



Breaking into the Nuclear Power Plant Supply Chain:

Steps to Successfully Entering the Nuclear Market Place



NIC/ETEC Nuclear Supplier Workshop
Pollard Technology Conference Center

September 6, 2017
11:30 a.m. - 12:15 p.m.

Presented By:

H. M. Hashemian, Ph.D.
President and CEO
AMS Corporation
Knoxville, Tennessee





Step 1: Know Your Business

I&C TESTING



ROD CONTROL



CABLE



EMC/WIRELESS



OLM



We Service Over 100 Nuclear Facilities Worldwide

North and South America

- U.S. Fleet
- Brazil
- Canada
- Mexico

Europe

- Bulgaria
- Czech
- Slovenia
- Spain
- Switzerland
- UK

Asia

- China
- Korea
- Taiwan

Middle East and More

- UAE
- Australia
- Russia
- South Africa





Step 2: Understand Opportunities and Challenges

Low Demand →

Renewable
Subsidies →

High Cost of
Nuclear →

Waste Disposal →



← Pro-Nuclear
Administration

← Environmental
Benefits

← Diversity of
Energy Supply

← Contribution to
National Security





Step 3: Explore All Opportunities

- Maintaining the existing fleet
- Subsequent license renewals
- Newcomer countries
- Partnerships with other firms
- SMRs and Advanced Reactors
- Non-power nuclear business
 - Clean-up and decommissioning
 - Nuclear defense
 - Nuclear security
 - Nuclear Navy (U.S., U.K., Brazil, and elsewhere)
 - Research Reactors
 - Nuclear Fuel Facilities





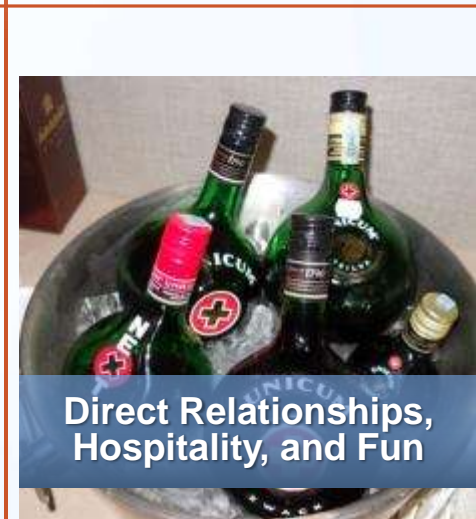
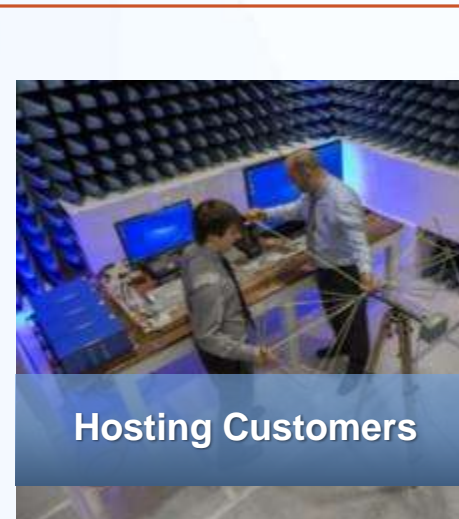
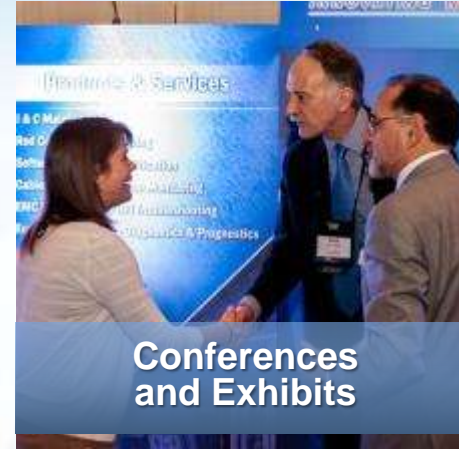
Step 4. Know What Works for You

- ✓ Networking and Personal Relationships
- ✓ Good Track Record
- ✓ 24 / 7 Availability and Fast Response Time
- ✓ Continuous R&D Projects
- ✓ Strong QA Program, A2LA Certification, NRC Approval





Step 5. Take Advantage of All Networking Opportunities





Step 6: Grow Your Workforce

AMS Has Hired 14 New Employees in 2017 to:



- Fuel the Existing Business
- Prepare for the Future
- Saturate Existing Market
- Explore Other Markets





Step 7: Make Marketing Everybody's Business



1-5 Years



5-10 Years



10-15 Years



>15 Years





Breaking into the Nuclear Power Plant Supply Chain:

Steps to Successfully Entering the Nuclear Market Place



Thank You!

Questions?

