Networking with Large Prime Contractors

- Timing
- Go with who you know
- Center by Center
- Team composition
- Five year relationship
Networking with Large Primes

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Parsons

**core services**
- Consulting
- Planning
- Design
- Construction
- EPC/DFI
- System Integration
- Operation & Maintenance
- Program Management
- Construction Management
- Equity Investment / P3

**global markets**
- Infrastructure
  - Airports
- Bridge & Tunnels
- Ports & Harbors
- Rail & Transit
- Roads & Highways
- Building & Land Development
- Intelligent Transportation Systems
- Industrial
  - Communication
- Energy & Chemicals
- Environmental
- Vehicle Inspection & Compliance
- Water & Wastewater
- Theme Parks
- Defense & Security
- Systems & Training
- Hazardous Remediation
- Base Operating Services
- Intelligence
- Cyber Security
- Border Control

**core values**
- Safety
- Quality
- Integrity
- Diversity
- Innovation
- Sustainability

- 70+ years
- Nearly 14k employees
- 3+ billion annual revenue
- 12k degrees
- 5 continents
- 80+ languages
Networking with Parsons

• Capability statement – brief and direct
  What you do?
  Who you work with?
  Where?
  Research/studies?

• Strategic initiatives

• Where can we work together?
  Technology
  Clients