

# Laury/TMG

With our company you can be sure that your utility infrastructure is in good hands. You can count on Laury/TMG to deliver. Our expertise in the utility industry and proven track record of success make us the perfect partner for your next project

We take pride in providing expert guidance through every stage of engineering processes. With over 18 years of experience, we excel at delivering quality projects on time and within budget while meeting all industry standards and requirements

Our Qualifications – We are licensed under the California public Utilistic Commission(CPUS) Minority Business Enterprise (MBE

# What We DO

As a leading provider of Engineering, Procurement, Construction Management, and technical support services, we focus on developing best practices; engineering innovations; project execution; risk management strategies; budgets; schedules; scope definition and control; subcontractor selection; environmental planning; preliminary design services; program management; design coordination; value engineering; quality assurance services; project closeout.

# What We Offer

- Grid Defense – Using state-of-the-art technology we, engineer safe, reliable and effective relays, and SCADA technologies to defend your grid.
- Safety – We believe that safety is a priority. To emphasize this, we incorporate the highest safety standards in all our projects to ensure safe and proper project execution.
- Affordability – We strive to deliver your penny's worth in every project. We procure, integrate, and commission cost-effective engineering designs.

# Why Work With Us

- As an industry leader we take into consideration what we add to your company and business as a whole.
- Choosing to partner with a bigger company can be considered tasking for many up and coming companies that are looking to make a name for themselves. At Laury/TMG we are the cushion you need to make the right transition.
- We will provide you with the right equipment including but not limited to:
  - Cabling
  - Bending Equipment
  - Conduit
  - Test And Measurement
  - Saws and Cutting

# Laury Products

TRANSMISSION	DISTRIBUTION	GENERATION	SMART GRID SOLUTION
<ul style="list-style-type: none"> <li>• SCADA system design and implementation</li> <li>• One Line, Three Line engineering and wiring/panel design</li> <li>• Communication configuration and setup (TCP/IP,Modbus,RS485,DNP)</li> <li>• Relay protection upgrades</li> <li>• Relay Setting Review</li> <li>• NERC CIP review for Physical and IT Security compliance standards</li> <li>• Substation startup and Electrical Acceptance Testing</li> <li>• Blocking/Unblocking Schemes, Pott Schemes, Pilot Wire</li> <li>• Access Control Design and Implementation</li> </ul>	<ul style="list-style-type: none"> <li>• Feeder, Bus, and Transformer Protection</li> <li>• SCADA system design and implementation</li> <li>• One Line, Three Line engineering and wiring/panel design</li> <li>• Communications configuration and setup(TCS/IP,Modbus,RS485,DNP)</li> <li>• NERC CIP review for physical and IT Security compliance standards</li> <li>• Relay Setting Review</li> <li>• Access Control Design and Implementation</li> </ul>	<ul style="list-style-type: none"> <li>• Generator protection design and commissioning SEL-700GT,SEL-2411)</li> <li>• Engineering, Installation, and Commissioning for Water Treatment Plants Steam Generation plants Chilled water</li> <li>• Power generation plants one Line, Three Line engineering and wiring/panel design</li> <li>• SCADA system design and implementation Access Control Design and Implementation</li> <li>• Relay Settings Review</li> </ul>	<ul style="list-style-type: none"> <li>• Our team has experience with wiring and installing electrical devices for fully testing, in a lab environment, scenario of written Test Plans associated with Smart Grid metering installations.</li> <li>• Experience with program development, using vendor software, to identify and implement time-of use(TOU) rates, electric vehicle(EV) rates, and photo-voltaic(PV) rate schedule.</li> <li>• Can assist with Advanced Metering Infrastructure (AM) deployment, including but not limited to, single phase 120/240 residential meter to 120v 3phase self-contained meters.</li> </ul>

# TMG Products

- M/E/P Consulting (Mechanical/Electrical/Plumbing)
- Controls Engineering & Integration
- Commissioning (Cx)
- Automated Commissioning (ACx)
- Existing Building Commissioning (EBCx)
- Quality Inspections & Independent Reviews
- Operations & Maintenance (O&M)

# TMG Software

- Energy Analysis (EA)
- Fault Detection & Diagnostics (FDD)
- Building Automation System (BAS) Solution
- Water & Wastewater Solution
- Commissioning Process Management

# Market Size

The global engineering procurement construction market is expected to grow at a CAGR of 4.13% during the forecast period. The market is driven by factors such as the increasing demand for infrastructure development and the need for cost-effective construction methods.

