



**Florida Statewide
Procurement Technical Assistance Center
(PTAC)
Florida SBDC Network
Disaster Recovery Assistance Information
9/26/2017**

Disaster Recovery Assistance Government Procurement Opportunities

We have received 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.

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 (www.dhs.gov/xopnbiz/opportunities/gc_1300288340710.shtm) (To monitor the DHS Acquisition Planning Forecast System – contract actions exceeding \$150,000)

Visit the FEMA ILP website for more information about FEMA programs and opportunities.

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](https://www.fema.gov/small-business-program).

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

If you are looking to for prime contract opportunities with the U.S. Army Corp of Engineers, you need to register in SAM (www.sam.gov) and add your company to the Disaster Response Registry in SAM. The U.S. Army Corps of Engineers 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 U.S. Army Corp of Engineers 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 U.S. Army Corp of Engineers Emergency Support Functions to include a list of prime contractors holding contracts with the U.S. Army Corp of Engineers for disaster assistance. 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 U.S. Army Corp of Engineers website below to learn more about doing business with the Army Corp.

<http://www.usace.army.mil/Business-With-Us/Contracting/>

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_network/florida_emergency_supplier_network_fesn

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.

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

Some **Florida local government agencies** also have disaster / emergency vendor registrations. Visit specific [Florida County websites](#) for more information.

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 with them and enter all your applicable industry codes.

The link below takes you to the official Florida listing for each of the 67 county websites. Type “disaster recovery”, “procurement” or “vendor” to direct you to their procurement and vendor registration area.

<http://www.myflorida.com/counties/>

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

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.

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 Consulting” 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://floridasbdc.org/existing-business/>

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

<http://floridasbdc.org/services/government-contracting/>

Important Notice: 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 you local PTAC at the link below.

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