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1.133 M.Eng. Concepts of Engineering Practice

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# Company Profile: Jones & Stokes

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Percy Link

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10/31/07



# Jones & Stokes: Company Background

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- Environmental consulting firm based in Sacramento, California
  - Over 500 employees and 18 offices in 8 states in western US
- Services:
  - regulatory compliance
  - natural resources management
  - habitat conservation plans
  - water resources management
  - community and transportation planning
  - ecosystem restoration
  - energy and environment
  - biometrics
  - climate change
  - cultural resources
  - GIS and graphics services



# Business Idea

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- Founded in 1970 in response to the need created by the National Environmental Policy Act and the California Environmental Quality Act
- Mission: to provide “scientifically accurate, innovative, and practical solutions to [clients’] environmental challenges”



# Distinctive Competencies

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- High standards of performance
- Many fields of expertise - diverse backgrounds of the company's employees:
  - Biologists
  - Planners
  - Natural resources managers
  - Cultural resources specialists
  - Economists
  - Engineers
  - Attorneys and regulatory specialists
  - Applied information technologists
  - Technical writers, editors, and graphic artists



# Competitive Advantage

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- Cost advantage: cost-effective work
- Differentiation advantage:  
highlighting distinctive  
competencies



# Future Challenges and Issues

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- Increasing demand for its services
  - Esp. water resource planning in western US
  - Also energy and environment, climate change
- Possibility of increased number of competitor companies



# Information Sources

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- Company website:  
[www.jonesandstokes.com](http://www.jonesandstokes.com)
- Company awards:  
<http://www.caprep.com/b0306014.htm>
- ENR top environmental firms:  
[http://enr.construction.com/people/topLists/topEnvDesign/topEnv\\_101-150.asp](http://enr.construction.com/people/topLists/topEnvDesign/topEnv_101-150.asp)