## BEFORE THE STORM

ADVANCE PREPARATION NEEDED

TO QUALIFY FOR
GOVERNMENT DISASTER RECOVERY
CONTRACTS

### Welcome and Agenda

- Welcome to Georgia Tech!
- Hosted by:



- Presentations by Federal and State agencies, and contractors
- Break-out sessions on 4 important topics
- Maximum amount of time devoted to answering your questions

### Who We Are

- The Georgia Tech Procurement Assistance Center (GTPAC) provides no-cost assistance to help Georgia businesses identify, compete for, and win government contracts.
- Funded by the Defense Logistics Agency and the Georgia Institute of Technology.
- Part of the Enterprise Innovation Institute, the nation's largest and most comprehensive university-based program of business and industry assistance, technology commercialization, and economic development.

### **Purpose of This Event**

- Each time a natural disaster hits and government agencies mount a response, we receive numerous inquiries from businesses trying to land a government emergency support contract.
- Unfortunately, vendors that have little or no knowledge of government emergency contracting – regardless of their overall experience and capabilities – quickly find out that they are already "late to the party."
- We decided to take a more proactive approach to helping vendors by sponsoring this event – with the help of our friends at FEMA and others.

### For Starters: What You Need To Do

- There are a lot of things you need to know about and accomplish if you're going to be successful in the emergency support arena.
  - Accomplish complete SAM, DSBS, FEMA and other registrations
  - Perhaps explore a GSA Schedule
  - Learn how to do business with agencies like FEMA, USACE, GEMA, and more
  - Gain knowledge of federal, state and local procurement rules including such things as new cybersecurity regulations
  - Pursue subcontracting opportunities
- We're going to help you with all of this
  and more today!

### **Top Commodities Procured**

- Infant/Toddler Products
- Durable Medical Equipment
- Consumable medical Supplies
- Plastic Sheeting
- Tarps
- Blankets
- Comfort/Hygiene Kits
- Water
- Forklift Rental
- Cargo Vans
- Debris Removal

- Generators
- Cots
- Joint Field Office Kits
- Leased Copiers
- Office Supplies
- Shredded Bins
- Portable Toilets
- Sign Language Services
- Temporary Labor
- Janitorial Services
- Security Guard Services

Familiarize Yourself with the 15 Emergency Support Functions and the Supporting Agencies!

### For Transportation-Related Services

- FEMA procures through GSA's Center for Transportation Management
- See: www.moveit.gsa.gov and click on:

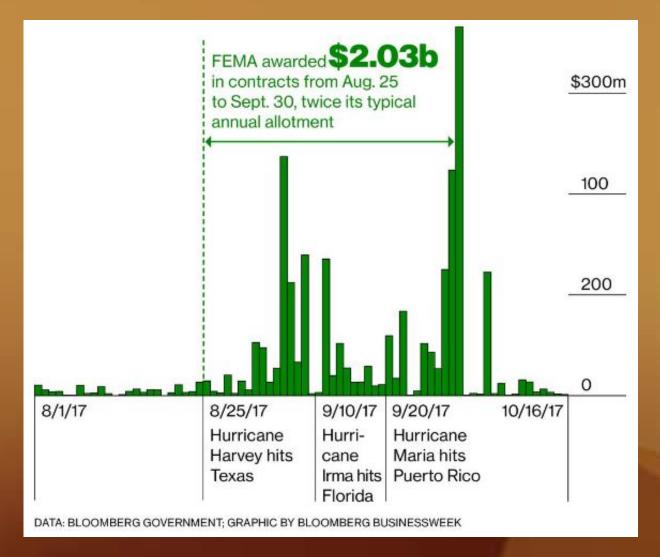


 Also, see www.gsa.gov/portal/category/21192 for a complete description of GSA's Freight Management Program

### Other Disaster Response Efforts

- Debris Removal
  - USACE www.usace.army.mil/missions.aspx
  - FEMA debris removal register information <u>www.fema.gov/debris-removal-contractor-registry-information</u>
- Office of the Assistant Secretary for Preparedness and Response –
   U.S. Dept. of Health and Human Services
  - ASPR <a href="https://www.phe.gov/about/aspr/pages/default.aspx">https://www.phe.gov/about/aspr/pages/default.aspx</a>
- Familiarize yourself with FEMA's:
  - Emergency Lodging Assistance Program https://ela.corplodging.com
  - Temporary Sheltering Program

### Is There Money In This?



Yes, and where there's money, there is also ...

### **Beware of Fraud**

- Be on alert to phone calls and emails encouraging registration in a database that will give your company "priority vendor" status by "emergency managers" (implied to be FEMA) providing the "opportunity to help your community for disaster relief efforts and make profits at the same time."
- The services offered in these solicitations carry a price tag ranging between \$195 and \$1,200 for a variety of services, including a "priority listing."
- Approximately 1,200 victim-companies were misled by this scheme, paying one firm at least \$604,500.



### United States Department of Justice

THE UNITED STATES ATTORNEY'S OFFICE

MIDDLE DISTRICT of FLORIDA

FOR IMMEDIATE RELEASE

Tuesday, Ap

### Palm Harbor Man Pleads Guilty To Defra More Than 1,000 Companies Promisin Contracting Preferences With FEMA

Tampa, Florida – Acting United States Attorney W. Stephen Muldrow a that Michael Pirolo (48, Palm Harbor) has pleaded guilty to wire fraud. a maximum penalty of 20 years in federal prison.

