Emergency Response
Contracting Opportunities

Georgia Tech Procurement Assistance Center

June 21st, 2010

Jacob Hansen
Chief Procurement Officer
Acknowledgements

I thank the Federal Emergency Management Agency – Region IV, the Georgia Tech Procurement Assistance Center, and the Honorable Commissioner Brad Douglas for this opportunity and invitation to speak to you today.
How Do They Compare?

Service in Iraq

vs.

Service in FEMA
Assumptions

• You are...small 8(a), minority-owned, large businesses, women-owned, HUBZone, and service-disabled veteran-owned firms.

• You have previously been briefed on doing business with the federal government.

• You have achieved success in the commercial market, and some have already broken into the government marketplace.
FEMA MISSION:

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.
US Department of Homeland Security/FEMA
Office of the Chief Procurement Officer

Organization Chart

Jacob Hansen
Chief Procurement Officer

Margaret Lawless
Deputy Chief

Executive Staff

Acquisition Operations Division
- Logistics Branch
- Disaster Assistance Branch
- Mt. Weather Operations Branch
- Support Services Branch
- Disaster Operations Branch
- Information Technology Branch
- Mitigation Branch
- Preparedness Branch

Acquisition Program and Planning Division
- Program Management Operations Branch
- Business Management Operations Branch

Acquisition Policy and Legislation Division
- Customer Operations Branch
- Program Strategy Branch
- External Correspondence Branch
- Acquisition Programs Branch
Overall Acquisition Strategy

1. Compete Contracts With Small Disadvantaged Businesses (8(a), HubZone, or Service Disabled Veteran Owned Businesses)
2. Compete Contracts With All Small Businesses
3. Full and Open Competition
Socio-economic Report – FY 08&09

Socioeconomic Contracting % by Category

- Small Business (SB): FY08 = 31.9%, FY09 = 28.6%
- Small Disadvantaged Business [non 8(a)]: FY08 = 6.3%, FY09 = 4.9%
- 8(a) Procedure: FY08 = 3.6%, FY09 = 4.3%
- Service Disabled Veteran Owned Small Business: FY08 = 5.3%, FY09 = 2.0%
- Women Owned Small Business: FY08 = 4.4%, FY09 = 6.3%
- Certified HUBZone Small Business: FY08 = 3.2%, FY09 = 1.2%

SB Goal = 4%
SDB Goal = 4%
8(a) Goal = 4%
SDVO Goal = 3%
WO Goal = 5%
HUBZone Goal = 3%
Important Acquisition Initiatives

• Disaster Acquisition Response Team
  – 26 Person Team Dedicated to Support You and the Program Offices (ACOs, QARs)

• Local Business Transition Team
  – Tailored Team to Facilitate Work to Local/Small Disadvantaged Businesses

• Acquisition Advisor
  – Your Senior Level Acquisition Advisor
  – Designed to Facilitate Acquisition Answers and...Keep Us All Out of Trouble!
IA-TAC Contract:

- Provide support to the Disaster Assistance program for the delivery of Individual Assistance support, to include direct housing and construction and associated technical program support, and Mass Care support.
Individual Assistance – Technical Assistance FEMA Regions
Individual Assistance – Technical Assistance Contract Opportunities In the Atlanta Area With CH2M Hill

- Business strategy includes using small and disadvantaged contractors who live and work throughout FEMA Regions III and IV.

- Extreme effort has been put forth over the last year to identify these businesses and put them under contract prior to a response event.

- Interested parties may email their contact information and the services they are able to provide to: Willie Franklin, willie.franklin@ch2m.com, or at 720-286-2274
More Contact Information

Booz-Allen-Hamilton Wants To Hear From You

Diane Marsden
Senior Associate
Manager, Small Business Programs
McLean, VA 22102

703-377-4677

Marsden_Diane@bah.com
Mentor-Protege Program

The Mentor-Protege program is designed to motivate and encourage large business prime contractor firms to provide mutually beneficial developmental assistance to small business, veteran-owned small business, service-disabled veteran-owned small business, HUBZone small business, small disadvantaged business, and women-owned small business concerns. The program is also designed to:

- improve the performance of contracts and subcontracts,
- foster the establishment of long-term business relationships between large prime contractors and small business subcontractors, and
- strengthen subcontracting opportunities and accomplishments through three incentives. (see Section 1.5 of Program Details (PDF, 6 pages - 56 KB))

Mentor-Protege Companies

Eligibility

All firms must be in good standing in the federal marketplace. The program excludes firms that are on the Federal List of Debarred or Suspended Contractors.

Mentor Firm – open to any large business firm that demonstrates the commitment and capability to assist in the development of small business proteges.

