

# 11<sup>th</sup> National Small Business Conference, September 9-10, 2014

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*Tom Rose*

A stylized world map is located in the bottom right quadrant of the slide. The map is composed of a grid of small white dots, with the landmasses filled in. The background of the bottom half of the slide is a light teal color with a pattern of thin, white, curved lines that create a sense of motion or a globe's surface.

# Parsons Overview



# Parsons Government Services

- Core Competencies
  - First-of-a-kind national security projects
  - Engineering, operations, and project management
  - Design, construction, and operation of complex facilities and systems
  - Intelligence Services
- Two Divisions
  - Infrastructure & Environment (I&E)
  - National Security & Defense (NS&D)



# PGS Markets and Capabilities

## Infrastructure

- Asset Management
- Program/Construction Management
- Design
- Construction
- Sustainment



## Environmental

- Assessments and investigations
- Solution design
- Remediation



# PGS Markets and Capabilities (Cont'd)

## Defense

- Warfighter support
- Research, development, test, and evaluation (RDT&E)
- Systems engineering and integration
- Training and simulation
- Mission-support services
- Chemical, biological, radiological, nuclear, and high-yield explosive (CBRNE)
- Chemical demilitarization
- Space systems engineering and acquisition support



# PGS Markets and Capabilities (Cont'd)

## Security

- Systems engineering
- Incident management
- Strategic programmatic/project planning
- Intelligence collection, analysis, and dissemination

## Intelligence

- Cyber security
- All source research & analysis
- Systems engineering
- Strategic Consulting
- Incident management



# Opportunities for teaming

- We all know there are two levels of relationships:
  - End customers
  - Industry Partners
- Bring value to both levels:
  - Technical expertise, market knowledge, best practices
  - Client relationships
  - Cost competitiveness
- Short-term and Long-term Relationships
  - Neither is right or wrong, both are important
  - Need to understand what you are looking for in each case and the value you need to bring

# Opportunities for teaming (cont)

- Understand the BD lifecycle and timeframe
  - Our cycle: 3 months to 24 months
  - Based on the size and type of opportunity
  - Be patient with government delays
- Align with Parsons Core Values
  - Safety
  - Quality
  - Integrity
  - Diversity
  - Innovation
  - Sustainability



# Opportunities for teaming (cont)

| Sector      | Opportunity                                 | Award Date  |
|-------------|---|-------------|
| Infra       | NAVFAC Atlantic Planning – West Coast       | Mar 2015    |
| Infra       | 2015 MILCON Construction Projects (\$100M+) | 2015 - 2016 |
| Infra       | TSA Equipment Deployment Services (TEDS)    | Sept 2015   |
| Environ     | Huntsville ERS Task Orders                  | Thru 2015   |
| Environ     | Omaha ERS Task Orders                       | Thru 2015   |
| Environ     | Baltimore MAMMS Task Orders                 | Thru 2015   |
| Mission Spt | ANG Mission Command Training                | Nov 2014    |
| Mission Spt | Maxwell AFB Base Operations Support         | Oct 2015    |
| Mission Spt | NASA Kennedy Space Center ISC               | 2016        |

# Opportunities for teaming (cont)

| Sector     | Opportunity                                    | Award Date |
|------------|--|------------|
| Threat Red | DTRA Chem Threat Reduction (CTRIC) Task Orders | Thru 2015  |
| Threat Red | DTRA CTRIC III (Re-compete)                    | Jan 2016   |
| Threat Red | DHS Plum Island M&O Support                    | Nov 2015   |
| Defense    | MDA MiDAESS II (Re-compete)                    | Jul 2016   |
| Defense    | MDA Integrated R&D for Enterprise Solutions    | Dec 2015   |
| Defense    | US Army Training Support Services              | July 2016  |
| Defense    | US Army IT Enterprise Support (ITES) 3         | Nov 2015   |
| Sec/Intel  | DHA HITS Generation One                        | Mar 2016   |
| Sec/Intel  | US CYBERCOM Defensive Cyber Ops Plan           | Sept 2016  |

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