

Helpful Tips

1. Promote your services in government-wide databases. FEMA uses the System For Award Management (SAM) database. Registering with this database will allow FEMA and other federal agencies to locate your business.
2. Federal Business Opportunities Website – www.fbo.gov (also known as FedBizOpps or FBO). FedBizOpps is the single point-of-entry to search, monitor, and retrieve Federal procurement opportunities. You will also find subcontractor, supplier and teaming opportunities here.
3. Accept the government credit card. The purpose of the Government Purchase Card is to simplify the administrative effort associated with procuring goods and services under the micro-purchase threshold.
4. Promote your business in electronic catalogs GSA Advantage and other electronic commerce initiatives will allow you to list your product(s) and/or service(s) for government browsing.
5. Link your catalog listing to your website. Having a website will allow interested buyers to access additional information regarding your company after reviewing product descriptions.
6. Make your website sell. Brag on your experience and past performance record,
7. Pursue state opportunities. Federal grants to the states make up half an agency's budget in some cases. Visit www.fema.gov; conduct search for Emergency Management Agencies.
8. Team, partner, or form a joint venture. If you are strong in one business area, but inexperienced in another, find a subcontractor or teaming partner who can compensate in your areas of weakness.
9. Persevere. Making the right connection can take time.

FEMA Small Business Program

FEMA's Small Business Program (SBP) is one of nine programs under the Department of Homeland Security (DHS) Office of Small and Disadvantaged Business Utilization (OSDBU). The SBP actively engages with FEMA's procurement personnel to ensure that small businesses have the maximum practicable opportunity to participate in contracts.

The SBP's mission is to assist small businesses in their pursuit of federal procurements and continuous learning of small business programs to include policies and procedures that affect small business federal contracting. Within each of the DHS component a Small Business Specialist is ready to assist you with vendor related inquiries <https://www.dhs.gov/small-business-specialists>.

Contact FEMA SBP | FEMA-SB@fema.dhs.gov

Resource Links:

US Small Business Administration: <https://www.sba.gov/contracting>

Strategic Sourcing: www.dhs.gov/dhs-strategic-sourcing

DHS Acquisition Planning Forecast System: <http://apfs.dhs.gov>

DHS Vendor Outreach Sessions: www.dhs.gov/small-business-vendor-outreach-sessions

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FEMA

Industry Liaison Program

Establishes strategic relationships with suppliers and stakeholders.

Serves as an industry advocate.

Acts as the liaison between suppliers and program offices.



Partnering with YOU to fulfill FEMA's Mission "to support our citizens and first responders to ensure that as a nation we work together to build, sustain, and improve our capability to prepare for, protect against, respond to, recover from, and mitigate all hazards"

How to do Business with FEMA

The Industry Liaison Program four step process provides guidance for suppliers seeking FEMA contracting opportunities and share your company's product(s) and/or service(s) to meet FEMA's missions and goals.

1. Find your Association of Procurement Technical Assistance Center (APTAC)

If this is your first time presenting your company's product(s) and/or service(s) to the Federal Government, you are encouraged to visit the Association of Procurement Technical Assistance Centers (www.aptac-us.org) website.



2. Request your DUNS Number

Request your DUNS Number for free by visiting Dun and Bradstreet (D&B) at fedgov.dnb.com/webform.



3. Register with System for Award Management (SAM)

The System for Award Management (SAM) is combining federal procurement systems and the Catalog of Federal Domestic Assistance into one new system. SAM is an official website of the US Government, at **NO COST** for registration or utilization. SAM registration is a requirement to do business with the Federal Government. Register your entity at www.sam.gov.



4. Monitor contracting opportunity sites

FEMA posts contracting opportunities on the Federal Business Opportunities website at www.fbo.gov and www.FedBid.com. Monitor DHS forecast at apfs.dhs.gov/.



Debris Removal Contracting

Become a member of the Corps of Engineers Contractor Registry if you are interested in performing disaster response and recovery work; e.g. debris removal. Visit this link to access their website www.usace.army.mil/Missions.aspx. We encourage you to explore all the links under "Emergency Operations". Useful information is provided regarding the Corps of Engineers support role to FEMA during disasters.

In addition, the U.S. Government uses the Disaster Response Registry in the System for Award Management (SAM), for contractors to register their business information, including capabilities and locations served to provide debris removal services.

Lastly, check out the FEMA website for Debris Removal Contractor Register information at www.fema.gov/debris-removal-contractor-registry-information.



US Army Corps of Engineers.

Providing Housing Assistance

Hotels or motels are able to participate in FEMA's Transitional Sheltering Assistance Program, which offers rooms to disaster survivors seeking housing aid. For information visit <https://ela.corplodging.com/>

Offers of Assistance

If your organization has goods or services to donate to **disaster response and** recovery efforts, please submit offers through the National Voluntary Organizations Active in Disaster donations (NVOAD) portal: www.nvoad.org.



Top Commodities Procured To Support Disaster

- Infant/Toddler Products
- Durable Medical Equipment Kits
- Consumable Medical Supplies Kits
- Plastic Sheeting
- Tarps
- Blankets
- Comfort/Hygiene Kits
- Water
- Meals
- Forklift Rentals
- Cargo Vans
- Generators
- Cots
- Joint Field Office Kit
- Leased Copiers
- Leased Generators
- Office Supplies
- Shredded Bins
- Portable Potties
- Sign Language
- Temporary Labor
- Janitorial Services
- Security Guard Services

Transportation Services

FEMA procures its transportation needs through the General Services Administration (GSA) at www.moveit.gsa.gov. To view GSA's Standard Tender of Services (STOS), which contains the rules and regulations for doing business with GSA, please visit www.gsa.gov/portal/category/21192. Be sure to sign up for email notifications. To sign up, scroll down to the bottom of the GSA portal page, enter your email address and subscribe.



As part of response and recovery efforts following a disaster, and in accordance with the Robert T. Stafford Act, FEMA's goal is to seek local companies within the disaster area for goods and services related to a specific disaster when practical and feasible.