The market presents an opportunity for Laury/TMG to expand our business by providing engineering, procurement, and construction services. We have a strong presence in the United States and has a well-established reputation in the industry. Laury/TMG is well-positioned to take advantage of the growing engineering procurement construction market and expand their business.

With the increased interest in urbanization and utility construction, the EPCM industry as of 2022 is estimated to have a potential growth of \$425.06 billion between 2022- 2026. The Growth momentum and CAGR are accelerating at 4.13%. Some of the top pricing models in this industry are credited to time and material pricing. The cost-plus model closely follows this.

The key consumer countries are North America, Europe, and APAC. Within the EPCM market the top supplier selection criteria is based on a number of key elements that we at Laury/TMG ensure we have covered. These are:

- Acceptance criteria
- Business needs
- Change management procedures
- Evaluation criteria
- Legal requirements
- Operational requirements
- Penalty clauses
- Pricing models
- Quality control
- Regulatory mandates
- Security compliance
- SLA nuances
- Technical specifications



# Our Competition

- Vinci

Vinci is a construction and engineering company. They build roads, bridges, tunnels, and airports. They also help with the maintenance of these structures. One of their main services is helping to repair damage caused by weather. This can include fixing potholes or repairing cracked pavement.

They also help with disaster relief efforts. This can involve building temporary shelters or repairing damaged infrastructure. Vinci is a large company with a lot of resources. This allows them to respond quickly to weather-related emergencies.

- ACS Group

ACS Group is a global leader in engineering and construction services. With over 50,000 employees in more than 100 countries, ACS Group provides a comprehensive range of services to a wide range of industries. ACS Group's businesses include infrastructure development, industrial facilities, power plants, oil and gas facilities, and commercial and residential buildings.

The company operates in the Middle East, North Africa, Latin America, Europe and Asia Pacific regions. ACS Group has received international recognition for its long-term commitment to sustainable business practices and was awarded with several prestigious prizes including the International Finance Corporation's (IFC) Award for Sustainable Business Leadership and China Environmental Protection Ministry's National Environmental Quality Prize

- Bechtel

Bechtel is a global engineering, construction, and project management company. They operate in the oil and gas, mining, power generation, communications, and government sectors. Founded in 1898, they are headquartered in San Francisco. They have completed more than 25,000 projects in 160 countries on all seven continents. These projects include airports, bridges, tunnels, mines, oil and gas fields and pipelines. Bechtel's employees come from many different disciplines including engineers, geologists, mechanics and welders.

Bechtel operates in 160 countries worldwide with offices across North America; South America; Europe; Africa; Asia-Pacific; Middle East & Turkey; India & South Asia; Central & Eastern Europe as well as China.

# The Team

- Managing JV Member – Frederick Laury
- JV Member – Clement T. Milbourne, P.E

# Contact Information

- Visit us today. We are at 1000 NC Music Factory Blvd. Suite C6, Charlotte, NC 28206.
- Our TMG offices are in North Carolina and Maryland. The addresses for both locations are 401 Hawthorne Lane Ste 110/170, Charlotte, NC 28204 and 2812 George Hilleary Terrace, Upper Marlboro, Maryland 20774, respectively.
- You can also contact us via our contact form on <http://www.laurytmg.com/contact-us/>
- If You need to get through to our TMG offices directly, you can reach us through phone, fax, or our official website. Phone: 704.918.1914, Fax: 704.859.5135, Website: [www.TMG-CE.com](http://www.TMG-CE.com)

