



**Florida Statewide
Procurement Technical Assistance Center
(PTAC)
Disaster Recovery Contracting Information
12/5/2018**

<http://fptac.org/>

Disaster Recovery Assistance: Government Contracting Information

The Florida PTAC receives many requests from businesses who want to participate in the disaster recovery effort through government procurement opportunities. We are providing this information to you, so that you are aware of the information we have at this time and to inform you of the steps necessary to do business with Federal, State, and Local Government to provide disaster assistance.

**We recommend you are
correctly registered and know
where to look for opportunities
BEFORE a disaster event.**

Federal Government

Federal Emergency Management Agency (FEMA)

FEMA is the lead agency responsible for Federal Government disaster response and recovery. Through their Industry Liaison Program (ILP), FEMA establishes strategic relationships with suppliers and stakeholders to serve as an information provider for suppliers seeking to do business with FEMA. They also connect suppliers with the program offices in support of FEMA's mission. Visit the FEMA Industry Liaison Program website at <http://www.fema.gov/about-industry-liaison-program> to learn how to do business with FEMA. Select the dropdown menu titled "How To Do Business With FEMA". In summary, the steps required are:

- ✓ Register with the System for Award Management (SAM) at www.sam.gov. Complete the Disaster Response Information section in SAM indicating you want to be included in the Disaster Response Registry. The Disaster Response Registry is used by FEMA and The U.S. Army Corp of Engineers to establish their list of contractors that want to provide disaster-response assistance through Federal Government procurement opportunities.
- ✓ Visit <https://www.acquisition.gov/disaster-response-registry> to learn more about the Disaster Response Registry.
- ✓ Complete the ILP Vendor Profile form (<https://www.fema.gov/media-library/assets/documents/29748>) and submit it to "fema-industry@fema.dhs.gov"; and
- ✓ Look for contracting opportunities at the following websites:
 - Federal Business Opportunities (www.fbo.gov) (Contract opportunities exceeding \$25,000)

- DHS Advance Acquisition Planning System (<http://apfs.dhs.gov/>) - To monitor the DHS Acquisition Planning Forecast System – contract actions exceeding \$150,000.

Visit the FEMA ILP website <http://www.fema.gov/about-industry-liaison-program> for more information about FEMA programs and opportunities.

FEMA Simplified Commodity Buys

FedBid is a fully-managed online marketplace some government agencies use to manage their procurement opportunities. FEMA uses FedBid to solicit quotes and offers for disaster-assistance opportunities. Visit <http://www.fedbid.com/> and select the “Sellers” link to learn more.

FEMA Corporate Emergency Lodging Assistance (ELA) for Disaster Survivors (Hotel Use Only)

The ELA program provides lodging reimbursement for pre-qualified individuals from designated disaster areas. FEMA created the ELA program to provide temporary shelter as a result of a Federal disaster declaration. Hotels / lodging providers wishing to participate in the ELA Program can enroll via the Program website <https://ela.corplodging.com/login.php>. To learn more about the program visit (<https://ela.corplodging.com/>). Properties are not required to have an existing contract with Corporate Lodging Consultants (CLC) for business travel in order to participate.

FEMA Small and Disadvantaged Businesses

If you are a small business, you may also contact the FEMA Office of Small and Disadvantaged Business Utilization (OSDBU) Small Business Specialist (SBS) to obtain information. The SBS contact email is FEMA-SB@fema.dhs.gov and the phone number is (202) 288-4657. Before contacting the SBS, we recommend you complete your SAM registration and submit the ILP Vendor Profile form. The SBS may also request you send your company Capability Statement. For more information on the FEMA Small Business Program visit <https://www.fema.gov/small-business-program>

General Services Administration (GSA), FEMA Transportation Opportunities

FEMA procures many of its transportation needs through the General Services Administration (GSA) Center for Transportation Management (CTM) to include truckload, less truckload, air charter, barge, air freight, air ambulance, heavy hauler, ocean, freight, rail, power only, limousine chartered bus, vehicle rental, truck rental, travel trailers, and mobile homes. Visit <https://moveit.gsa.gov/> for more information.

FEMA Donations or Volunteering

Visit the below website for information on donating and volunteering during disasters:

<https://www.fema.gov/volunteer-donate-responsibly>

The Thomas T. Stafford Disaster Relief and Emergency Assistance Act requires FEMA to contract with businesses located in the affected area when feasible and practicable.

U.S. Army Corp of Engineers

The U.S. Army Corp of Engineers (USACE) usually undertakes debris removal and temporary roofing activities on behalf of FEMA. If you are looking to for prime contract opportunities with the USACE, you need to register in SAM (www.sam.gov) and add your company to the Disaster Response Registry in SAM. The USACE establishes their disaster-response list based on the Disaster Response Registry. After you are registered in SAM monitor FedBizOpps (www.fbo.gov) for opportunities.

If you are looking for a list of USACE prime contractors for subcontracting opportunities, visit <http://www.swd.usace.army.mil/Business-With-Us/Small-Business/> . At this website, in the middle of the home page is a light-green shaded area with several links. Select the link titled "USACE Advanced Contract Initiative (ACI Contracts)" and this will provide you information on the USACE Emergency Support Functions to include a list of prime contractors holding contracts with the USACE for disaster assistance.

The USACE is organized into geographic divisions. Usually, the corresponding USACE division in which the disaster occurred, will list the prime contractors engaged for debris removal and temporary roofing activities for that disaster. Below is a link to find USACE divisions and their individual websites.

<https://www.usace.army.mil/Locations/>

Many of the contractor's listed have a link for subcontractor registration with their companies. Those companies that do not have a subcontractor registration link included, you can contact them directly to discuss your capabilities and subcontracting opportunities and any registration requirements they may have. Visit the USACE website below to learn more about doing business with the Corp in disaster situations.

