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business association

ETEBA Member Meeting

JANUARY 25, 2018

JACOBS

Save the Date:



History

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□ What's the story of the merger/acquisition?

- In December 2017, Jacobs announced the completion of its acquisition of CH2M creating a premier global consulting, design, engineering, construction, operations and maintenance firm providing innovative solutions for a more connected, sustainable world
- Offices in 40+ countries
- 74,000+ staff and craft personnel
- Jacobs and CH2M \$15 billion revenue, combined

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History (continued)

What are the markets in which you intend to sell?

Aerospace	Advanced Facilities	Automotive	Buildings	Chemicals/Petrochemicals
Consumer Goods/Manufacturing	Defense	Environmental	Industrial	Mining & Minerals
Nuclear	Oil & Gas (upstream/midstream)	Pharmaceuticals & Biotechnology	Power & Utilities	Pulp & Paper
Refining (downstream)	Telecommunications	Transportation	Water & Wastewater	

Capabilities

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- ❑ **Environmental & Nuclear** – Expertise in nuclear remediation and full-service environmental capabilities, combined with experience with governmental agencies around the world, creating a leader in nuclear and environmental solutions
- ❑ **Program Management, Construction Management and Operations & Maintenance** – Industry-leading strengths in program and construction management and operations & maintenance
- ❑ **Water** – World-renowned technical expertise in water and a premier global water business with the scale and experience needed to serve growing urban and industrial water needs
- ❑ **Oil & Gas** – In the upstream and midstream oil and gas sectors, our operations and maintenance capability provides a superb opportunity to capitalize on a market upturn, as well as long-term growth in sustaining capital spending
- ❑ **Transportation** – Industry-leading expertise enables us to comprehensively tackle mega-programs spanning aviation, highways, bridges, rail, transit and ports anywhere in the world
- ❑ **Life Sciences & Electronics** – Global leader and diversified integrated project delivery — specifically in clean manufacturing — bringing our clients superior value to enhance their operating performance

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Let's Get Down to Business



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- Impacts on pre-existing contracts/contractors
 - Shared values of safety, sustainability, ethics and integrity as the foundations of trusted, long-term relationships
 - Top priority is uninterrupted service our clients and subcontractors
 - Committed to a seamless transition centered on delivering the comprehensive solutions
 - Reviewed all potential conflicts of interest and immediately initiated safeguards where necessary
- Small business partnering
 - Objective continues to be building and maintaining meaningful partnerships with diverse businesses
- Mentor/Protégé, JV agreements, other contractual mechanisms
 - Six time winner of the DoD's Nunn-Perry award for outstanding Mentor-Protégé program



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What's Relevant to ETEBA?

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- Your opportunity to tell our member companies how to work with you.
 - Complete the online vendor profile at www.jacobs.com/suppliers
 - Schedule face-to-face meeting to discuss opportunities and your capabilities

Thank You!

Presenter Contact Information:

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