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Doing Business with FEMA

How to Succeed Before, During, and After a Disaster

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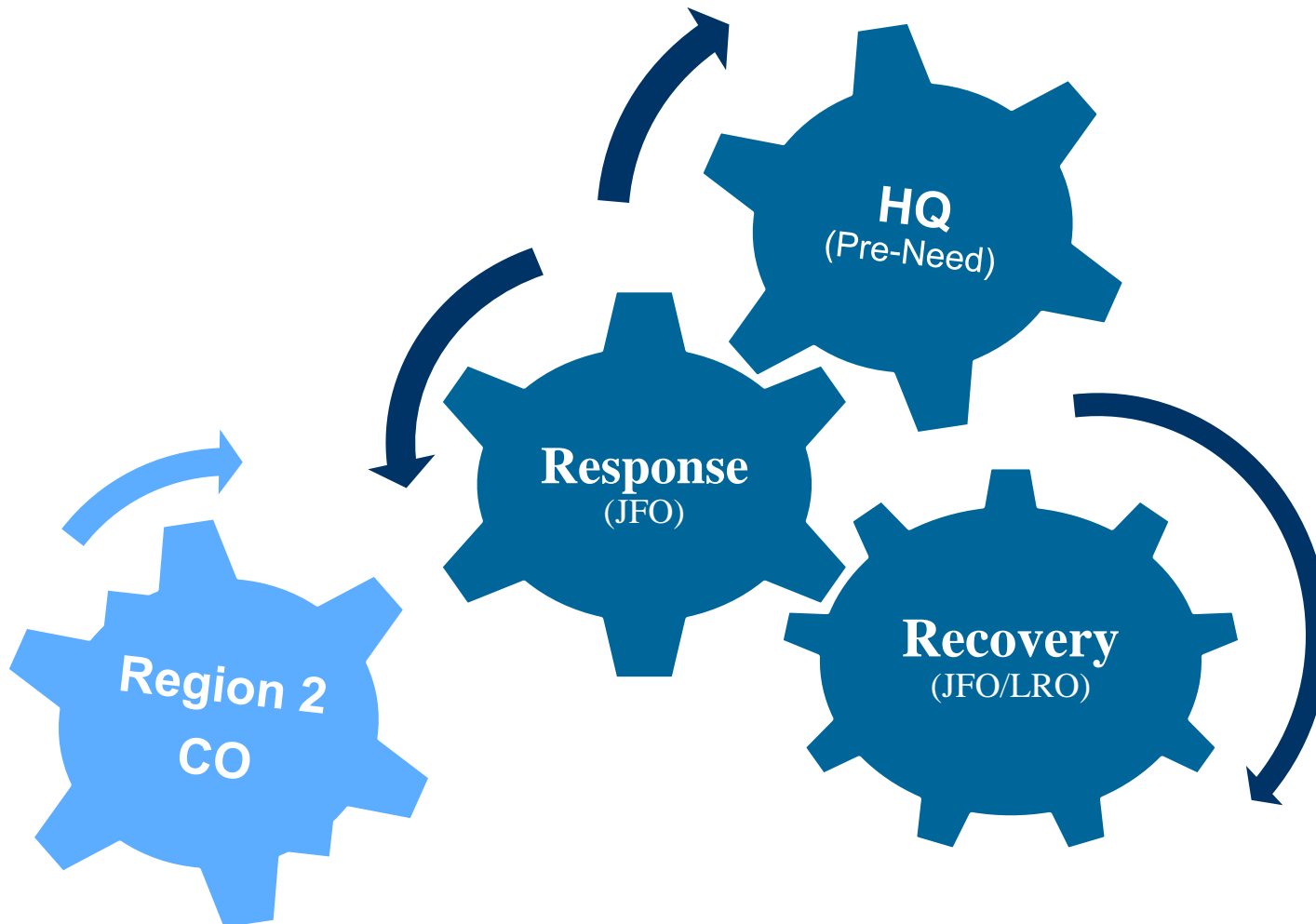
FEMA's Mission



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FEMA Contracting Opportunities



