

Doing Business In 2011 And Beyond

Sophia Green-Robinson

*Parsons, Business Development
Manager*

San Francisco, California



2011 Bus & Paratransit Conference

Parsons Organization

- Employee Owned Company
- Over 12,000 Employees Worldwide
- Four Global Business Units
 - Parsons Transportation Group
 - Parsons Water & Infrastructure
 - Parson Infrastructure & Technology,
 - Parsons Commercial Technology



Parsons Transportation Group

Four Divisions

Rail Transit Systems

Road & Highway

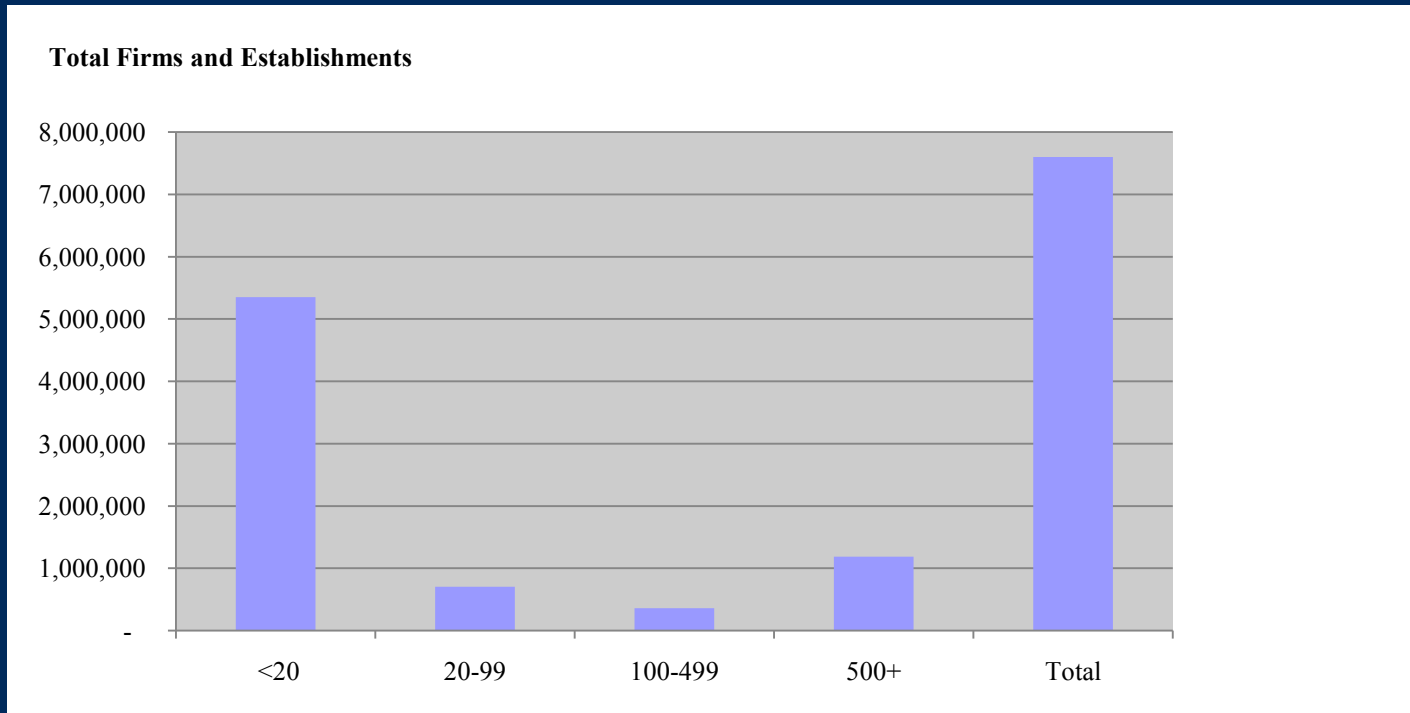
Bridge & Tunnel

Aviation

Each Division has a Business
Development Team



United States Firms And Establishments 2008



SOURCE: 2008 County Business Patterns

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The Small Business Outlook and The Economy

	2008	2009	2010	2011
National Unemployment	7.3%	9.9%	9.4%	9.0%*
Hispanic/Latino Unemployment	7.6%	12.1%	13.0%	11.1%*
African American Unemployment	10.1%	14.8%	15.8%	16.1%*

*As of April 2011

SOURCE: Bureau of Labor Statistics and US Dept. Of Labor



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Transit Opportunities on the Horizon

Opportunities	Certain Characteristics
United State Higher/High Speed Rail	>\$500 billion estimated capital cost
Streetcar	22 cities considering (construction possible within 2yrs). As many as 80 cities into the future.
Bus Rapid Transit (BRT)	15 cities with major systems. Numerous others considering.
Light Rail	Variety of new/extension projects around the United States
Transit Oriented Development	TBD based on project requirements/needs



New DBE Rule Changes And the Prime's Role

- ▶ Collaboration
- ▶ Reporting
- ▶ Monitoring
- ▶ Record Keeping



Maximizing Opportunities and the New DBE Rules

- ▶ Understanding the Rules and their Intended Application
- ▶ Consistency and Uniformity
- ▶ Maximizing Meaningful Participation
- ▶ Managing Expectations
- ▶ Assessing the Cost



Teaming and the New DBE Rules

- ▶ What We Look For In A Sub
- ▶ Where Do We Look For A Sub
- ▶ What Will Work Best In Teaming



Applying Lessons Learned To Maximize Participation Under the New Rules

CASE STUDY A	CASE STUDY B
No Certification	Certified and/or Familiar with Process
Slow Document Delivery	Identifies Potential Opportunities and Related Requirements
Over Committed	Includes Prime In Local Events
Does Not Look Beyond Project	Careful Not To Over Commit/Sell
Does Not Demonstrate Self Reliance	Participates In Programs
	Regularly Meets with Team (PM)
	Participates in Proposal Effort



Conclusion



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