Additionally, many debris removal operations are contracted by local, state, tribal or territorial government agencies. Check with their own websites within the declared disaster areas for their contracting and bidding procedures.

<http://www.usace.army.mil/Missions/Emergency-Operations/Contracting-in-Disasters/>

Small Business Administration (SBA)

The SBA has created a Disaster Response Contracts web page to provide contractors information on procurement support in emergency / disaster situations. Visit <https://www.sba.gov/disaster-assistance/disaster-response-contracts>.

State & Local Agencies

State and local government agencies may receive federal funds and control a large proportion of disaster response activities, so many of the contracting opportunities will come through these offices. At the time of a disaster, they may initially rely upon contracts already in place. Potential contractors must be registered in the appropriate state and/or local vendor databases to be eligible for those contract awards.

State of Florida

Florida Department of Management Services

The Florida Emergency Supplier Network (FESN), run through the State's main procurement agency (Florida Department of Management Services), coordinates supplier information for state and local agencies by:

- Identifying and grouping needed commodities and services by categories.
- Recruiting suppliers to be a resource for the purchase of products and services during declared emergencies.
- Obtaining information from suppliers including their product lists, inventory information, company profile, emergency operations capabilities, emergency and off-hours contact information.
- Issuing a certificate to FESN suppliers as participants in the Florida Emergency Supplier Network.
- Collecting and organizing supplier information and make it accessible to state and local purchasing professionals during emergencies.

Registration with FESN is required (link below for information and instructions). Select "Suppliers" and fill out the Emergency Supplier Online Application Form.

http://www.dms.myflorida.com/business_operations/state_purchasing/florida_emergency_networks/

The Florida Department of Management Services also manages the statewide MyFloridaMarketPlace. Vendors must be registered with the MyFloridaMarketPlace Vendor Information Portal (VIP). Information on registering on VIP, systems used for procurements over or below \$35,000, and searching for State business opportunities are at the links below.

<https://vendor.myfloridamarketplace.com>

http://www.dms.myflorida.com/business_operations/state_purchasing/myfloridamarketplace/mfmp_vendors/requirements_for_vendor_registration

http://www.dms.myflorida.com/business_operations/state_purchasing/myfloridamarketplace/mfmp_vendors/requirements_for_vendor_registration/doing_business_with_the_state_of_florida

Local Government

There are many Local Government agencies, all independent of each other that may require disaster recovery related products and services in the upcoming weeks and months. Each local agency has their own procurement policies and procedures they follow for conducting business with vendors / contractors. Each will require you to register as a vendor to be able to do business with them.

The link below takes you to the listing for each of the 67 Florida county websites. One you are in the county website, type “disaster recovery”, “procurement” or “vendor” in the search area to direct you to their procurement and vendor registration area.

<https://www.stateofflorida.com/florida-counties.aspx>

If you want to know if they have disaster-recovery opportunities, we recommend you contact procurement and / or emergency management personnel directly to determine their need and to discuss the products and services you can provide.

The link below takes you to a complete list of county emergency management personnel (with contact details and websites).

<https://www.floridadisaster.org/counties/>

Non-Profit Organizations

American Red Cross

If you interested in providing your products and / or services to the American Red Cross visit <http://www.redcross.org/contact-us/becoming-a-supplier-or-vendor> to register to become a supplier.

Other Resources

The **Florida Division of Emergency Management** plans for and responds to both natural and man-made disasters. The division prepares and implements a statewide Comprehensive Emergency Management Plan, and routinely conducts extensive exercises to test state and county emergency response capabilities. The division is the state's liaison with federal and local agencies on emergencies of all kinds. Division staff members provide technical assistance to local governments as they prepare emergency plans and procedures. They also conduct emergency operations training for state and local governmental agencies.

<https://www.floridadisaster.org/>

The website above has a range of resources and information for individuals and businesses on disaster preparedness and recovery following a disaster (with specific disaster recovery information).

The Florida **Disaster Contractors Network (DCN)** provides consumers, building professionals, and suppliers with the tools they need to meet these challenges in the aftermath of a storm or other disaster. Disaster Contractors Network is an online tool that allows the general public to connect with contractors and suppliers when storm related services are in high demand or conversely allows contractors and suppliers to provide goods and services to the general public when storms or other natural disasters hit areas of Florida. This web application allows users (property owners, supplier, or contractor) to register and connect with one another to obtain goods or services.

<http://www.dcnonline.org/Home>

Florida PTAC Services

If you require assistance with government registrations (SAM, MyFloridaMarketplace, etc.) or understanding how to submit a compliant offer in response to a government solicitation, please complete our on-line "Request for Services" form at the following link. At this link, request an appointment with one of our Government Contracting Specialists, who can provide you with **no-cost** assistance (click on the center closest to you and specify the type of assistance you require on the on-line form). You will be contacted to set up an appointment.

<http://fptac.org/erfc/>

You can find out more about the consulting, training and information services we offer at our website:

<http://fptac.org/>

Important Notice: There is no cost for SAM.gov registration. There are numerous for-profit companies that may contact you to offer you services on doing business with government agencies. Some of these companies use misleading marketing and approaches that make them appear to be official government agencies. Their messaging often contains language such as "if you don't act and reply back you may miss out on government opportunities". In some cases, they try to lead you to think that a registration is expiring or incomplete, which may impact your ability to do business with government. Their objective is to get you to contact them so they can promote their services to you for a cost. These services are provided by at no cost by PTACs around the country at no cost to you. You can locate your local PTAC at the link below.

<http://www.aptac-us.org/>