


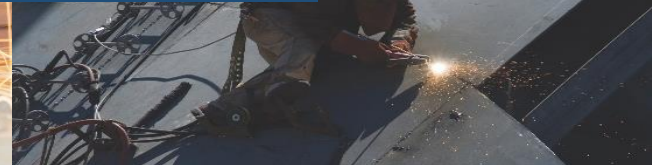


A Procurement Technical
Assistance Center (PTAC)

The background of the slide is a photograph of the Wisconsin State Capitol building at dusk. The building is illuminated with warm lights, and its green dome is a prominent feature. The sky is a deep blue. In the foreground, there are trees and a concrete walkway. A large blue rectangular box with white text is overlaid on the bottom half of the image.

THE LIFECYCLE OF FEDERAL DISASTER RESPONSE AND SUPPORT ACQUISITION HOUR WEBINAR

July 24, 2018



WEBINAR ETIQUETTE

PLEASE

- Log into the GoToMeeting session with the name that you registered with online
- Place your phone or computer on MUTE
- Use the CHAT option to ask your question(s). We will share the questions with our guest speaker who will respond to the group

THANK YOU!

Assist businesses in creating,
development and growing their
sales, revenue and jobs through
Federal, state and local government
contracts.

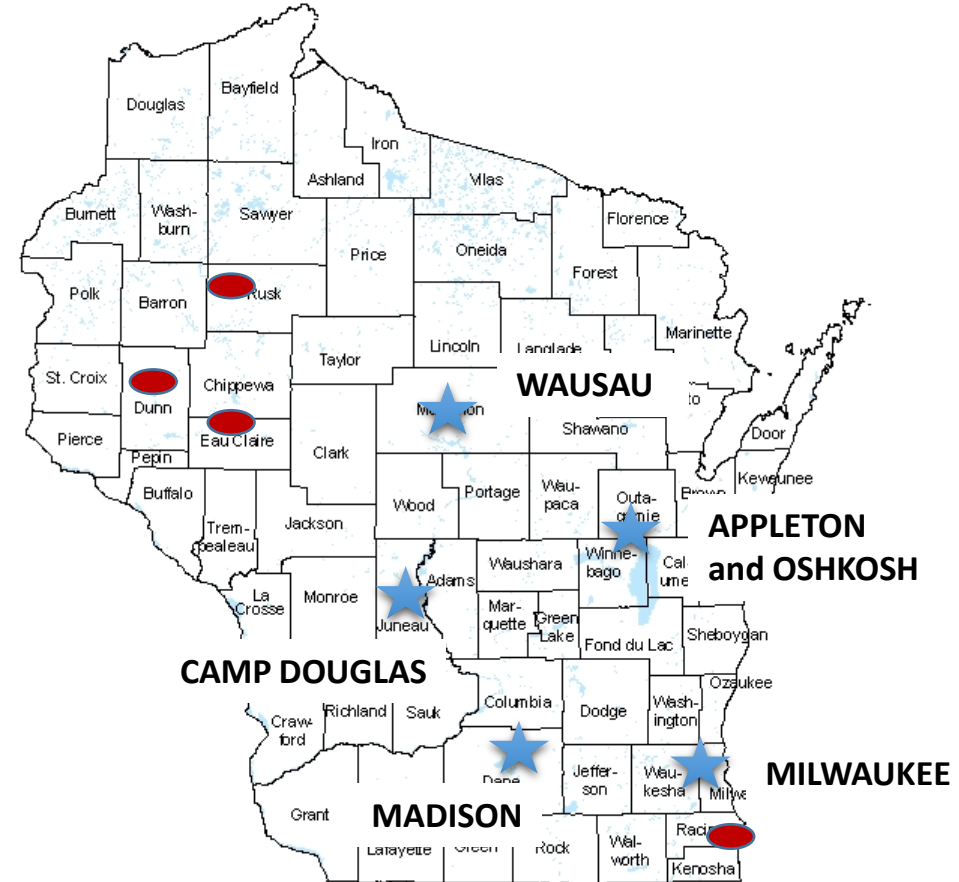
*WPI is a Procurement Technical Assistance Center (PTAC) funded in part by
the Defense Logistics Agency (DLA), WEDC and other funding sources.*

