Helpful Tips

1. Promote your services in government-wide databases. FEMA uses the System For Award Management (SAM) database. Registering with this database will allow FEMA and other federal agencies to locate your business.

2. Federal Business Opportunities Website – www.fbo.gov (also known as FedBizOpps or FBO). FedBizOpps is the single point-of-entry to search, monitor, and retrieve Federal procurement opportunities. You will also find subcontractor, supplier and teaming opportunities here.

3. Accept the government credit card. The purpose of the Government Purchase Card is to simplify the administrative effort associated with procuring goods and services under the micro-purchase threshold.

4. Promote your business in electronic catalogs GSA Advantage and other electronic commerce initiatives will allow you to list your product(s) and/or service(s) for government browsing.

5. Link your catalog listing to your website. Having a website will allow interested buyers to access additional information regarding your company after reviewing product descriptions.


7. Pursue state opportunities. Federal grants to the states make up half an agency’s budget in some cases. Visit www.fema.gov; conduct search for Emergency Management Agencies.

8. Team, partner, or form a joint venture. If you are strong in one business area, but inexperienced in another, find a subcontractor or teaming partner who can compensate in your areas of weakness.

9. Persevere. Making the right connection can take time.

FEMA Small Business Program

FEMA’s Small Business Program (SBP) is one of nine programs under the Department of Homeland Security (DHS) Office of Small and Disadvantaged Business Utilization (OSDBU). The SBP actively engages with FEMA’s procurement personnel to ensure that small businesses have the maximum practicable opportunity to participate in contracts.

The SBP’s mission is to assist small businesses in their pursuit of federal procurements and continuous learning of small business programs to include policies and procedures that affect small business federal contracting. Within each of the DHS component a Small Business Specialist is ready to assist you with vendor related inquiries https://www.dhs.gov/small-business-specialists.

Contact FEMA SBP | FEMA-SB@fema.dhs.gov

Resource Links:

US Small Business Administration: https://www.sba.gov/contracting

Strategic Sourcing: www.dhs.gov/dhs-strategic-sourcing

DHS Acquisition Planning Forecast System: http://apfs.dhs.gov

DHS Vendor Outreach Sessions: www.dhs.gov/small-business-vendor-outreach-sessions

FEMA Industry Liaison Program

Establishes strategic relationships with suppliers and stakeholders.

Serves as an industry advocate.

Acts as the liaison between suppliers and program offices.

Partnering with YOU to fulfill FEMA’s Mission “to support our citizens and first responders to ensure that as a nation we work together to build, sustain, and improve our capability to prepare for, protect against, respond to, recover from, and mitigate all hazards”
Debris Removal Contracting

Become a member of the Corps of Engineers Contractor Registry if you are interested in performing disaster response and recovery work; e.g. debris removal. Visit this link to access their website www.usace.army.mil/Missions.aspx. We encourage you to explore all the links under “Emergency Operations”. Useful information is provided regarding the Corps of Engineers support role to FEMA during disasters.

In addition, the U.S. Government uses the Disaster Response Registry in the System for Award Management (SAM), for contractors to register their business information, including capabilities and locations served to provide debris removal services.


Providing Housing Assistance

Hotels or motels are able to participate in FEMA’s Transitional Sheltering Assistance Program, which offers rooms to disaster survivors seeking housing aid. For information visit https://ela.corplodging.com/

Offers of Assistance

If your organization has goods or services to donate to disaster response and recovery efforts, please submit offers through the National Voluntary Organizations Active in Disaster donations (NVOAD) portal: www.nvoad.org.