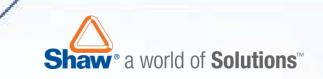
Shaw® a world of Solutions

Beyond Parking Meters

Does Managed Competition Generate Better Service?

Shaw Environmental & Infrastructure



Corporate Profile

The Shaw Group Inc.[®] is a leading global provider of engineering, design, construction, technology, fabrication, remediation and support services for private sector and government clients in the energy, chemicals, environmental, infrastructure and emergency response industries.

- Headquarters: Baton Rouge, LA
- Stock Ticker: NYSE: SHAW
- Number of employees: 27,000
- FY 2010 Revenue: \$7 billion
- Website: www.shawgrp.com



FORTUNE

TOP LARGES

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#309

- What do you mean by better?
- How much time do you have?
- Are you trying to improve a specific service or the ability of the government to deliver all key services?
- Do you really think public employees can win?
- What action will you take if they don't?

- What do you mean by better?
 - -Modernize infrastructure
 - -Improve service and convenience
 - Increase revenue
 - -Reduce long term liabilities
- Sound Great?
 - -Chicago Parking Meter Deal
 - Citizens and bureaucrats don't necessarily see eye to eye (NY City Center on Municipal Government Performance)

- What do you mean by better?
- How much time do you have?
 - -Many governments do not
 - Measure performance
 - Calculate the full cost of services
 - Benchmark
 - Have clearly defined service expectations

- Are you trying to improve a specific service or the ability of the government to deliver all key services?
 - Limited past measurement probably means lots of opportunity for improvement
 - -State and local governments across the country are facing chronic structural deficits
 - -60% to 80% of costs are tied to personnel
 - -Most services are discretionary

- Do you really think public employees can win?
 - -Cost structure
 - -Capital investment
- What action will you take if they don't?
 - -Reduce cost
 - -Redeploy resources

Where To Start?

- Mission support services
- Service expansion
- Services with clear opportunity for competitive benchmarking
- Funds where the need is clear and the impact will be material

Questions

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