WPI OFFICE LOCATIONS

- MILWAUKEE – *Technology Innovation Center*
- MADISON –
 - *Madison Enterprise Center*
 - *FEED Kitchens*
- CAMP DOUGLAS – *Juneau County Economic Development Corporation (JCEDC)*
- WAUSAU – *Wausau Region Chamber of Commerce*
- APPLETON / OSHKOSH – *Fox Valley Technical College*

WPI partner co-locations

- Eau Claire – *Western Dairyland*
- Ladysmith – *Indianhead Community Action Agency*
- Menomonie – *Dunn County EDC*
- Racine - *Launchbox*



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GRANTS

SUCCESS &
AWARDS

FAQS

**12TH ANNUAL VOLK FIELD –
FORT MCCOY SMALL
BUSINESS CONFERENCE,
JUNE 19TH & 20TH.
REGISTRATION CLOSES JUNE
5TH**

www.wispro.org

UPCOMING EVENTS

JUNE 5 2018
ACQUISITION HOUR: INVOICING THE DEPARTMENT OF
DEFENSE USING WAWF/IRAPT

JUNE 6 2018
ACQUISITION HOUR: FLOW-DOWN CLAUSES –
MANAGEMENT AND RESPONSIBILITIES FOR FEDERAL
CONTRACTORS

JUNE 6 2018
DOING BUSINESS WITH THE US FOREST SERVICE
RHINELANDER, WI »

JUNE 7 2018
DOING BUSINESS WITH THE NATIONAL PARK SERVICE
HOUGHTON, MI »

JUNE 12 2018
ACQUISITION HOUR: CODE OF BUSINESS ETHICS AND
CONDUCT IN GOVERNMENT CONTRACTING

CURRENT OPPORTUNITIES (5)



SERVICES OFFERED BY WPI

- FREE Bid Matching Services
- Individual Counseling and Assistance
- Locating Local, State and Federal Opportunities
- Government Market Strategy Development
- Training in use of Government websites and tools
- Assistance with System for Award Management (SAM) Registration
- Assisting in Market Research Process
- Development of Market Profile
- Small Business Subcontracting Plans Development, Outreach and Reporting
- Small Group Training
- Outreach and training with Local, State and Federal agencies
- Assist with Pre and Post Award Functions
- Assistance with Agency Specific Contracting Requirements
- Assistance with Contracting Regulations and Requirements, including FAR, DFAR, CFR
- Assistance with GSA Schedule Preparation and Administration
- Assistance with Local, State and Federal Certifications, including:
 - Service Disabled & Veteran Owned Small Business, HUBZone, Woman Owned Small Business, 8(a) Business Development Program
 - State
 - Local
 - DBE
- Bid review and Submission Assistance
- Proposal review and Submission Assistance
- Capabilities Statement and Related Government Marketing Material Development
- Assistance in Locating and Developing Teaming Partners and Subcontractors
- Updated Government Market Information

THE LIFECYCLE OF FEDERAL DISASTER RESPONSE AND SUPPORT

Marc N. Violante

Wisconsin Procurement Institute

July 24, 2018



Image copied from: <https://www.fema.gov/media-library/assets/images/114295>

US Customs and Border Protection

The screenshot displays the FEDBIZOPPS.GOV website interface. At the top, there is a navigation bar with links for Home, Getting Started, General Info, Opportunities (highlighted), Agencies, and Privacy. Below the navigation bar, there are links for Buyers (Login, Register) and Vendors (Login, Register), along with an Accessibility icon.

The main content area features the U.S. Customs and Border Protection logo and the title "99--EMERGENCY PURCHASE: BOTTLED WATER #1". Below the title, the following details are provided:

- Solicitation Number: RFQCBP17025
- Agency: Department of Homeland Security
- Office: Customs and Border Protection
- Location: Procurement Directorate - DC

Navigation tabs include "Notice Details" (selected), "Packages", and "Interested Vendors List". There are also "Print" and "Link" icons.

