

A dramatic, dark blue and black stormy sky with several bright white lightning bolts striking across the frame. The text is overlaid on this background.

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:

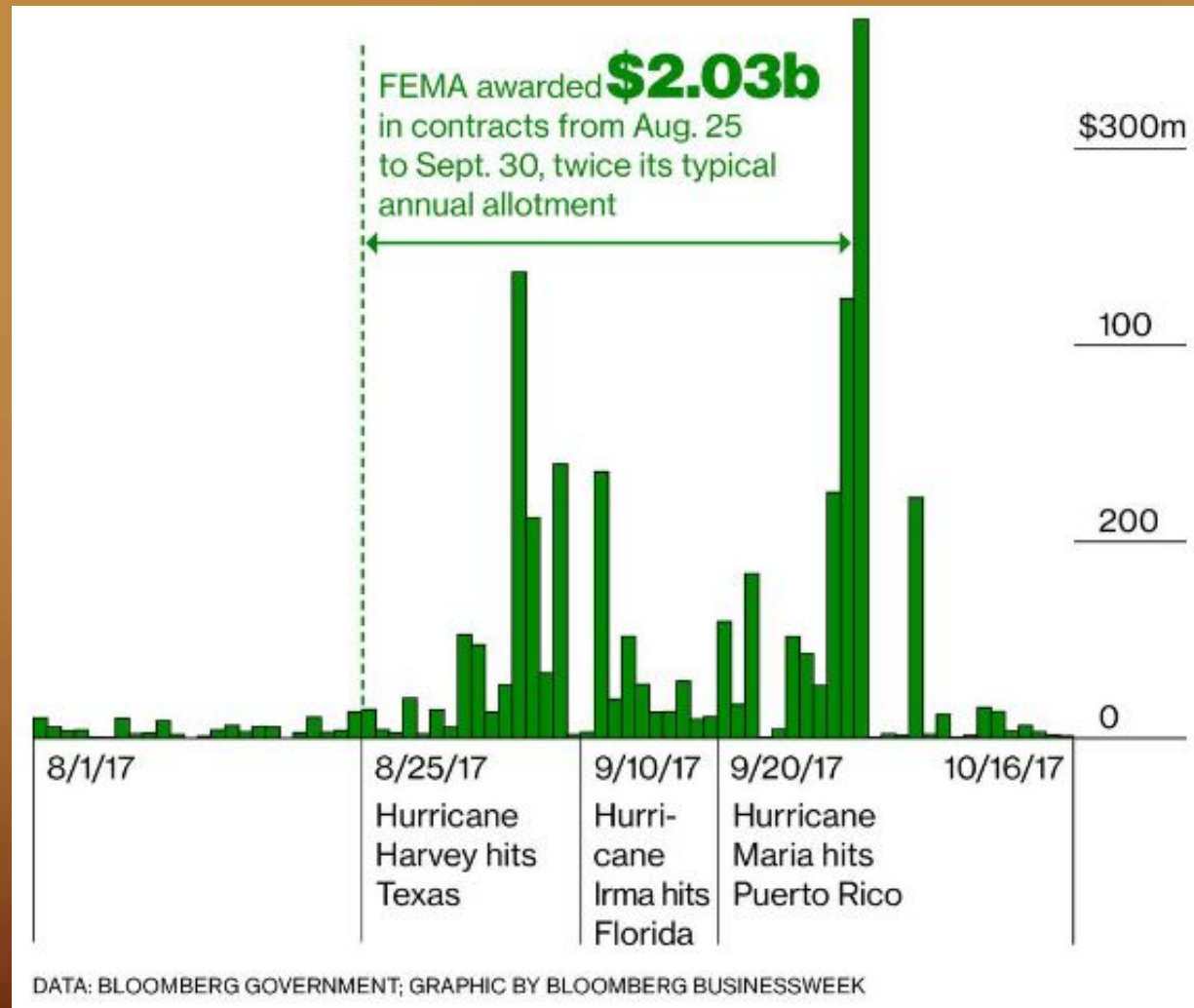


- Also, see www.gsa.gov/portal/category/21192 for a complete description of GSA's Freight Management Program

