BEFORE THE STORM
HOW TO GET READY TO BE PART OF AN EMERGENCY RESPONSE

• Allocate resources before the storm
• Having the foresight to know what responses may be needed
• Prepare all subcontracting partners for the impending workload
• Think about the “what ifs”
• Don’t overcommit to the contracting officer
• Establish processes if you have an understanding of the workload
• Ensure systems for technical needs are ready and are capable
• Identify personnel requirements and structure
HOW TO GET READY TO BE PART OF AN EMERGENCY RESPONSE

• Determine operational limitations of staff running current business operations

• Prepare company financial resources for payment in arrears and non product based expenses

• Decide duration of “emergency operations” vs. adjusting to standard operations going forward – The New Normal

• Be prepared to be agile and work on unrealistic timeframes

• Learn the FEMA language – Acronyms

• Expect to work 7am to 7pm, 7 days a week
WHAT ARE THE ESSENTIALS TO SUCCESSFUL PERFORMANCE?

• Be willing to adjust with no notice and adapt to FEMA processes
• Be well capitalized – At least 2 months of total expenses
• Be willing to work 7am to 7pm local disaster time, and sometimes before and after depending on needs
• Be transparent with FEMA about operation capabilities. It's better to say “no” than to say “yes” and fail
• Be willing to do jobs that aren’t necessarily your responsibility for the good of the survivors
WHAT CONTRACT VEHICLES, IF ANY, NEED TO BE IN PLACE?
E.G: GSA SCHEDULE, IDIQ, GWAC

- GSA schedule
- Registered in SAM
- Duns Number
- Quick to respond
- Advance research to know what type of contract your deliverable is typically solicited under
WHAT SUBCONTRACTING OPPORTUNITIES YOU MAY HAVE

• Hotel rooms and Corporate Housing