

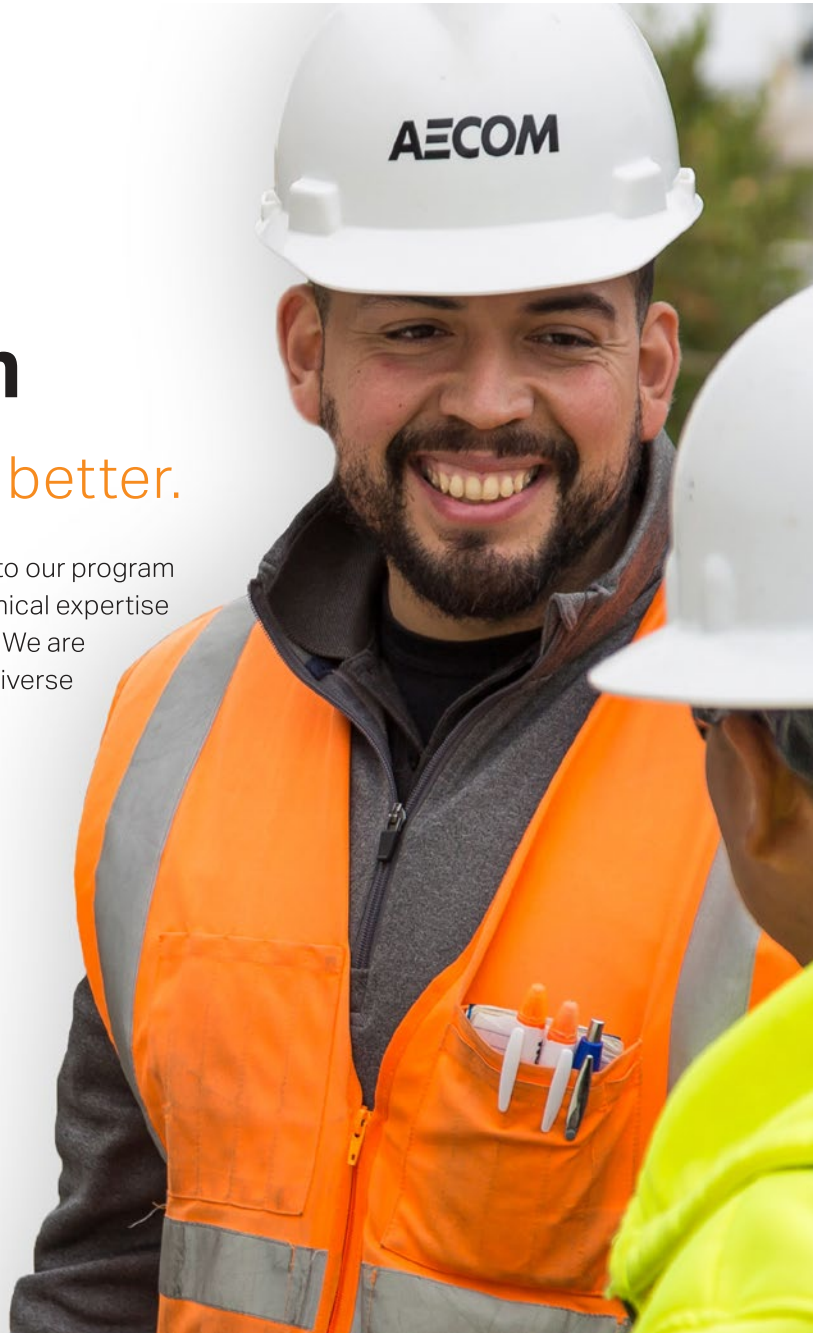
# AECOM's Small Business Program

Working together. Working better.

AECOM's award-winning Small Business Program is integral to our program management approach. It allows us to complement our technical expertise with qualified resources from the small business community. We are always looking to cultivate relationships with new small and diverse firms to explore opportunities that better serve our clients.

