practicable opportunity to compete for the procurement of goods and services.

This corporate commitment extends to the procurement of all goods and services, whether the purchases support (1) Federal, state, or local governments, (2) commercial clients, or (3) in-house needs.

URS Corporation is committed to an effective supplier diversity program that demonstrates measurable improvement from year-to-year, is consistent with recognized industry objectives and applications, is consistent with contractual expectations of our clients, and that maximizes procurement opportunities for small business concerns to the fullest extent consistent with efficient contract performance.

Gary V. Jandegian, President  
Infrastructure & Environment

Randall A. Wotring, President  
Federal Services

Robert W. Zaist, President  
Energy & Construction

Wayne S. Shaw, President  
Oil & Gas



# Drivers for Using Subcontractors

- **Customer Experience**
- **Niche/Specialty Services**
- **Federal Contract Requirements**
- **Competitive Cost**
- **Long-Term Relationships**
- **Must Be Financially Sound**





## URS Mentor Protégé & Supplier Diversity Program

URS IE currently has only one SBA Protégé, and is therefore in the market for up to two additional SBA Protégés as long as they are not in competing markets and all SBA requirements are met for the relationship. (See [www.sba.gov](http://www.sba.gov))

For more info, please go directly to the following URS Corp website link:

<http://www.urs.com/small-businesssupplier-diversity/program-overview/>



**URS**

## Small Business Points of Contact

**Sam W. Artis, CPCM**

**Director - Small Business  
Liaison Office**

**URS Corporation (EC DIV)**

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**Don Fournier**

**Director – Contracts &  
Procurement and SBLO**

**URS Corporation (IE DIV)**

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**[donald.fournier@urs.com](mailto:donald.fournier@urs.com)**



# To Work with URS

- **Know what we do**
- **Offer a value-add to our services**
- **Identify your Specialty**
- **Bring opportunities to URS**
- **Share Knowledge of Client**
- **Contact individual offices**
- **Contact Contract Managers**
- **Ask to make brown-bag presentations**
- **Find Advocate within URS**



# Typical Subcontracted Services

## ■ Field Services

- Laboratory Testing
- Well Drilling
- Land Surveying
- Disposal Services
- Geophysical Surveys
- Innovative Technology
- UXO Clearance
- Paving/Curb/Gutter
- Construction Contractors
- Traffic Control
- Equipment and Material Vendors

## ■ Consulting Services

- Engineering
- Architecture
- Sciences
- Planning
- Information Technology
- Estimating



# Subcontractor Selection Criteria

- **Prior Experience with URS**
- **Prior Experience with Client**
- **Experience of Key Personnel**
- **Small Business Status**
- **Competitive Cost**
- **Local Presence**
- **Ability to Follow RFP Directions**





## How to Remain a URS Subcontractor

- **Provide quality work**
- **Remain within budget**
- **Stay on schedule**
- **Work Safely**
- **Communicate**
- **Remain Flexible**
- **Provide Added Value**
- **Be a Team Player**





## Subcontractor Qualification Requirements

- Please take the time to go to the following website to register in the URS Supplier Subcontractor Registry as this will be required to do business with URS in the future. This will make your information available to all URS divisions:

<https://cvmas19n.cvmsolutions.com/wgint/>



**URS**

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**U.S. Office Locations**





# **Areas of Practice and Expertise**

**Program Management**

**Engineering Design**

**Construction Mgmt.**

**Facilities Design**

**Civil & Mining**

**Geosciences**

**Ports & Harbors**

**Planning & Permitting**

**Architecture**

**Remediation**