Other Disaster Response Efforts

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

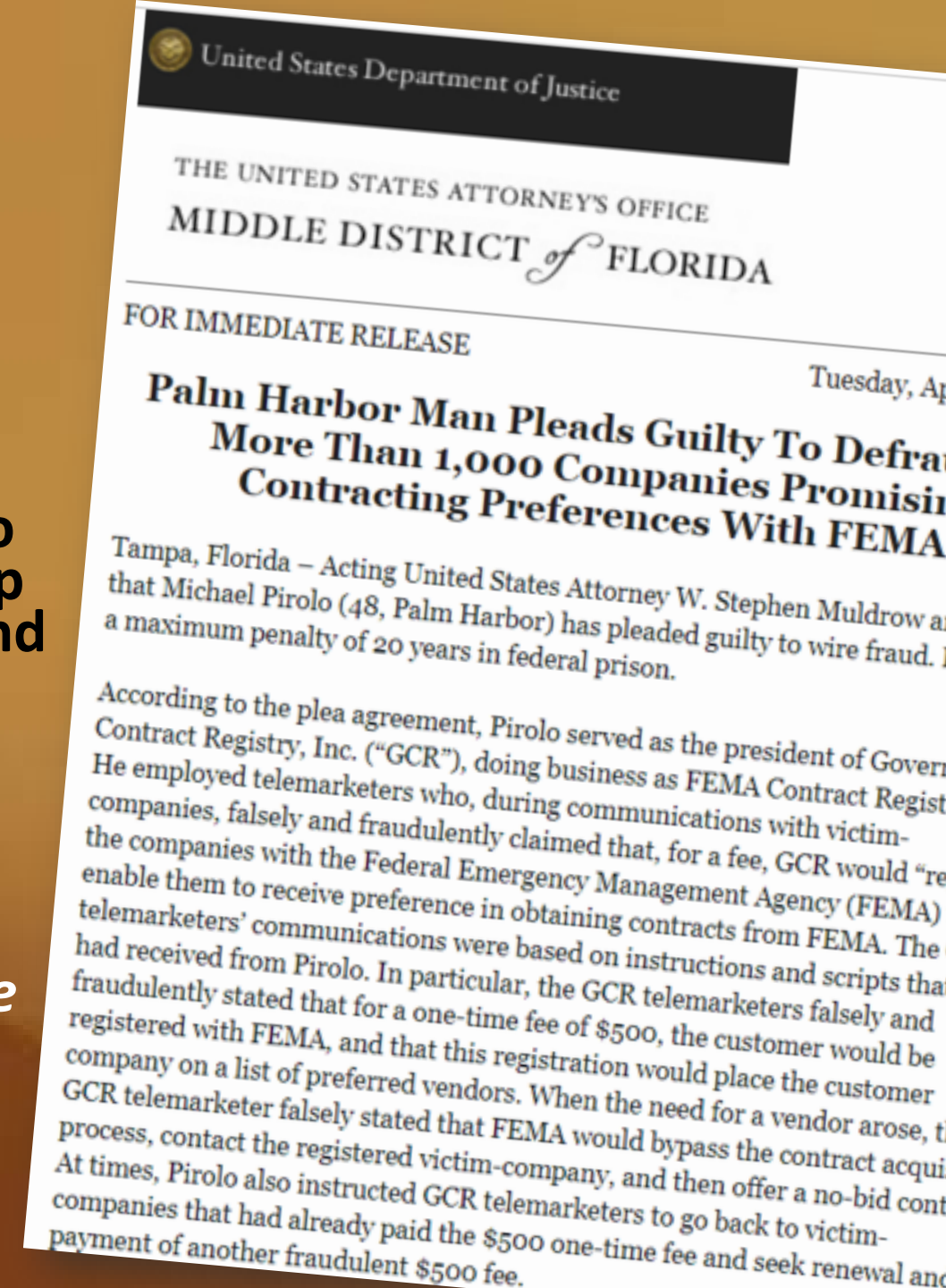
Is There Money In This?



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.*



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:
<https://www.fema.gov/media-library/assets/documents/29748>

DEPARTMENT OF HOMELAND SECURITY
FEDERAL EMERGENCY MANAGEMENT AGENCY
INDUSTRY LIAISON PROGRAM
VENDOR PROFILE

CONTACT INFORMATION

1. Business Name 2. Business Website Address 3. State 4. County 5. City 6. Point of Contact 7. Phone Number 8. Date of Incorporation/Inception 9. Point of Contact 10. Point of Contact E-mail Address 11. Point of Contact E-mail Address 12. Phone Number 13. Phone Number 14. Alternate Point of Contact 15. Alternate Point of Contact Title 16. Alternate Point of Contact E-mail Address 17. Alternate Point of Contact E-mail Address