On the left side, there are sections for "Complete View" and "Original Synopsis". The "Original Synopsis" section includes the following information:

- Combined Synopsis/Solicitation
- Sep 26, 2017 8:41 pm
- Award
- Sep 27, 2017 12:22 pm

Key details from the synopsis are:

- Solicitation Number: RFQCBP17025
- Notice Type: Award
- Contract Award Date: September 28, 2017
- Contract Award Number: (blank)

On the right side, a "GENERAL INFORMATION" box contains the following details:

- Notice Type: Award
- Original Posted Date: September 26, 2017
- Posted Date: September 29, 2017
- Response Date: -

Copied from: <https://www.fbo.gov/spg/DHS/USCS/PDDC20229/RFQCBP17025/listing.html>

7/24/2018

Harvey, Irma, Maria – June 2018 - activity

Hurricane	Dates	June 2018 Procurements
Harvey	Aug 17, 2017 – Sep 3, 2017	91
Irma	August 30, 2017 – September 13, 2017	28
Maria	September 16, 2017 – October 2, 2017	190

FEMA

The screenshot shows the FEDBIZOPPS.GOV website. The header includes the site name and logos for IAE, E-GOV, and USA.gov. A navigation bar contains links for Home, Getting Started, General Info, Opportunities (highlighted), Agencies, and Privacy. Below the navigation bar, there are links for Buyers (Login | Register) and Vendors (Login | Register), along with an Accessibility icon. The main content area features the U.S. Department of Homeland Security logo and the title "TRAILERS & CONTAINERS WITH CHASSIS". Below the title, the solicitation details are listed: Solicitation Number: 70FB7018R00000026, Agency: Department of Homeland Security, Office: Federal Emergency Management Agency, and Location: Acquisition Operations Division (AOD). There are three tabs: "Notice Details" (selected), "Packages", and "Interested Vendors List". To the right of the tabs are "Print" and "Link" icons. At the bottom of the main content area, there are links for "Original Synopsis" and "Return To Opportunities List".

In wake of Hurricane Maria response efforts, FEMA is procuring trailers and containers with chassis to support Disaster Relief Operations in order to protect against, respond to, recover from, or mitigate against threatened or actual major or catastrophic disasters and emergencies both natural and man-made, including acts of terror. Trailers and containers are required for

ALL FILES

DRAFT SOW

Jun 28, 2018

[SOW - Trailers & Con...](#)

GENERAL INFORMATION

Notice Type:
Presolicitation

Posted Date:
June 28, 2018

Response Date:

Regulations and Programs

- Key elements of business plan/strategy
- Creates the framework
- Identifies key participants
- Defines participant authorities and responsibilities
- What is allowed / what isn't