Typical services subcontracted by AECOM under our Federal contracts include the following:

- Analytical Laboratory
- Archaeological
- Architecture
- Asbestos Removal
- Base Operating Services
- Commissioning
- Construction Services
- Construction Trades
- Demolition
- Drilling
- Engineering
- Environmental
- Equipment Rental
- Excavation
- Field Supplies/PPE
- Geophysical
- Infection Control
- Interior Design
- Landscaping
- Logistics Services
- Remediation
- Site Preparation
- Surveying
- Transportation/Disposal



## Select Federal Clients with Opportunities

- Air Education and Training Command (AETC)
- Air Force Civil Engineer Center (AFCEC)
- Air Force Reserve Command (AFRC)
- Architect of the Capitol (AOC)
- Department of Homeland Security (DHS)
- Department of Energy (DOE)
- Department of Interior (DOI)
- Department of Transportation (DOT)
- General Services Administration (GSA)
- National Aeronautics & Space Administration (NASA)
- National Guard Bureau
- Naval Facilities Engineering Command (NAVFAC)
- U.S. Agency for International Development (USAID)
- U.S. Army Corps of Engineers (USACE)
- U.S. Army Environmental Command (AEC)
- U.S. Department of State (DOS)
- U.S. Department of Veterans Affairs (VA)
- U.S. Postal Service (USPS)
- Washington Headquarters Services (WHS)

## Select Small Business Awards

- VIQ TORY #1 Military Friendly® Supplier Diversity Program in the U.S., 2018; Top Program, 2015-2017
- Society of American Military Engineers (SAME) Small Business Advocate Award, Shawn Ralston, 2018
- National Veteran Small Business Coalition (NVSBC) Champions of Veteran Enterprise, 2013-2018
- Tennessee Valley Authority's Supplier Diversity Program of the Year Award, 2018
- U.S. Veterans Magazine, Best of the Best - Top Supplier Diversity Programs, 2016-2018
- Department of Energy, Mentor-Protégé Agreement of the Year Award (WRPS), 2017
- NASA Ames Research Center's Prime Contractor of the Year (Large Business) 2016 & 2017
- NASA Mentor-Protégé Agreement of the Year Award (Ames Research Center 2016 & Marshall Space Flight Center 2017)
- SAME Large Business Award for Outstanding Small Business Subcontracting Performance under DOD
- Nunn Perry Award for Exceptional Performance in the DOD Mentor-Protégé Program - 3-time winner

# Frequently asked questions

## Working with AECOM

### 1. Does AECOM require subcontractors to be pre-approved?

Yes. All subcontractors must be pre-qualified.

### 2. How does my firm pre-qualify?

All firms must complete an online pre-qualification form through AECOM's Portal entitled "SUBPORT" at **prequal.aecom.com**. Information required for this process includes: Organization and Experience, Finance, Integrity, Safety, Insurance, Quality Procedures and U.S. Federal Requirements. Please contact **Shawn Ralston** by email if you have questions about pre-qualifying.

### 3. My firm worked with AECOM in the past but we did not register in the SUBPORT system. Do we need to?

Yes. We require all subcontractors to provide the same pre-qualification data, even if we have previously worked with your firm.

### 4. How do I connect with the right person at AECOM for opportunities for a specific contract?

The list to the right provides AECOM contacts for various agencies and service areas. They can help you get in touch with the leads for specific pursuits. If you need any additional assistance, please contact **Shawn Ralston**, our SBLO.

### 5. How does AECOM determine who it will team with for a proposal?

Decisions are made based on AECOM's past experience working with various firms, subcontractor relationships with the customer, subcontractor experience on similar projects, small business subcontracting requirements and related factors.

### 6. When should I contact AECOM about teaming for a proposal?

As early as possible – preferably before a solicitation is issued. We usually have our teams established in advance of receiving solicitation.

### 7. I am interested in a mentor-protégé arrangement. How do I proceed?

We believe most successful arrangements are with companies who have a history of working well together in prime/sub or JV arrangements. Past working experience can be for Federal, state, local, or commercial customers. First determine which Mentor-Protégé Program you would like to pursue, then discuss next steps with the AECOM contact who is your champion. Decisions will be made on a case-by-case basis. Please contact **Shawn Ralston**, our SBLO, for information on the program.

#### SB Program Contact

##### SB Program Manager & SBLO

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#### AECOM Contacts

##### U.S. Air Force

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