According to the plea agreement, Pirolo served as the president of Govern Contract Registry, Inc. ("GCR"), doing business as FEMA Contract Regist He employed telemarketers who, during communications with victimcompanies, falsely and fraudulently claimed that, for a fee, GCR would "re the companies with the Federal Emergency Management Agency (FEMA) enable them to receive preference in obtaining contracts from FEMA. The telemarketers' communications were based on instructions and scripts that had received from Pirolo. In particular, the GCR telemarketers falsely and fraudulently stated that for a one-time fee of \$500, the customer would be registered with FEMA, and that this registration would place the customer company on a list of preferred vendors. When the need for a vendor arose, t GCR telemarketer falsely stated that FEMA would bypass the contract acqui process, contact the registered victim-company, and then offer a no-bid cont At times, Pirolo also instructed GCR telemarketers to go back to victimcompanies that had already paid the \$500 one-time fee and seek renewal and payment of another fraudulent \$500 fee.

### **Registration Basics**

- FEMA does have a vendor profile form which serves as a secondary market research resource. You should be specific about how your products and/or services can support FEMA's mission.
- The form does NOT place you on a preferred list of vendors. FEMA does not maintain such a list. Also, FEMA does NOT charge a registration fee.
- Pay attention to .gov websites versus .us, .com, etc.
- Download the vendor profile form at: library/assets/documents/29748

#### DEPARTMENT OF HOMELAND SECUR FEDERAL EMERGENCY MANAGEMENT AGENCY INDUSTRY LIAISON PROGRAM

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### **Federal Vendor Registration**

- SAM System for Award Management
  - Tax ID Number (TIN/EIN)
  - DUNS number
  - NAICS codes



- Attention to detail is of paramount importance
- Disaster Response Registry
  - Inside SAM (formerly maintained by FEMA and USACE)
  - During the registration process ("assertions"), you can indicate you want to participate



# The Georgia Emergency Management and Homeland Security Agency

- GEMA works with local, state and federal governments, in partnership with the private sector and faith-based community, to prevent and respond to natural and man-made emergencies.
- As a state agency, GEMA utilizes the Georgia Procurement Registry which is where state agencies and many cities, counties and other units of government in Georgia post their contract opportunities.
- It's found at: <a href="https://ssl.doas.state.ga.us/PRSapp/PR">https://ssl.doas.state.ga.us/PRSapp/PR</a> index.jsp

### **Other Vendor Registrations**

#### State

- For the State of Georgia, go to the Team Georgia Marketplace
- Must know your NIGP codes
- http://doas.ga.gov/state-purchasing/suppliers/getting-started-as-a-supplier

#### Local

- Each city, county and other unit of local government has a vendor registration process
- Be sure to register as a vendor where you want to do business



### A Few Other 'Stage-Setters'

- Robert T. Stafford Disaster Relief and Emergency Assistance Act of 1988
  - Created to bring a systematic way for the federal government to assist state and local governments during a natural disaster.
  - Vendor preference given to those organizations and firms already residing in or doing business in the affected area.
- DoD class deviations from the FAR issued in Nov. 2017
  - Provide defense agencies with greater flexibility when procuring in times of crisis.
  - Expands the types of procurements treated as commercial item acquisitions and exempts acquisitions from requirements to comply with: item unique identification, receiving two offers, and limits on the use of time and materials contracts.
  - Increases micro-purchase threshold (from \$5,000 to \$30,000) and the simplified acquisition threshold (from \$150,000 to \$1.5 million) for acquisitions that "facilitate international disaster assistance or in or major disaster."



OFFICE OF THE UNDER SECRETARY OF DEFENSE
3000 DEFENSE PENTAGON
WASHINGTON, DC 20301-3000

November 8, 2017 DARS Tracking number 2018-O0001

MEMORANDUM FOR COMMANDER, UNITED STATES SPECIAL OPERATIONS
COMMAND (ATTN: ACQUISITION EXECUTIVE)
COMMANDER, UNITED STATES TRANSPORTATION
COMMAND (ATTN: ACQUISITION EXECUTIVE)
COMMAND (ATTN: ACQUISITION EXECUTIVE)
DEPUTY ASSISTANT SECRETARY OF THE ARMY
(PROCUREMENT)

### Other Recommendations

- Work with your PTAC GTPAC in Georgia. Outside Georgia, see: <a href="http://www.aptac-us.org/find-a-ptac">http://www.aptac-us.org/find-a-ptac</a>
- Look for upcoming opportunities
  - FedBizOpps
  - FedBid (reverse auction site)
  - DHS Acquisition Forecast www.apfs.dhs.gov

### Schedule for the Day

#### Morning

- Overview
- Remarks by FEMA, U.S. Public Health Service, GEMA
- Panel of Prime Contractors

#### Afternoon

- Breakouts
  - Cybersecurity
  - SAM / DSBS / Vendor Registrations
  - GSA Schedules / US Army Corps of Engineers / Construction
  - Subcontracting Opportunities

# Stpac Georgia Tech Procurement Assistance Center