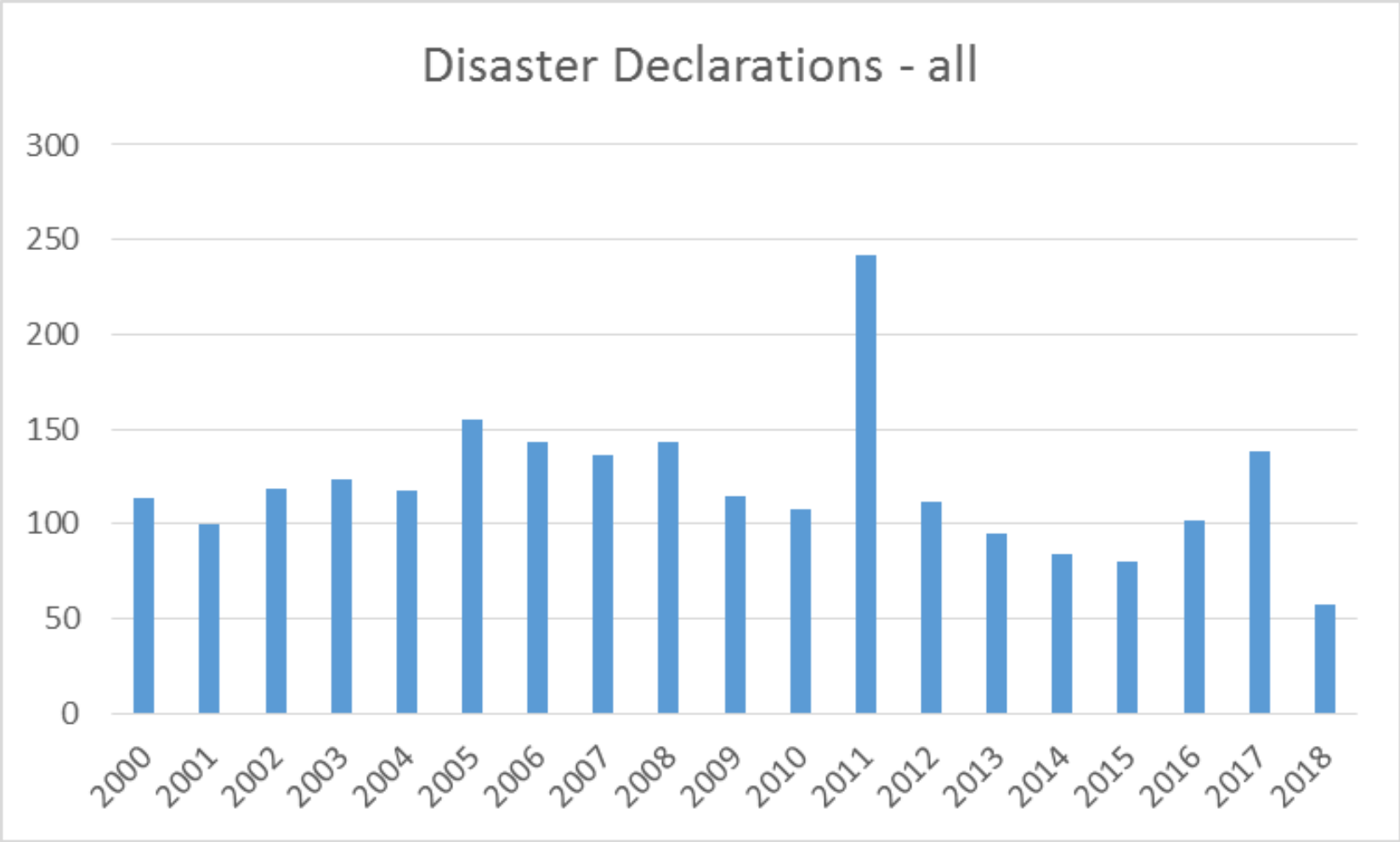
The Business Case – What we know



1/24/2010

Research – key questions

- What is needed?
- What is being purchased?
- Who, (which Agency/Contracting Office) is purchasing?
- How are the purchases being made? – contract vehicle
- What is known about purchase volume, vehicle users, open period
- Competition
- Other vehicles
- Will there be acceptable ROI?



