

Working with FEMA and Disaster Recovery Operations



by the North Carolina Procurement Technical Assistance Center (PTAC)

Disaster recovery operations need vendors that can clear debris, provide facility support services, furnish necessary supplies, and much more. Different aspects of the recovery operations may be led by the federal government through FEMA, state government emergency response programs, and city or county emergency response programs.

With review of this document, you should be able to navigate the government procurement opportunities that aid in disaster recovery. *We recommend correctly registering and seeking government procurement opportunities **before** a disaster event.*

FEDERAL GOVERNMENT

The first step in federal government contracting is obtaining a D-U-N-S Number, a unique 9-digit identification number. This is **free** and required by all businesses to register with the Federal government for contracts and grants.

- Request your D-U-N-S Number: fedgov.dnb.com/webform
***D-U-N-S numbers will be replaced by Unique Entity Identifiers (UEI) numbers
Visit gsa.gov/entityID for more information and updates.
Date – 2020*

Next, you should register with System for Award Management (SAM). A SAM account is required for any Federal contracts. By completing the Disaster Response Information section in SAM, you will be included in the Disaster Response Registry. The Disaster Response Registry is used by both the Federal Emergency Management Agency (FEMA) and the U.S. Army Corps of Engineers to select contractors for disaster-response assistance via Federal Government procurement opportunities.

- Register in SAM - www.sam.gov/SAM/
***beta.sam.gov (will replace www.sam.gov/SAM/); Date - TBD*
- Access the Disaster Response Registry, directly - www.acquisition.gov/disaster-response-registry

Federal Emergency Management Agency (FEMA)

FEMA is the lead government agency responsible for Federal Government disaster response and recovery. FEMA's Small Business Program assists small businesses in navigating procurement opportunities and provides continuous learning of the small business programs available to them; thus, enabling the maximum opportunity for contracts.

- ❑ Review the FEMA Small Business Program - www.fema.gov/small-business-program

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 www.fema.gov/about-industry-liaison-program to learn more about ILP and how it can benefit you.

- ❑ Submit a profile with the FEMA Industry Liaison Program by completing form - www.fema.gov/media-library/assets/documents/29748 and emailing it to fema-industry@fema.dhs.gov.

General Services Administration (GSA), FEMA Transportation Opportunities

FEMA procures many of its transportation needs through the General Services Administration (GSA) Center for Transportation Management (CTM) to include truckload, less truckload, air charter, barge, air freight, air ambulance, heavy hauler, ocean, freight, rail, power only, limousine-chartered bus, vehicle rental, truck rental, travel trailers, and mobile homes.

- ❑ Review GSA and FEMA partnered opportunities - moveit.gsa.gov/

Monitoring Disaster-Related Contract Opportunities

Contract Opportunities on beta.sam.gov (previously FBO or FedBizOpps) reports contract opportunities over \$25k.

- ❑ Continuously monitor Contract Opportunities - beta.sam.gov

Unison Marketplace (previously FedBid)

This subscription-based system operates as a reverse auction system for federal simplified acquisitions and includes many contract opportunities under \$25,000.

- ❑ Register in the Unison Marketplace - www.unisonglobal.com/product-suites/acquisition/sourcing/marketplace/

DHS Acquisition Planning Forecast System lists contract actions exceeding \$250k.

- ❑ Continuously monitor APSF - apfs.dhs.gov/

U.S. Army Corps of Engineers

The U.S. Army Corps of Engineers (USACE) usually undertakes debris removal and temporary roofing activities on behalf of FEMA. As with FEMA, registering in SAM and adding your company to the Disaster Response Registry enables USACE to add you to its disaster response list.

- ❑ Review the Army Corps of Engineers Emergency Operations Program - www.usace.army.mil/Missions/Emergency-Operations/Contracting-in-Disasters/

If you are looking for the list of USACE prime contractors for subcontracting opportunities, visit www.swd.usace.army.mil/Business-With-Us/Small-Business/, then select the “USACE Advanced Contract Initiative (ACI Contracts)” link. Some companies link their subcontracting opportunities, but others can be contacted, directly, for inquiries.

STATE OF NORTH CAROLINA

State and local government agencies may receive federal funds which can control much of the disaster response activities. Therefore, many of the contracting opportunities will be available through these agencies. Potential contractors should be registered, and hopefully active, within the appropriate databases to be eligible for the contract awards.