# Previous Works And Performance

## Engineer Procure Construct Duke/PNG Telecom/SCADA Infrastructure

- Duke Telecom SCADA and LNG Sustainability Project - Complete EPC of Telecom/SCADA infrastructure upgrade for PNG LNG Portfolio in South Carolina. This project awarded multiple task order contracts. As of the 1<sup>st</sup> Quarter of 2022 a total of \$858,000.00 was spent on the project.
- Duke Project Scoping Support – As an integrated member of the Duke Energy Engineering and Projects Team LauryTMG performs field evaluation, analysis, equipment selection and design recommendations for O&M projects. For this part of the project multiple Task order contracts were awarded.
- The Duke Energy Site Assessments were performed between 2016 to December 2019. The complete contract cost \$4,200,000. The cost was fixed for this project, this was agreed on by the client. Doing this allowed the client to forecast all costs with no overages. This project was broken down into:
  - NERC CIP LERC Physical Perimeter (PSP) 1.3M**
    - \* Full substation review of Physical Security requirements per CIP-003
    - \* Approximately 300 walkdowns
    - \* Site assessment of entire substation site.
    - \* Identified and documented potential violations
  - NERC CIP IT503 Assessment (1.7M)**
    - \* 420 site walkdowns completed in 8 weeks
    - \* Located and removed all dial-up modems
    - \* Identified all BES Assets
    - \* Covered all Duke territory except Florida

# Turn-key SCADA

- Complete EPC of SCADA controls for a 100,000 gallon/day extended aeration waste-water treatment plant. Design documents included P&IDs, wiring diagrams, instrument connection diagrams, and programming for the Allen-Bradley PLCs.
- Approximately 15 VFDs were used throughout the plant and fully integrated into the system. Included control and synchronization of 21 Lift Stations. Data was aggregated and creation of state required reporting was automated.
- Project Total: \$950,000.00

## Controls Design: Boeing

- Instrumentation & Controls: AFT Building
- Central Plant Control and Instrumentation Design
- Developed P&ID Drawings
- Developed Central Plant Start up scripts and Commissioning Plan
- Awarded: Multiple Task Order Contracts

# USDA SATOC

The USDA SATOC project commenced in December 2016 and is still on going. The total cost of the project costs \$19,871,309.92. The complete scope of this project includes:

- Full Operations & Maintenance
- Central Plant Operations
- Electrical systems O&M
- HVAC Systems O&M
- Janitorial
- Capital Improvement Project Management
- Central Maintenance Management System Implementation.
- Armed Physical Security Services
- 24/7 Central Monitoring

# GSA HOTD - GSA's Heating Operations and Transmission Division (HOTD)

- Serves: The Smithsonian's and other federal building between 1<sup>st</sup> and 27<sup>th</sup> Streets along the National Mall.
- Co-generation Plant
- Chilled Water Plant
- Services performed annually:
- Central Plant Demonstration of Performance
- SCADA tuning
- Multiple Award Task Orders

# Recommendations

***“I would assign work to Laury TMG and had the utmost confidence the work would be completed per scope and to our high standards..... In closing, I personally could not identify a better company, or better group of people to complete a NERC CIP Project for you”***

Gregory Vandetta, MPM,  
PMP Project Manager  
Duke Energy – Transmission, NERC CIP

***“After working with Laury TMG during the Medium site implementation, I strongly recommended Laury TMG to provide scoping and site assessments for the NERC CIP- 003..... Safety is the number one priority when working with Duke Energy and Laury’s team demonstrated the highest level and awareness for safety”***

Deborah Parker, PMP  
Senior Project Manager  
Enterprise Program Manager for NERC CIP

***“With their vast knowledge of NERC CIP and substation layouts they were instrumental in gathering the information that we needed but also in giving us critical advice that would prevent mistakes that could have possibly been violations..... Laury TMG also demonstrated one of the highest levels of safety that I have seen from a company in this industry”***

Cedric M. Wilson  
Sr. IT | Telecom Analyst  
Implementation Coordinator  
Field Services



# MSA Recommendation

Laury TMG is a North Carolina local and diverse supplier with highly experienced team. Laury TMG is a strong incumbent Duke Energy Engineering supplier and is currently listed as a Specialty Supplier for Transmission. Laury TMG perform high quality, fast and responsive work in many disciplines including P&C, SCADA, scoping support, site assessment and physical security.

David Coates,  
EEoC Program Manager,  
TCO Strategic Sourcing