Data: <https://www.fema.gov/disasters/year>

7/24/2018

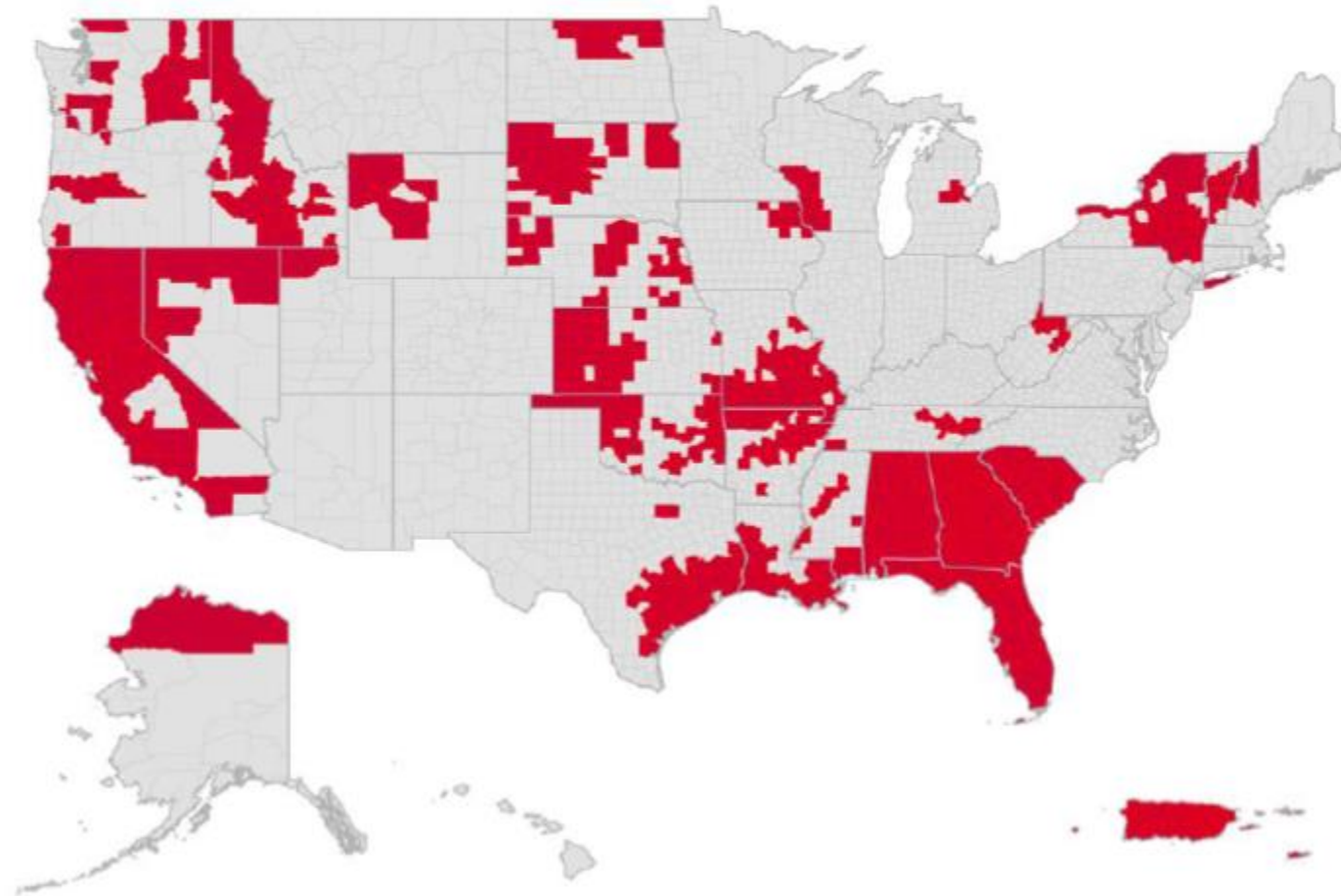
States with Disaster declarations – over time



