

Disaster Contracting

How to Do Business with FEMA

Acquisition Management Division

Federal Emergency Management Agency

U.S. Department of Homeland Security

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Agenda

- Vision and Mission
- Local Business Task Force
- Legislative Impact
- Doing Business with FEMA
- Contracting Opportunities
- Good Practices
- Key Contacts



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FEMA Vision and Mission

Vision

The Nation's Preeminent Emergency Management and Preparedness Agency

Mission

The primary mission of the Federal Emergency Management Agency is to reduce the loss of life and property and protect the Nation from all hazards, including natural disasters, acts of terrorism, and other man-made disasters, by leading and supporting the Nation in a risk-based, comprehensive emergency management system of preparedness, protection, response, recovery, and mitigation



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Local Business Task Force

Mission

- Transition national contracts in support of the response and recovery of Hurricanes Ike and Gustav to local businesses in compliance with Section 307 of the Stafford Act

Outreach Team Goal

- Provide education opportunities to prepare local and local small vendors for participation in the federal acquisition process; these events will be strategically located throughout the disaster area



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Legislative Impacts – FY07

Sec. 694 Use of Local Firms

- Requires written justification for any contract / expenditure of federal funds for major disaster or emergency assistance activities not awarded to an organization or individual residing or doing business primarily in the area affected by the disaster
- Requires an agency performing response, relief, and reconstruction activities to transition work performed under contracts in effect on the date the President declares the emergency or major disaster to organizations and individuals residing or doing business primarily in any area affected



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Doing Business with FEMA

Process...

- Call/Email the Industry Liaison (IL) desk (202) 646-1895, FEMA-Industry@dhs.gov
- Request a vendor profile
- Complete and return the profile to the IL Desk
- Review the FEMA.gov website to understand the current contract trainings or announcements
- Review FEDBIZOPPS.gov for current contract opportunities
- Make sure you are poised to take advantage of contract opportunities



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Doing Business with FEMA

Never done business with the Federal Government?

- Procurement Technical Assistance Center (PTAC) www.aptac-us.org
- Central Contract Registration www.ccr.gov

Current contracting opportunities, visit these public websites:

- EAGLE and FirstSource www.dhs.gov/xopnbiz/opportunities
- Federal Business Opportunities at www.FedBizOpps.gov
- FEMA at www.fema.gov/business/contractor
- General Services Administration at www.gsa.gov
- Hurricane Contracting Information Center at www.rebuildingthegulfcoast.gov



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FY08-09 Contracting Opportunities

Contracting Opportunities



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Good Practices

- Regularly check FedBizOpps for current contracting opportunities
- Access the Federal Interagency Databases Online for a forecast of DHS contracting opportunities <http://www.fido.gov/>
- Access FEMA website for information on how to market to FEMA <http://www.fema.gov/business/market.shtm>



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Key Contacts

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Questions

Thank you for your interest in
doing business with FEMA



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