Commercial and Government Entity (CAGE) Code: This code is assigned through System for Award Management (SAM) please go to <http://www.acam.gov> to register prior to completing this form. 1. CAGE Code: 2. DUNS Number:

3. NAIC Code(s) Maximum of 5

4. Please check all the categories that apply to your company:

☐ 8(a) Certified ☐ Disadvantaged Minority ☐ HBCU/Minority Institution ☐ Historically Under Utilized ☐ Native American ☐ Service Disabled Veteran Owned Small Business ☐ Small Business ☐ 5 ☐ Tribal ☐ Veteran Owned Small Business ☐ Women Owned Small Business ☐ 6. Does your company accept government contracts? ☐ No ☐ Yes

5. Is your product(s) or service currently on GSA schedule? ☐ No ☐ Yes

7. Is your company currently doing business with FEMA? ☐ No ☐ Yes

If yes, please list the name of the FEMA office(s)/person(s):

8. Reason for contacting FEMA: ☐ General Inquiry ☐ Vendor Presentation Meeting ☐ Industry Day ☐ Other

9. Have you previously met with a program office or FEMA representative in the last twelve (12) months? ☐ No ☐ Yes

If yes please provide that office(s)/person(s) name:

10. How did you find out about Industry Liaison? ☐ Website ☐ FEMA Small Business ☐ FEMA Representative ☐ Other

11. Please check applicable commodity(s)/service(s) your company provides: ☐ Water ☐ Food ☐ Medical Supplies ☐ Generators ☐ Blankets ☐ Tents ☐ Cots ☐ Other

12. Please provide a brief description of your commodity(s)/service(s):

I hereby affirm that the above information is true to the best of my knowledge. I further acknowledge that for Award Management (SAM) prior to completing this form.

Signature

NOTE: This correspondence or process does not promise, commit, or imply that a

FEMA Form 516-0-0-3, (11/12)

Federal Vendor Registration

- **SAM – System for Award Management**
 - Tax ID Number (TIN/EIN)
 - DUNS number
 - NAICS codes
- **DSBS – SBA’s Dynamic Small Business Search database linked to SAM**
 - 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: https://ssl.doas.state.ga.us/PRSapp/PR_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>

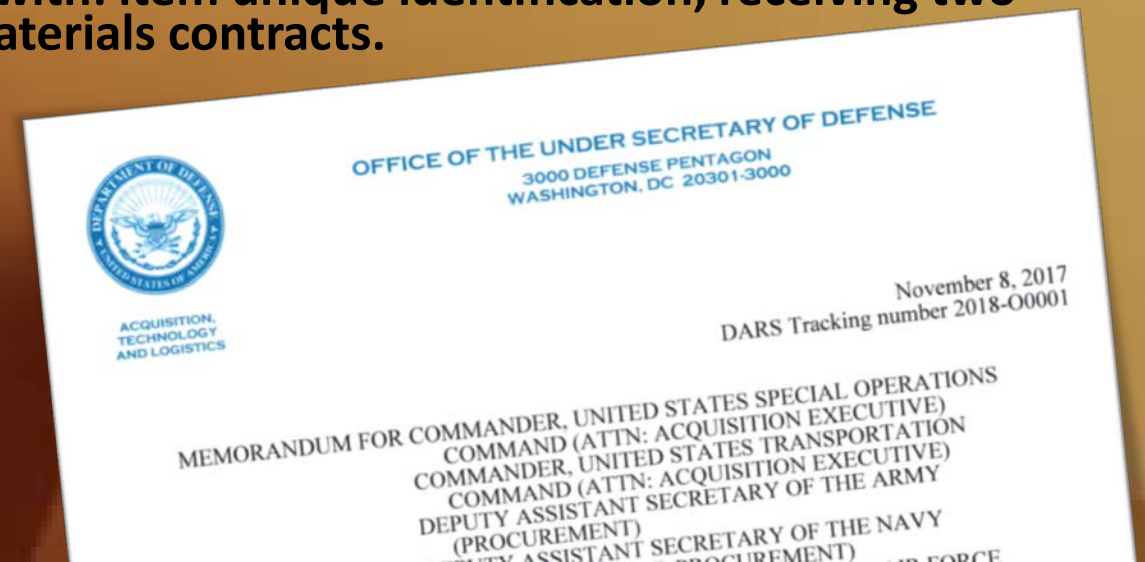
- **Local**

- 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.”



Other Recommendations

- Work with your PTAC – GTPAC in Georgia. Outside Georgia, see: <http://www.aptac-us.org/find-a-ptac>
- 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

