



Top 10 Take-Aways

Key Recommendations and Information Provided by Presenters

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- 1. Read FEMA's "[National Response Framework](#)" document.** It's a guide to how the Nation responds to all types of disasters and emergencies. It contains key information on who is responsible for contracting for specific types of recovery actions, and much more.
- 2. Do what you promise to do.** Contractors are expected to perform and meet all the requirements of the contract. Pursuing a government contract should begin with reaching a thorough understanding of the contract requirements and conducting an honest assessment of one's capabilities.
- 3. Be prepared to deal with contingencies.** Disaster recovery contracts can be demanding (27/7 service) and require flexibility (changing requirements). Too often, contractors fail because they have not adequately prepared themselves for these challenges.
- 4. Get your financial house in order.** It's critical for vendors to arrange, in advance of contracting, adequate lines of funding. This factor is of increased importance when engaging in emergency contracting because of the likelihood of increased requirements and changed conditions.
- 5. A GSA Schedule may be important.** While having a Schedule is not required for all emergency contracts, it can be helpful to obtaining certain contract types, such as some temporary housing and transportation agreements.

6. **Build relationships at state and local government levels.** Most disaster relief contracting is not done by FEMA but by state and local emergency at those levels, and make sure they understand contracting protocols there.
7. **Read FAR [Part 18](#) – Emergency Acquisitions.** This part of the Federal Acquisition Regulation identifies acquisition flexibilities that are available to government agencies for emergency acquisitions. Understanding Part 18 will give vendors insights into specific techniques and procedures that may be used by agencies to streamline the standard acquisition process.
8. **Identify geographic areas that are potentially prone or vulnerable to natural disasters and then try to either expand into those areas or build relationships with existing contractors in those areas that your capabilities might compliment.** In building relationships with local businesses in those areas (as well as with federal, state and local agencies serving those areas) businesses are more likely to receive teaming, joint venture, contracting and subcontracting opportunities after a disaster strikes.
9. **Carefully review the Robert T. [Stafford Act](#).** This is the federal law that outlines how federal natural disaster assistance is distributed. Vendors should research and understand the nuances of the law, and how and to whom funds can be distributed, and then try to position your company in the best way possible so you have an opportunity to compete for those funds after disaster strikes.
10. **Utilize the free services of your local Procurement Technical Assistance Center (PTAC).** In Georgia, see www.gtpac.org. Outside Georgia, see www.aptac-us.org/find-a-ptac.