

Subs/Partners: What Primes Look For

Rodney Holbert

BURGESS & NIPLE
Engineers ■ Architects ■ Planners

B&N Today

- Founded in 1912, Columbus, OH
- 400+ Professional Staff
- Offices Nationwide
- Ranked 131st – ENR Top 500 Design Firms



B&N Today

Our success is driven by a passion for advancing the built environment with exceptional concern for quality of life, safety and sustainability.



Values

- Integrity
- Client Focus
- Excellence
- Collaboration
- Respect
- Innovation



B&N Services

BURGESS & NIPLE
Engineers ■ Architects ■ Planners

Utility Infrastructure

- Treatment Plant Design
- Wastewater Collection
- Water Systems Modeling
- Water Supply
- Water Distribution & Storage Systems
- Wet Weather
- Rate Studies



Transportation

- Planning
- Roadway Design
- Traffic Engineering
- Bridge Design
- Bridge Inspection
- Transit
- Travel Demand Forecasting
- Operations Modeling



Environmental Sciences

- Brownfield Redevelopment
- Environmental Site Assessments
- Wetlands Design
- Landfills & Waste Sites
- Ecological Surveys
- Stream Mitigation & Restoration
- Air Quality
- Underground Storage Tanks



Architecture

- Planning
- Design
- Interiors
- Landscape
- Facilities Programming
- Electrical, Mechanical & Structural Engineering



Site Development

- Master Planning
- Civil Site Development
- Permitting
- Site Utilities
- Access



Structural Inspection

- Facilities
- Dams
- Bridges
- Storage Tanks
- Towers

B&N pioneered the use of hands-on, rock climbing techniques for safe, fast & cost-effective structural inspections.



Surveying

- Cadastral
- Geodetic
- GIS Data Collection
- ALTA/ACSM
- As-Built
- Boundaries
- Construction Stakeout
- Engineering & Hydrographic
- High-Definition Surveying



Additional Expertise

- Construction Administration
- Cartography
- Geographical Information Systems (GIS)
- Geotechnical Drilling
- Feasibility Studies
- Funding Assistance
- Public Involvement Programs



Our Clients Include . . .

- Federal, State & Municipal Governments
- Colleges & Universities
- Regional Planning Authorities
- US Army Corps of Engineers, USFS, USF&W
- Federal – Military (Air Force, Navy, Army)
- Private-Sector Corporations
 - General Electric
 - Honda of America Manufacturing, Inc.
 - BP Oil Company
 - Goodyear Tire & Rubber Company
 - Ford Motor Company
 - General Mills

Project Approach

Many Disciplines. One Integrated Team.

- Engineering
- Architecture
- Utilities
- Environmental
- Geotechnical
- Surveying



Project Approach

- Engage Diverse Perspectives
- Encourage Innovation
- Emphasize Sustainable Solutions



Sustainable Development

NSPE Code of Ethics (January 2006):

“Engineers shall strive to adhere to principles of sustainable development in order to protect the environment for future generations.”

What is Sustainability?

“A sustainable facility or project is one which by its design, construction and operation makes a minimal draw on non-renewable resources and gives a high priority to protecting the natural environment.”



