



## We Match Client Capabilities to Opportunities

Our pool of permanent staff and 65 senior associates provide our clients with technical expertise in project management, strategic planning, and technology-based solutions for government and commercial projects.

Our 85%-win rate in the past 10 years has captured 19 DOE prime contracting opportunities valued at over \$70B.

## Our Approach is Simple

- Partner with our clients
- Understand our client needs, commitments, and objectives
- Listen to our client's issues
- Provide the talent and processes that add value and deliver productive and appropriate solutions

## Contact Information

**Duane Schmoker**, Managing Director  
 509.727.1291  
 schmoker@sterlingecg.com

**Darren Shank**, Executive VP, Business Development and Strategy  
 509.947.7235  
 darren.shank@sterlingecg.com

**Edgardo Berrios**, Senior VP of Business Development  
 509.392.9670  
 e.berrios@sterlingecg.com

710 George Washington Way, Suite G  
 Richland, WA 99352

[www.sterlingecg.com](http://www.sterlingecg.com)

## ABOUT US

SE&C is a woman-owned, small business (WOSB) headquartered in Richland, WA that provides executive management and technical consulting services in the DOE, DoD, and FEMA industries. We have satellite offices in Idaho Falls, ID and Albuquerque, NM.

### CORE CAPABILITIES

- Dynamic support to help our clients discover and plan thier strategy and vision
- Expertise in the DOE industry: nuclear waste operations, treatment, first-of-a-kind technology, disposal, transportation, and decontamination and decommissioning
- Confidential and trustworthy consulting services in the DoD industry
- Robust technical services to strategize innovative solutions and deliver clear visions to succeed in the global energy market
- Hard-driving, factual approach to commercial success
- Detailed efforts to plan and execute FEMA recovery efforts
- Thorough planning and execution of contract transitions
- Fair and balanced labor relations facilitation

### AREAS OF EXPERTISE

#### **Strategy Development and Positioning**

- Pipeline development and strategic approach to capture tactical opportunities
- Capture strategy development, business vision, and teaming agreements
- Technical solutions development and implementation, preparation of trade-off studies

#### **Proposal Development**

- Tailored application of *theEdge2Win* Proposal Process
- Proposal management and support functions
- Proposal cost volume development (estimators, schedulers, cost analysis)
- Contract transition management, planning, and SME support

#### **Engineering and Technical Support**

- Engineering and design solutions for process/operating systems
- SMEs in technology assessments, integration, and deployments
- Conduct/support and facilitate technical design and equipment fabricability, installation, and operability reviews
- Technology development, readiness assessments, and maturation plans

#### **Project Management**

- Resource identification and assignment
- Performance reporting and change control
- Change control for proposals, scheduling, estimating, cost evaluations, and analysis

#### **Operations Support**

- Facility commissioning and startup
- Operational readiness reviews/readiness assessments
- Procedure development, training, and implementation
- Radioactive material management; waste characterization, packaging, storage, transportation and disposal
- Management assessments, de-bottlenecking, and troubleshooting technical and management processes
- Process optimization/improvement
- Culture change, workforce surveys, and team building



SE&C is an exclusive member and contributor to *theEDGE*, a competitive advantage and approach to position, capture, and/or grow in the DOE industry ([www.theEDGEwins.com](http://www.theEDGEwins.com))