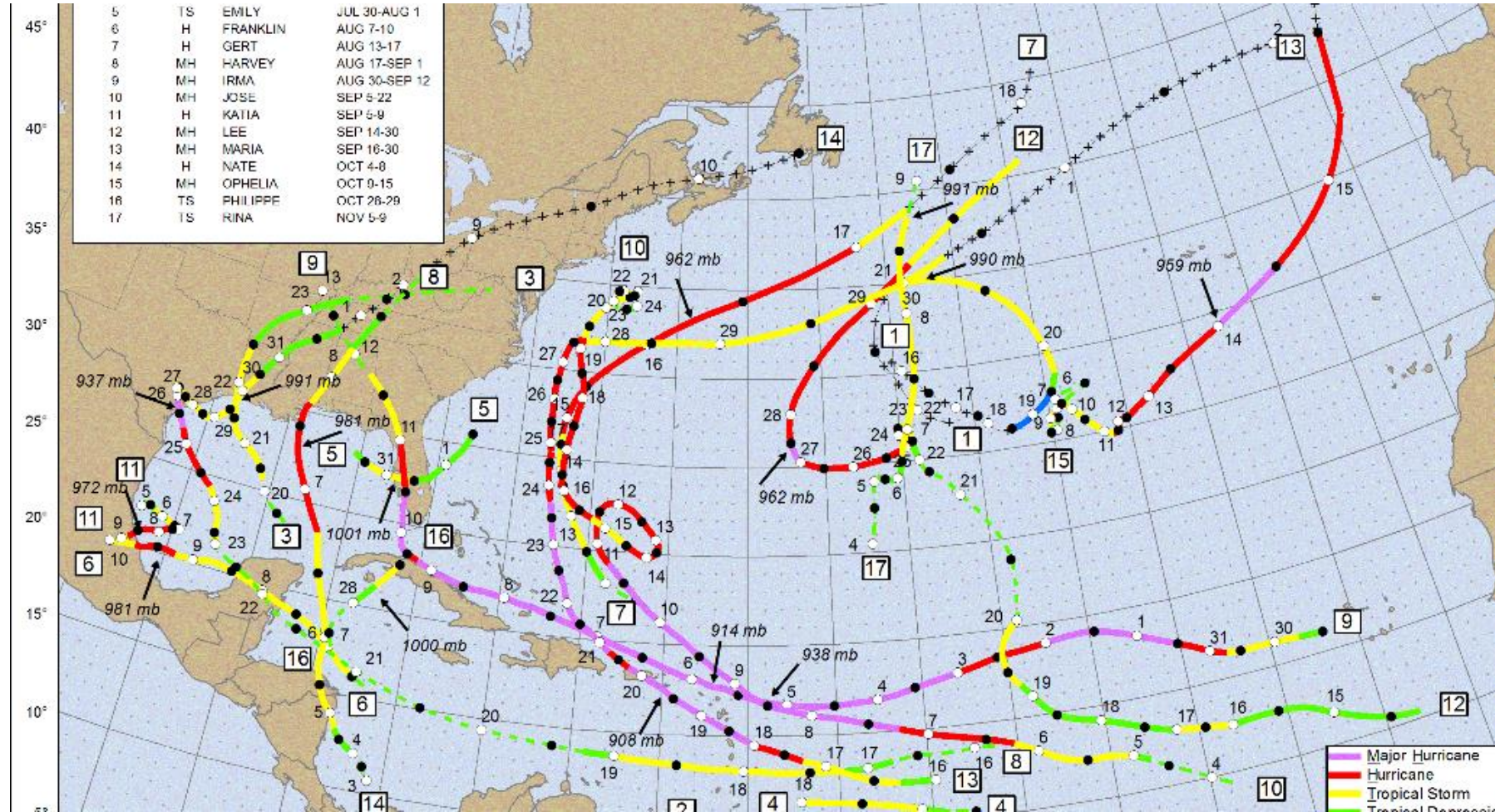
Data: <https://www.fema.gov/disasters/year>

7/24/2018

Calendar Year 2017 Major & Emergency Disaster Declarations by County



What drives the need? – the activity?



Data: <https://www.nhc.noaa.gov/data/tracks/tracks-at-2017.png> 7/24/2018

Identify drivers, need, vehicles, owners

U.S. DEPARTMENT OF THE INTERIOR
BUREAU OF LAND MANAGEMENT

ALASKA FIRE SERVICE

Support Home Fire Cache Barracks OPS Incident Business Business & Technology Logistics OPS Jobs

Fire Cache

The Alaska Fire Service Warehouse Cache is home to one of six National Type I Fire Caches in the nation. The AFS Fire Cache provides supplies and equipment for all fire suppression and fire management operations in coordination with other statewide agencies such as the State of Alaska, Cadastral Survey, Field Offices, and General Services Administration. They also coordinate supply operations with the other 14 National Fire Caches.

The AFS Warehouse Cache maintains an automated system of inventory and ensures accountability and control for all of the AFS fire stores, personal, and real property. The Cache also provides expertise and technical direction in the area of real property, personal property, and fire stores management to the AFS and the BLM-Fairbanks District Office.

Warehouse Supply

Alaska Fire Service

- Home
- What We Do
- Branches / Zones
 - Fire Support
 - Fire Operations
 - Fire Management
- Fire Duty in Alaska
- Information Center
 - AFS News
 - Media Toolkit

Explore be curious – ask questions

Fire Forecasting

[Predictive Services](#) provides information about fire weather, fire danger/fuels, and intelligence/resource status information that fire managers need to anticipate significant wildfire activity and determine where to position firefighters, engines, aircraft and other wildfire suppression assets to respond to it.