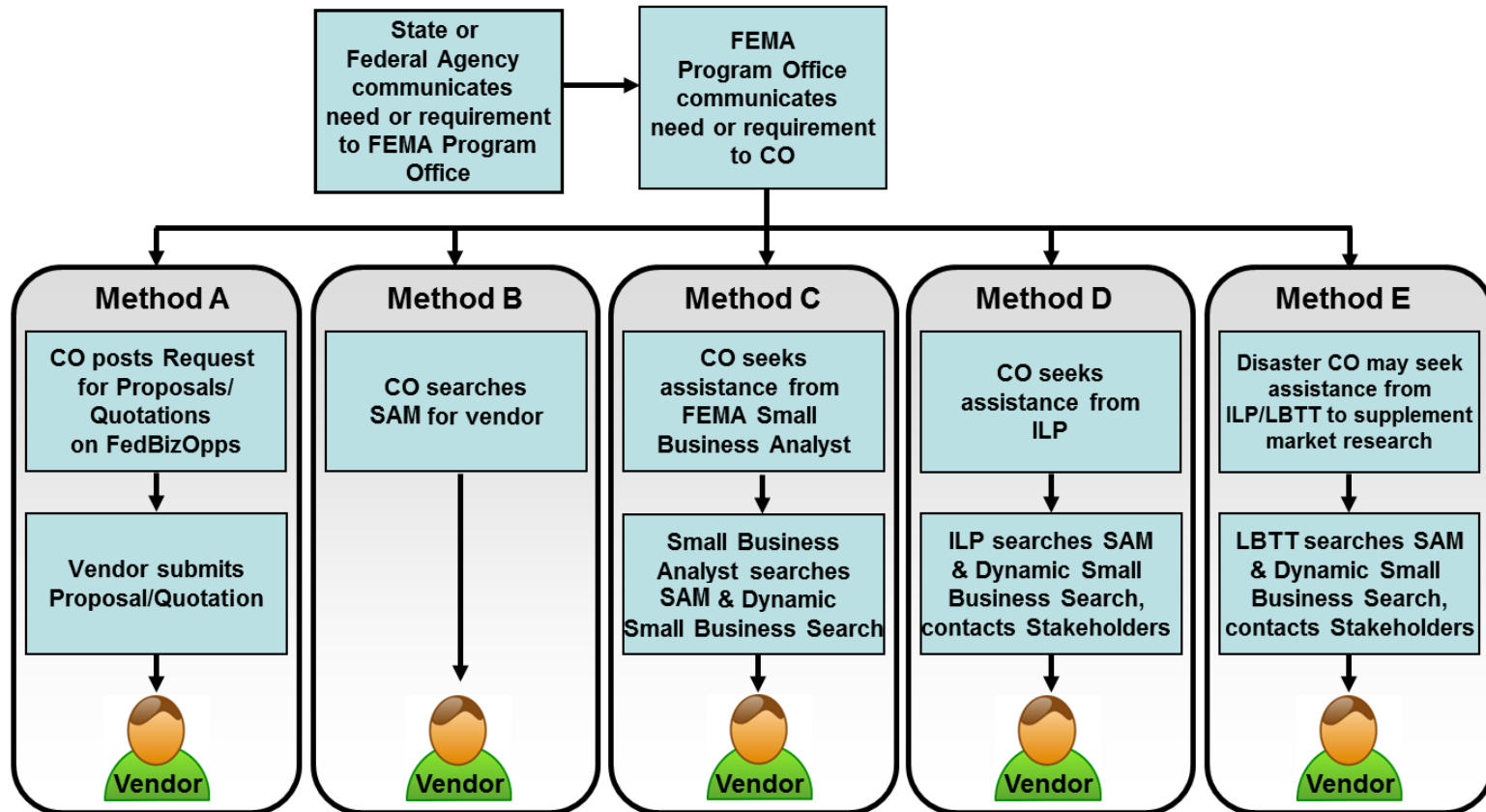
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Vendor Outreach

- Local Business Transition Team (LBTT)
- Industry Liaison Program (ILP)
- Small Business Program

How FEMA Locates Local Vendors



Stakeholders: Small Business Administration, Small Business Development Centers, Procurement Technical Assistance Centers, City Council, Economic Development Councils, Chambers of Commerce, minority organizations, and professional and trade groups

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Hurricane Sandy Opportunities

FEMA Direct

- Recovery efforts
 - FEMA short term support
- Recovery efforts
 - FEMA long term support

Hurricane Sandy Opportunities

FEMA Indirect...*the rest of the story*

- Mission assignments
 - Monitor efforts & taskings
- Public Assistance Grants
 - Monitor state, county & local activity and funding

Steps to Doing Business with FEMA

Vendors interested in doing business with FEMA, other Federal agencies receiving grants should follow the steps below:

1. **Register** in the System For Award Management (SAM) at www.sam.gov. SAM is the primary registrant database for the Federal government. Contracting Officers at FEMA extract vendor profile information from SAM to identify potential vendors.

2. Contact FEMA or other Federal Agencies:

a. Industry Liaison Support Center

<http://www.fema.gov/business/contractor.shtm>

b. Small Businesses

FEMA-SB@dhs.gov

c. US Army Corps of Engineers



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Steps to Doing Business with FEMA

Vendors interested in doing business with FEMA continued,

3. Find Opportunities: The single point-of-entry to search, monitor, and retrieve Federal procurement opportunities over \$25k is Federal Business Opportunities (FedBizOpps) at www.fbo.gov.

4. Submit a Proposal: A responsive, responsible submittal that offers an appropriate solution, technical requirements or staffing and meets other specialized requirements stated in the solicitation or RFQ.



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Additional Tips for Vendors

- **Promote your services in government-wide databases.** FEMA uses the SAM database. Register with this database and FEMA will be able to locate your business. Identify your company as a disaster contractor. (www.sam.gov) .
- **Watch the Web.** Federal and state agencies are placing more procurement opportunities on their web sites. FEMA posts its procurement opportunities on FedBizOpps. (www.fbo.gov).
- **For Small Businesses.** Consult with your local SBA for assistance and specialized opportunities.
- **Federal Procurement Data System (FPDS).** Contact the companies who have been awarded contracts for subcontractor, supplier or teaming opportunities. (www.fpds.gov).



Additional Tips for Vendors

- **Get listed in electronic catalogs.** GSA Advantage and other electronic commerce initiatives will let you list your product for government browsing.
- **Get listed on a schedule.** GSA establishes long-term government-wide contracts that allow customers to acquire a vast array of supplies (products) and services directly from commercial suppliers.
- **Accept the government credit card.** The government buys more than \$5 Billion in goods and services annual with the purchase card. Many Contracting Officers prefer the purchase card to paperwork for purchases.
- **Teaming and partnering.** If you are strong in one business area, but inexperienced in another, find a subcontractor or teaming partner who can fill in the areas where you're weak. The Federal government encourages teaming.



Additional Tips for Vendors

- **Seek additional FEMA opportunities.** Public Assistance Programs provide supplemental financial assistance to state, local and tribal governments, and certain private non-profit organizations for response and recovery activities.
- **Seek additional Federal opportunities.** Other Federal agencies providing disaster assistance under their own authorities / funding independent of the Stafford Act.
- **Stay connected.** Follow FEMA through Social Media outlets to keep abreast of potential opportunities. Sign up and monitor updates when available.



Contact Information

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Questions?



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