

# DISASTER RECOVERY CONTRACTING OPPORTUNITIES



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 the Federal Emergency Management Agency (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.*

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## FEDERAL GOVERNMENT

The first step in Federal Government contracting is obtaining a DUNS number, a unique 9-digit identification number. The is **free** and required by all businesses to register with the Federal Government for contracts and grants.

- Request your DUNS Number: <https://fedgov.dnb.com/webform/>
  - » Note: DUNS Numbers will be replaced by Unique Entity Identifiers (UEI) on April 4, 2022. Visit [www.gsa.gov/entityID](http://www.gsa.gov/entityID) for more information and update.

Next, you should register with System for Award Management (SAM). A SAM account is required for all 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 FEMA and the U.S. Army Corps of Engineers to select contractors for disaster response assistance via Federal Government procurement opportunities.

- Register in SAM: <https://sam.gov/content/home>
- Access the Disaster Response Registry: <https://www.acquisition.gov/content/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, which enables the maximum opportunity for contracts.

- Learn more about the FEMA Small Business Program: <https://www.fema.gov/business-industry/doing-business/small-business>

Through their Industry Liaison Program (ILP), FEMA establishes strategic relationships with vendors and stakeholders and serves as an information provider for vendors seeking to do business with FEMA. They also connect vendors with the program offices in support of FEMA's mission. Learn more about the Industry Liaison Program at <https://www.fema.gov/business-industry/doing-business>.

- Download the Vendor Profile form: [https://www.fema.gov/sites/default/files/2020-07/fema\\_vendor-profile-form.pdf](https://www.fema.gov/sites/default/files/2020-07/fema_vendor-profile-form.pdf)
- Submit via email: [FEMA-Industry@fema.dhs.gov](mailto:FEMA-Industry@fema.dhs.gov)

### **General Services Administration (GSA), FEMA Transportation Opportunities**

FEMA procures many of its transportation needs through the General Services Administration's (GSA) Center for Transportation Management (CTM), including 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: <https://www.gsa.gov/buying-selling/products-services/transportation-logistics-services/transportation-programs>

### **Monitoring Disaster-Related Contract Opportunities**

*Contract Opportunities* on SAM (previously FedBizOpps) reports contract opportunities over \$25,000.

- Monitor *Contract Opportunities*: <https://sam.gov/content/opportunities>

*Unison Marketplace* (previously FedBid) is a subscription-based system that operates as a reverse auction system for federal simplified acquisitions and includes many contract opportunities under \$25,000.

- Register in *Unison Marketplace*: <https://www.unisonglobal.com/product-suites/acquisition/marketplace/>

*DHS Acquisition Planning Forecast System* lists contract actions exceeding \$250,000.

- Monitor the *DHS Acquisition Planning Forecast System*: <https://apfs-cloud.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 USACE Emergency Operations Program: <https://www.usace.army.mil/Missions/Emergency-Operations/Contracting-in-Disasters/>

If you are looking for a list of prime contractors for subcontracting opportunities, visit <https://www.swd.usace.army.mil/Business-With-Us/Small-Business/>, then select “**USACE Advanced Contract Initiative (ACI Contracts)**” link on the right column. Some companies link their subcontracting opportunities here, while others will need to be contacted directly.

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## 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 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 responsible. [Read the Robert T. 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 <https://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 governments, 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 E-Procurement system: <https://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 governments 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: <https://ncadmin.nc.gov/businesses/vendor-resources/nc-bids-vendors>
- Register in the North Carolina Vendor Portal: <https://www.ips.state.nc.us/Vendor/VendorPubMain.aspx>
- Monitor the Vendor Portal: <https://vendor.ncgov.com/vendor/login>

### **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 <https://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 NCDOT: <https://connect.ncdot.gov/business/Prequal/Pages/default.aspx>

### **North Carolina Offices for Historically Underutilized Businesses (HUB)**

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 website for RFPs and other updates: <https://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's programs and procedures: <https://www.ncdps.gov/ncem>

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## 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 that 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.

- Review your county's Emergency Management program and procedures: <https://www.ncdps.gov/Emergency-Management/EM-Community/Directories/Counties>
- Register with your city/county purchasing programs: <https://www.sog.unc.edu/resources/microsites/knapp-library/cities-north-carolina>
  - » You will need to search through each city/county's website to find information on **procurement**, **purchasing**, or **bids** (helpful keywords).

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## About the NC SBTDC's Government Contracting Assistance Program (GCAP)

The North Carolina Small Business and Technology Development Center (SBTDC) is a business and technology extension program of the UNC System. Our Government Contracting Assistance Program (GCAP) offers no-fee and confidential counseling on selling your products and/or services to the appropriate local, state, or federal government agency. GCAP also helps companies identify eligibility and complete applications for relevant economic development programs and certifications.

Visit [www.sbtddc.org/programs/gcap](http://www.sbtddc.org/programs/gcap) for more information or to contact your local government contracting counselor.