National Predictive Services products include weekly and monthly [significant wildland fire potential outlooks](#), [intelligence reports](#) that are produced daily or weekly depending on wildfire activity, and [annual reports](#).

[Learn more about fire forecasting](#)

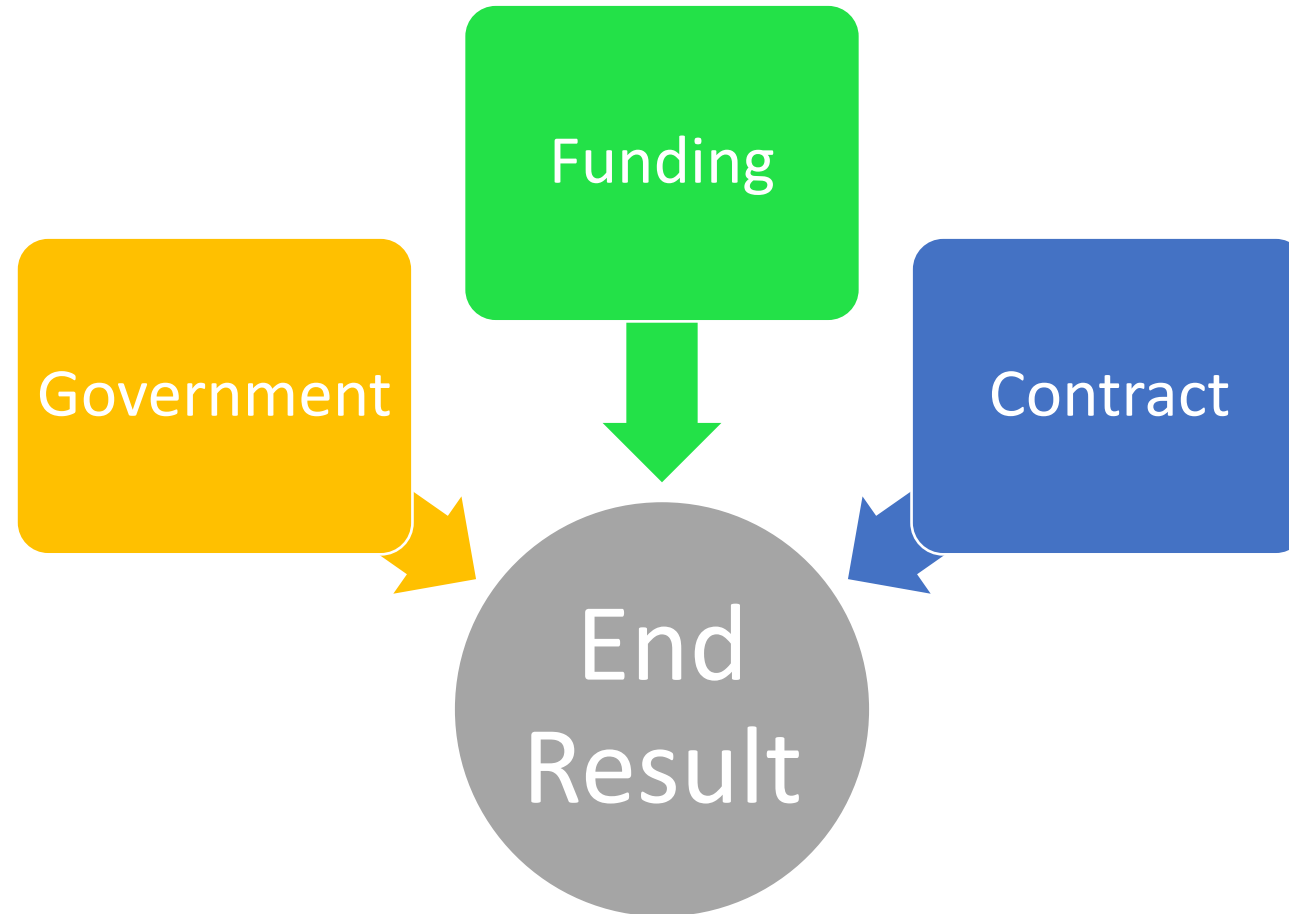
Fire Rehabilitation and Restoration

After some wildfires, the Forest Service may need to implement rehabilitation and restoration activities. Rehabilitation and restoration is a long-term process that focuses on repairing infrastructure and natural resource damages caused by the fire.