The Robert T. Stafford Disaster Relief and Emergency Assistance Act requires FEMA to contract with businesses located in the affected area when feasible and practicable.
[Read the Stafford Disaster Relief and Emergency Assistance Act.](#)

North Carolina Procurement Systems

The North Carolina Department of Administration’s Division of Purchase & Contract (P&C) is the State’s central procurement authority that oversees purchasing for all state departments, institutions, agencies, universities and community colleges. For more information on P&C’s offerings and support, visit ncadmin.nc.gov/about-doa/divisions/purchase-contract. P&C currently manages two procurement systems for state-level procurement opportunities.

North Carolina E-Procurement

E-Procurement is the State’s online procurement system used by North Carolina state agencies, community colleges, universities, institutions, public school systems, some local government and charter schools. The system provides an innovative, cost-saving and efficient method of purchasing and offers suppliers with additional marketing efforts. This is the system the state

uses to transmit electronic purchasing documents and RFQs. Disaster assistance-related contract opportunities will be posted here.

- Register in the North Carolina E-Procurement system - eprocurement.nc.gov/

North Carolina Interactive Purchasing System (IPS) & Vendor Portal

Procurement solicitations from North Carolina state agencies, community colleges, universities, institutions, public school systems and some local government are available online through the Interactive Purchasing System (IPS). Registration through the North Carolina electronic Vendor Portal (the vendor portion of IPS) is required to receive email notification of bidding opportunities. Disaster assistance-related contract opportunities will be posted here. NC BIDS is a feature of IPS and enables vendors to respond to specified solicitations electronically. This feature is available to those registered in the eVP. Information and training on NC BIDS: ncadmin.nc.gov/nc-bids-vendors.

- Register in the North Carolina Vendor Portal - www.ips.state.nc.us/Vendor/VendorPubMain.aspx
- Continuously monitor opportunities through Vendor Portal

North Carolina Department of Transportation (NCDOT)

In the event of a disaster, the NCDOT will elicit contracts for various disaster relief and recovery activities. Visit connect.ncdot.gov/business/Pages/default.aspx for more information on doing business with NCDOT.

For all emergency contract opportunities, *prequalification is required*.

- Become prequalified with the North Carolina Department of Transportation - connect.ncdot.gov/business/Prequal/Pages/default.aspx

North Carolina Historically Underutilized Business (HUB) Office

The North Carolina Office for Historically Underutilized Businesses' mission is to promote the economic opportunities for historically underutilized businesses in State Government contracting and procurement that will foster their growth and profitability. The NC HUB Office's website lists current related contracting opportunities, including those for disaster relief efforts.

- Monitor the NC HUB Office website for RFPs and other updates - ncadmin.nc.gov/businesses/hub/events

North Carolina Emergency Management

The North Carolina Department of Public Safety's Emergency Management division works side-by-side with local communities to prepare for, respond to, recover from and mitigate damage from disasters across the state. The agency deploys state resources when needed and coordinates with neighboring states and the federal government to augment staffing and resources as appropriate.

- Review the North Carolina Emergency Management programs and procedures - www.ncdps.gov/ncem

LOCAL GOVERNMENT

There are many Local Government agencies, all independent of each other that may require disaster recovery related products and services following a disaster. Each local agency has their own procurement policies and procedures they follow for conducting business with vendors/contractors. Each will require you to register as a vendor to be able to do business with them.

- Register with your city/county purchasing programs - www.sog.unc.edu/node/723. You will need to search through each city/county's website to find information on "procurement", "purchasing", or "bids" (helpful keywords).
- Review your county's Emergency Management program and procedures (link to list of all counties) - www.ncdps.gov/Emergency-Management/EM-Community/Directories/Counties

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About North Carolina Procurement Technical Assistance Center (PTAC)

The North Carolina Procurement Technical Assistance Center (PTAC) educates business associates on how to obtain contracts by providing comprehensive assistance in selling products and services to local, state and federal government agencies. The PTAC is co-located with the Small Business & Technology Development Center (SBTDC).

Our purpose is to generate employment and improve the general economic condition of the state by assisting North Carolina companies including those eligible for business development programs for local, state and federal government contracts. We provide procurement technical assistance by offering no-fee and confidential counseling on selling your products and/or services to the appropriate local, state or federal government agency.

Visit www.nc-ptac.org for more information or to contact your local PTAC counselor.