The Kresge Foundation Green Building Initiative

Go See the Agency



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Come See Us



Interact with the Agency

The Society of
SAME
American Military Engineers

ASCE

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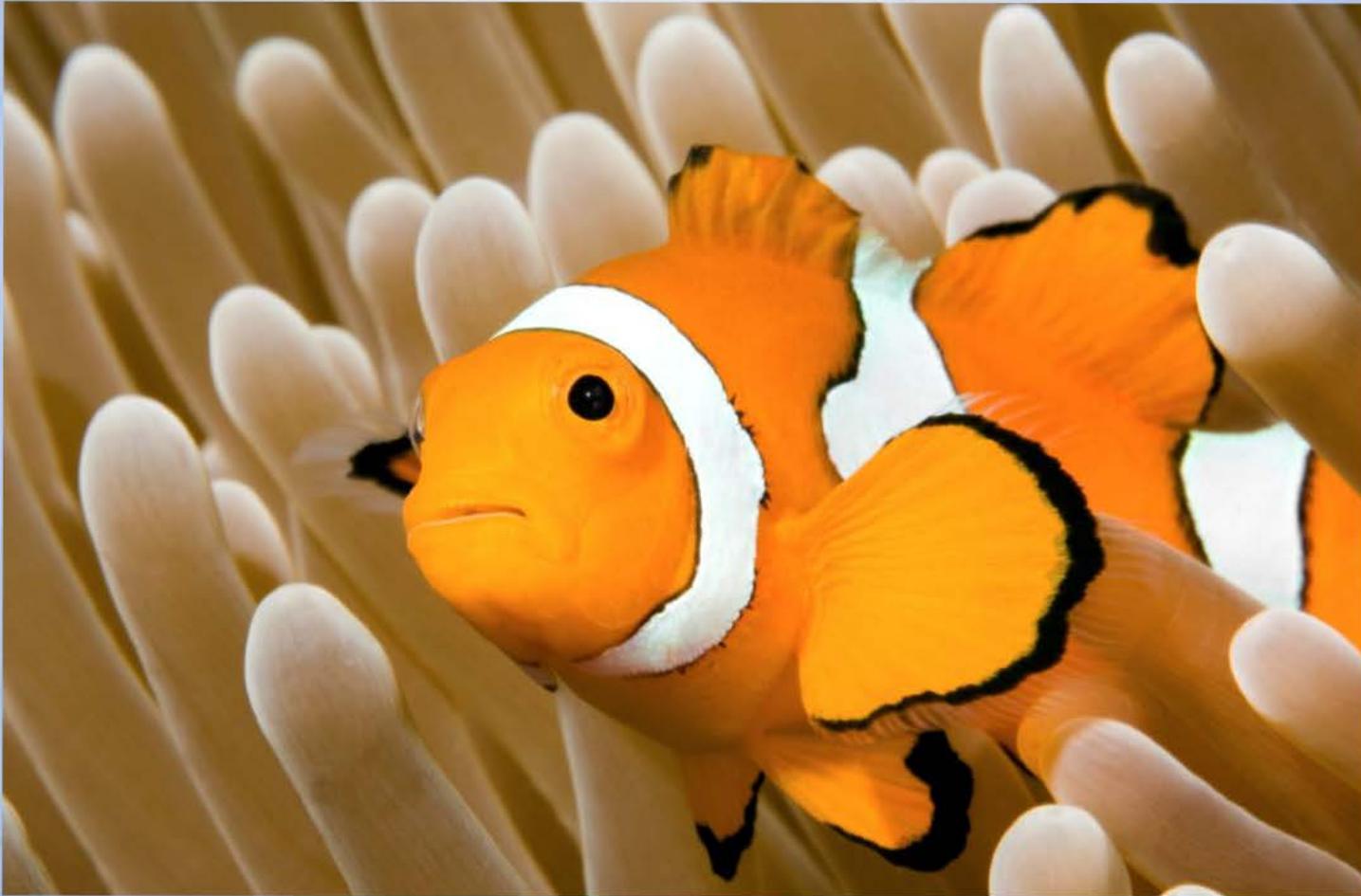


**National Society of
Professional Engineers®**



**ENGINEERS
WITHOUT
BORDERS
USA**

Mutually Beneficial



Long-Term Relationships



**Not a
“one-project”
deal**

Values

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- Client Focus
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BURGESS & NIPLE

Do Your Homework



Know Yourself

1. Am I investing in myself?
2. Am I genuinely interested in others?
3. Am I doing what I love and loving what I do?
4. Am I investing my time with the right people?
5. Am I staying in my strength zone?
6. Am I taking people to a higher level?
7. Am I taking care of today?
8. Am I taking time to think?



Know Your People

- Unleash Their Passion
- Challenge Their Intellect
- Engage Their Creativity
- Praise Effort. Reward Results!