Protégé Firm – All small businesses that meet the definition of small business concern at FAR 19.001 based on their primary NAICS code, are eligible to be protégé firms. This includes small...
Prime Contractors

Office of Small and Disadvantaged Business Utilization (OSDBU)

The list below provides information on large business Prime Contractors who are interested in subcontracting with small, minority, women-owned, HUBZone-certified, 8(a), veteran-owned, and service-disabled, veteran-owned businesses.

To determine if opportunities exist for your company, we recommend you prepare yourself as follows:

1. Research the company by reviewing the column 'In Search Of' to determine if there might be a match;
2. Visit each prime contractors' website to learn more about the company;
3. If the company requires businesses to register in their Supplier Registration database, do so (it is very likely that the Prime will ask if you've been to their site and registered in their supplier database);
4. Send an email to the contact listed for each Prime informing them of your interest in being considered for subcontracting opportunities. Briefly explain how you believe you can assist the Prime (be specific and tie your experience/capabilities to their needs);
5. If you have the opportunity to meet with a Prime, be prepared, and most important, be on time.
6. If they ask you to follow-up with additional information, do so.
DHS Prime Contractor Information All Right Here!

DHS Prime Contractor

ACCENTURE
Small Business Liaison:
Chernise Smith
c.smith@accenture.com
Web site: www.accenture.com

TSA - HR Services Contract DTSA20-03-C-00546, Options thru 2008
TSA - Secure Flight G8 Schedule GS-10F-0608N, BPA Number, HSTS04-06-A-NRA055
U.S. VISIT HSSCHQ-04-D-0096, Options thru 2014
DHS EAGLE HSHQDC-06-D-00029

BAE SYSTEMS INFORMATION TECHNOLOGY
Director, Procurement & Small Business Liaison Officer
William Mitchell
William.mitchell@baesystems.com

In Search Of:
- Custom Programming Services
- Computer Facilities Management Services
- Software Development
- Management Support Services
- Program Management including EVMS and CMMI
- Federal Human Capital Management and Human Resources Processing
- Business Process Design
- Change Management and Training Development
- Systems Integration and Application Development (Java, Microsoft, J2EE, SOA, Oracle)
- Data Warehousing and Analytics
- Business Architecture and Policy Support
- Systems Engineering Support & Operations Architecture
- PKI expertise, data mining, voice/wireless expertise, cabling.
HELP for HAITI
Learn What You Can Do

Haiti Relief - How You Can Help
This is the one you want! “Contractors and Vendors”
It's All Right Here!

Information for Contractors and Vendors

Haiti Support

Technical assistance contractors or volunteers should contact the Center for International Disaster Information at cici@cici.org.

General Information

- **Working with DHS** - Links to contracts, grants, small business opportunities, research and development and contacts.
- **Information Technology Products and Services** - Share your technology-related products and services information with people in the Information Technology divisions of DHS and its component agencies via this DHS database.
- **Disaster Response Registry** - Contractors interested in performing debris removal, distribution of supplies, reconstruction and other disaster or emergency relief activities are requested to register in the Central Contractor Registration (CCR).
  - All contractors are required to be registered in the CCR prior to receiving any contract award from DHS-FEMA.
  - [Section 697](#)
- Debris Removal Contractors - [Register your company info and resource capabilities](#)
- Listing of Active Contracts (PDF 92KB, TXT 59KB) - (As of January 22, 2009)

Doing Business with FEMA

The Industry Liaison (IL) Program is committed to establishing strategic relationships with industry partners and stakeholders with...
Search more than 25,400* active federal opportunities.

Posted Date: Last 90 Days  Set-Aside Code: Any
Place of Performance: Any State or Territory  Type: Any
Keyword / Solicitation #:  Agency:

Search

Additional criteria and multiple selections are available on the advanced search form.
* Notices posted within the last 90 days.

How do I find and compete for contracting opportunities related to the Haitian Relief and Reconstruction Effort?

Buyers / Engineers
Government users may post, manage, and award opportunities.

Username
Password

View Opportunities
No login is required to view opportunities.
Register Now
Password Reminder

Vendors / Citizens
Vendors and citizens may search, monitor, and retrieve opportunities.

Username
Password

Find Opportunities
No login is required to view opportunities.
Register Now
Password Reminder

USER GUIDES
Buyer
Vendor
Engineer
Location / Agency Admin

DEMOSNOWATION VIDEOS
Watch demonstration videos designed to familiarize you with the functions and technology of the FBO.
Frequently Asked Questions:


- What Do I Need To Do First? www.ccr.gov


- What Should I Do If I Can’t Figure It Out/Need Help? FEMA-Industry@dhs.gov

FEMA’s Small Business POC

Kathryn York Lewis
Small Business Specialist
DHS/FEMA
Acquisition Policy and Legislation Division

202-646-7905

Kathryn.Lewis@FEMA.GOV
Contact information

Jake Hansen
Chief Procurement Officer
Jacob.Hansen@dhs.gov

Homeland Security

WWW.FEMA.GOV   http://www.youtube.com/FEMA