



*a Service-Disabled Veteran Owned Business  
Prime Contractor - Navy SeaPort-NxG Contract*

222 West 21st Street, Suite F #214  
Norfolk, VA 23517-1950  
(757) 745-9001  
info@FairwaterLLC.com



## ***Expert business development, proposal and delivery support***

*Fairwater Associates is a small business team builder and a Veterans Administration certified service-disabled veteran-owned business (SDVOSB). With a diverse set of global partners, we assemble winning proposal teams; when our proposals yield an award on federal, state and local government contracts, our clients and partners succeed as well.*

### ***Awarded Contracts***

- 1. (complete) Veterans Administration Counterbalance Forklift Truck (SB prime with MHE OEM manufacturer)*
- 2. (complete) U.S. Post office Contracting Office Support (subcontractor to a procurement services small business)*
- 3. (complete) MSC Global Safety Assessment (SB prime with aviation safety and engineering services companies)*
- 4. (complete) NOAA Spill Analysis Assessment and Creation of Spill Management Program (SB prime with maritime consultancy)*
- 5. (complete) MSC CIVMAR Retirement Planning Sessions (SB prime with several independent Financial Advisors)*
- 6. (ongoing) USN SeaPort-NxG professional services indefinite delivery, indefinite quantity multiple award contract (SB prime)*
- 7. (ongoing) U.S. Army 164th TN Air National Guard Hotel Rooms (SB prime with hospitality consultant and Memphis-area hotel)*
- 8. (ongoing) U.S. Coast Guard 200-foot crane installation (subcontractor to crane services company)*

### ***Past Proposals***

- A. SeaPort-E task order: Expeditionary Combat Skills Training Instructor Services (SB prime with tactical training company)*
- B. eVA portal: Port of Virginia - Video Monitoring Systems (subcontracted to prime to develop/manage/deliver the proposal)*
- C. beta.sam.gov post: USAF Air Mobility Command Strategic Alignment Services (SB prime with 2 boutique consultancies)*
- D. GSA eBuy: Naval Hospital Bremerton ITIL Training (SB prime with Learning Tree International)*
- E. beta.sam.gov post: Dept of Energy Rail Rate Analysis (SB prime with long-term independent consultant partner)*

### ***Current Proposals***

- SeaPort-NxG task order: Naval Service Training Command's NROTC Preparatory Programs (SB prime with recruiting firm)*
- sam.gov post: Veterans Administration - two narrow-aisle forklift trucks (SB prime with MHE OEM manufacturer)*
- eVA post: ERP Consulting Services (SB Prime with two other professional services firms)*
- eVA post: Airport Executive Recruitment Services (subcontractor with two boutique executive recruitment firms)*



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**Reducing costs and improving client performance since 2004**

## Firm Background

**Fairwater Associates is a management consultancy and professional services firm that provides solutions to both commercial and government customers. In the commercial sector, we deliver sourcing, procurement and supply chain services that help clients reduce costs and get the best value from the products and services that support their businesses.**

**In the government sector we leverage our client successes (City of Norfolk, US Air Force, NOAA, and the US Postal Service), our US Navy Seaport-E prime contract and CVE-certified SDVOSB status to pursue diverse opportunities on both independent proposals and efforts with our teaming partners.**

## Service Offerings

### Team and Project Leadership

Directly managed two partners and eight consultants to successfully deliver a safety assessment for a global maritime organization focusing on safety culture and safety management systems.

Negotiated \$17 million in annual savings as part of a multi-phase strategic sourcing project to outsource gas pipeline construction services valued at \$88 million annually.

### Training and Communication

Designed classroom training courses and delivered face-to-face training to more than 500 students for global sourcing software application implementation at a Fortune 50 technology company.

### Relationship Management

Led matrixed client team in design and execution of new procurement strategy for engineering and technical services--achieving over 25% savings and more than doubling the 10% client target.

Assured savings of 30% to 60% on baseline requirements of \$8.5 million through negotiations with 30 video surveillance and FCC-licensed radio suppliers following outreach to more than 120 initial vendors.

## Recommendations

*"... highly organized, detail oriented and process driven, helping guide our team to a successful completion."*

Scott Milanowski, Director Utility Transformation - OG&E

*"...outstanding....a trusted and reliable source for consulting services."*

Don Dougherty, Managing Partner - Denali Group

*"...advocate of the client....approached assignments in a professional, caring and dedicated manner....was as vested in a successful conclusion as the clients themselves."*

David Mirliss, President - SMS Group Services

## Firm Focus Areas

Project Management  
 Cost and Cycle-Time Reduction  
 Process Improvement  
 International Sourcing  
 RFP/RFQ Development  
 e-Sourcing Development  
 Reverse Auction Strategy  
 Contract Drafting & Review  
 Spend Analysis  
 Implementation Support  
 Training Design & Delivery  
 Knowledge Transfer

## Representative Clients

American Airlines  
 American Home Shield  
 BHP Billiton  
 Cequel Consulting  
 Denali Group  
 FirstGroup USA  
 Hertz  
 Hewlett Packard  
 Newmont Mining Company  
 Oklahoma Gas & Electric  
 Puget Sound Energy  
 QBE the Americas  
 ServiceMaster  
 Tenzing Consulting  
 TranspacAccess  
 WMC Limited

## Supported Software

Ariba  
 Emptoris  
 Ista  
 PurchasingAuctions  
 SAP  
 TelcoSource