

William Tualau Fale

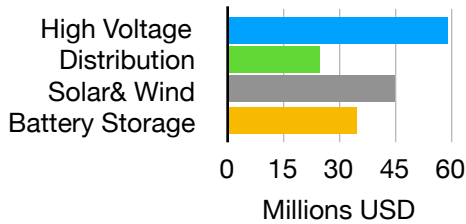
Electrical Utility
Executive

WilliamTualauFale.com

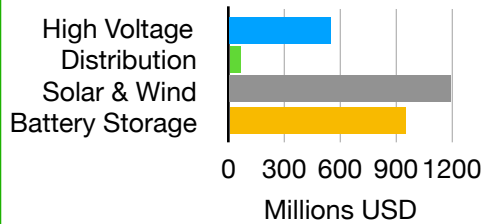


An experienced Electrical EPC Executive with a diverse background in full EPC Services in EPC High Voltage Transmission Lines, EPC Substations, EPC Solar Generation, EPC Battery Storage, and EPC MicroGrids. A proven track record of building from the ground up front end of EPC activities including Business Development, RFP Analysis, Proposal Development, Subcontractor qualification, EPC Design Progression, Procurement Development, Design Phase, and building out EPC teams from the ground up for Business Development and Pre-Construction in the fast pace renewables EPC Market.

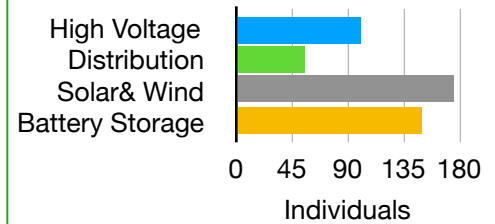
Electric Fleet Size Managed



Cumulative Project Values



Project Team Size

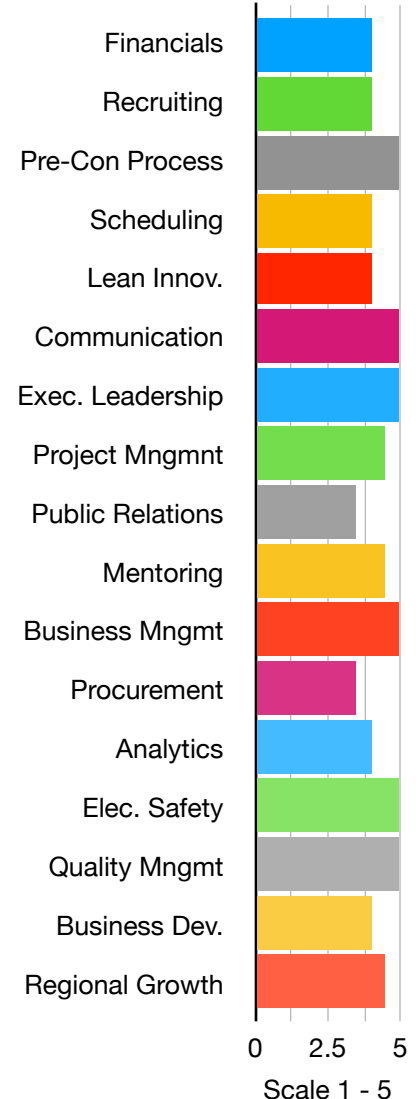


Recent Electrical Work Experience

VP Pre-Construction & BD, Babcock & Wilcox (\$1B Annual Rev.), 2022-Present

- Executive lead overseeing all Solar and Energy Storage EPC proposals, estimating, procurement, post award change management, subcontractor management, and engineering management.
- Executive lead overseeing Business Development with domestic and international customers ranging from largest US based Utilities, largest US Based Renewables Developers, and International Renewables Developers.
- Executive lead over the entire US Solar and Energy Storage business development strategy, proposal strategy, and post award execution of award prior to operations mobilization for project execution.
- Executive lead in building out small EPC Solar acquisition into a national Solar EPC in hiring, business culture, and overall vision for Pre-Construction and Business development
- Grew solar business revenue from \$30M USD to current track of \$350M+ USD in first year.
- Identified organizational needs for business structure, process development, and teams for proposal management, procurement, scheduling, subcontractor development, and pre-construction management team to successfully enter and complete in US Solar and Battery Storage markets.
- Identified key positions for the building of the Pre-Con portion of the business and led the recruiting of Pre-Con team from ground zero, improvement of RFP Processes, Proposal Strategy, Risk Management. Recruited and staffed entire Pre-Construction management, Estimating, and BD teams.

Skills Overview



Recent Electrical Work Experience

EPC Project Manager & BD Manager, M.A. Mortenson (\$6B Annual Rev.), 2019-2022

- Texas and National Lead on project values between \$15M to \$65M Engineer, Procure, and Construct (EPC) Asset Management and Project Management for American Electric Power (AEP) Utility Projects.
- Power Delivery Group project of the Year 2020, 350MW Greasewood Solar with 345kV Substation.
- Operating Group Champion for Capacity Management overseeing hiring strategy, lean process improvement, and overall staffing approach.
- Diverse project mix i.e. Wind 345MW , Solar 1GW, High Voltage Transmission Lines up to 345kV, live utility distribution line upgrades, Substations up to 345kV, and Utility Scale Battery Storage up to 2GW of battery storage.
- Project budget oversight, equipment & fleet management, electrical safety, financial projections, overall Team Member development and progression.
- Spearheaded ERCOT Solar Project Interconnection Process integration on behalf of the organization as part of ERCOT Checklists 1, 2, and 3 including successful creation and execution of Interconnect process.
- San Antonio Regional Office Leader spearheading recruiting and all business coordination of Solar, Wind, Battery Storage, Engineering, EV Charging, and HV EPC Projects throughout the SW and the USA depending on

EPC Project Manager, Mastec (\$11B Annual Rev. & Fortune 500), 2017-2019

- Mastec's lead EPC Manager in ECSL a Mastec & Sargent Lundy joint venture pursuing executing AEP Projects throughout Virginia, West Virginia, and Texas (\$200M Portfolio).
- Developed specialty craft planning and task management tool to improve productivity, quality, and safety by improving electrical work processes.
- Regional Recruitment and Business Development Lead resulting in repeat work in the region and nation wide with AEP and leading to the formation of Mastec's WV Regional Office.

Education & Professional Certifications

Western Governors University, Masters Business Management, MBA, 2021

Brigham Young University, B.S. Construction & Facility Management, 2012

OSHA 30, OSHA 10, OSHA-ET&D 20, NFPA 70E (2018) Electrical Safety,

CPR Certification, US Army Corps of Engineers Quality Management Certification

Languages

1. English - Native Speaker. 2. Tongan - Native Speaker. 3. Spanish - Professional