Know Your Competition



Small Business Capability Presentation

- Overview
- Expertise
- Past Experience
- Past Clients



Networking



Don't Primarily Promote Your Firm as a 8a Firm or Hubzone

- Promote what you are passionate about!
- Promote your business not your business status.



Strengths for our Weakness





TEAMWORK

Share Victory. Share Defeat.

Support Team



Stronger Team



You Make us Stronger

- Did you do your homework?



Add Capability

INSTALLING



Add Man-Power



Open Us Up to New Business



What Are Your Strengths?



Responsive

- Alaska Earthquake 2003



GREAT CLIENT FOR 10 YEARS



Geography Strength

- Location, Location, Location
- Local Relationships
- Local Knowledge
- Local Reputation



Expertise Strength

- Niche Firm
- Expert



Meeting Federal Requirements to Win Contracts



Know the Rules



Follow the Rules



Little Fish in a Little Pond



Big Fish in a Little Pond



Big Fish in a Big Pond



Little Fish in a Big Pond

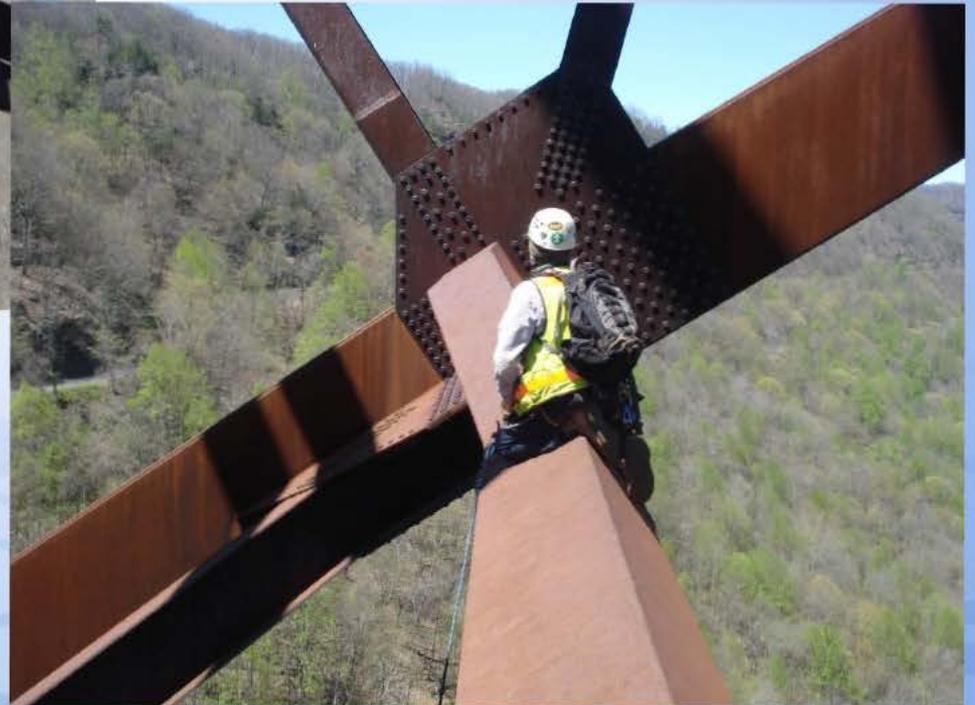


Follow Your Dreams

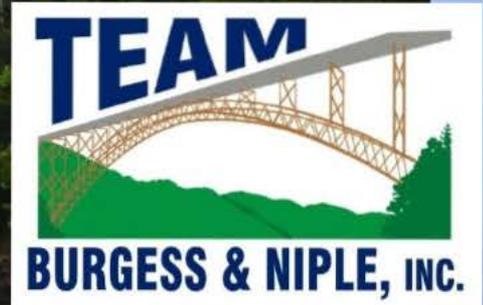


New River Gorge Bridge

Set Your Goals



Be Passionate!



Thank you!

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Questions?

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