The objective of the Burned Area Emergency Response (BAER) program is to identify post-wildfire threats to human life and safety, property and critical natural or cultural resources on National Forest System lands and take immediate actions, as appropriate, to manage unacceptable risks. This stabilization work begins before the fire is out and may continue for up to a year.

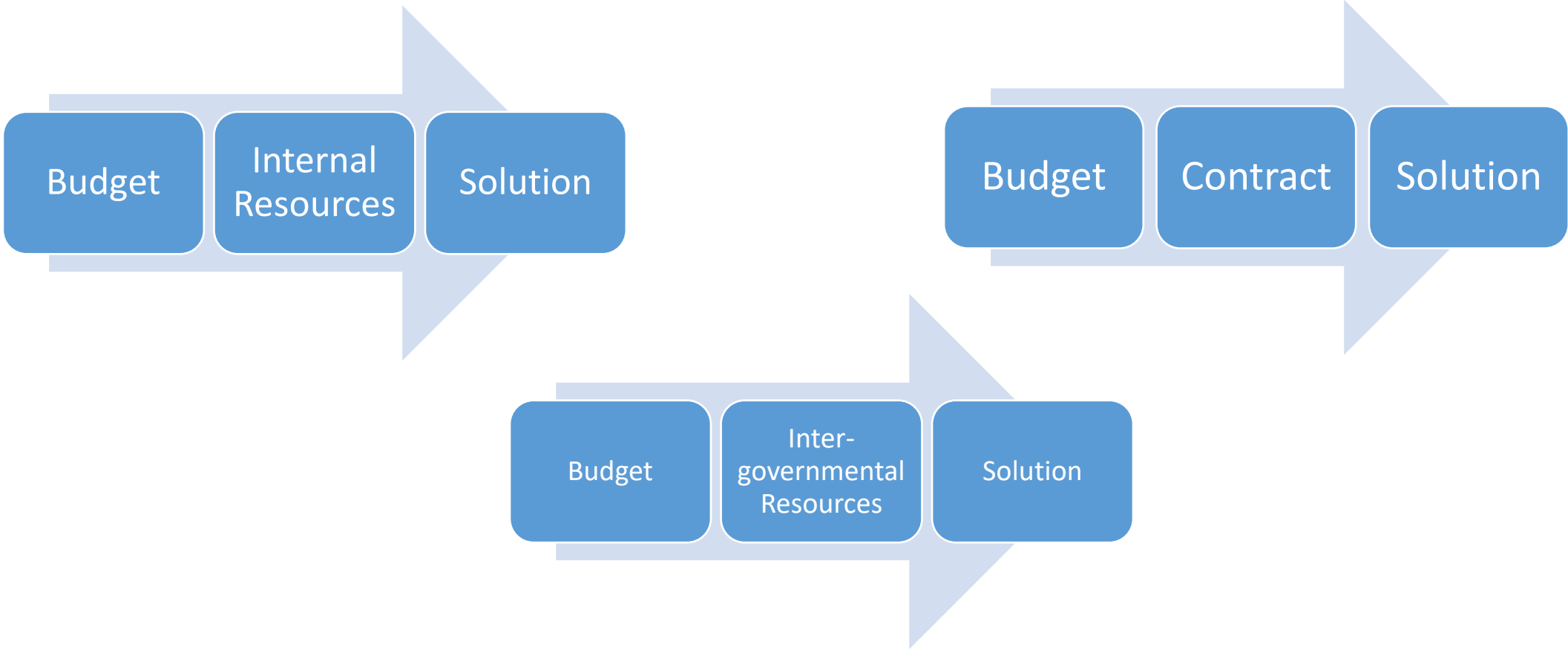
[Learn more about post-fire responses](#)

Design & Need v. Execution

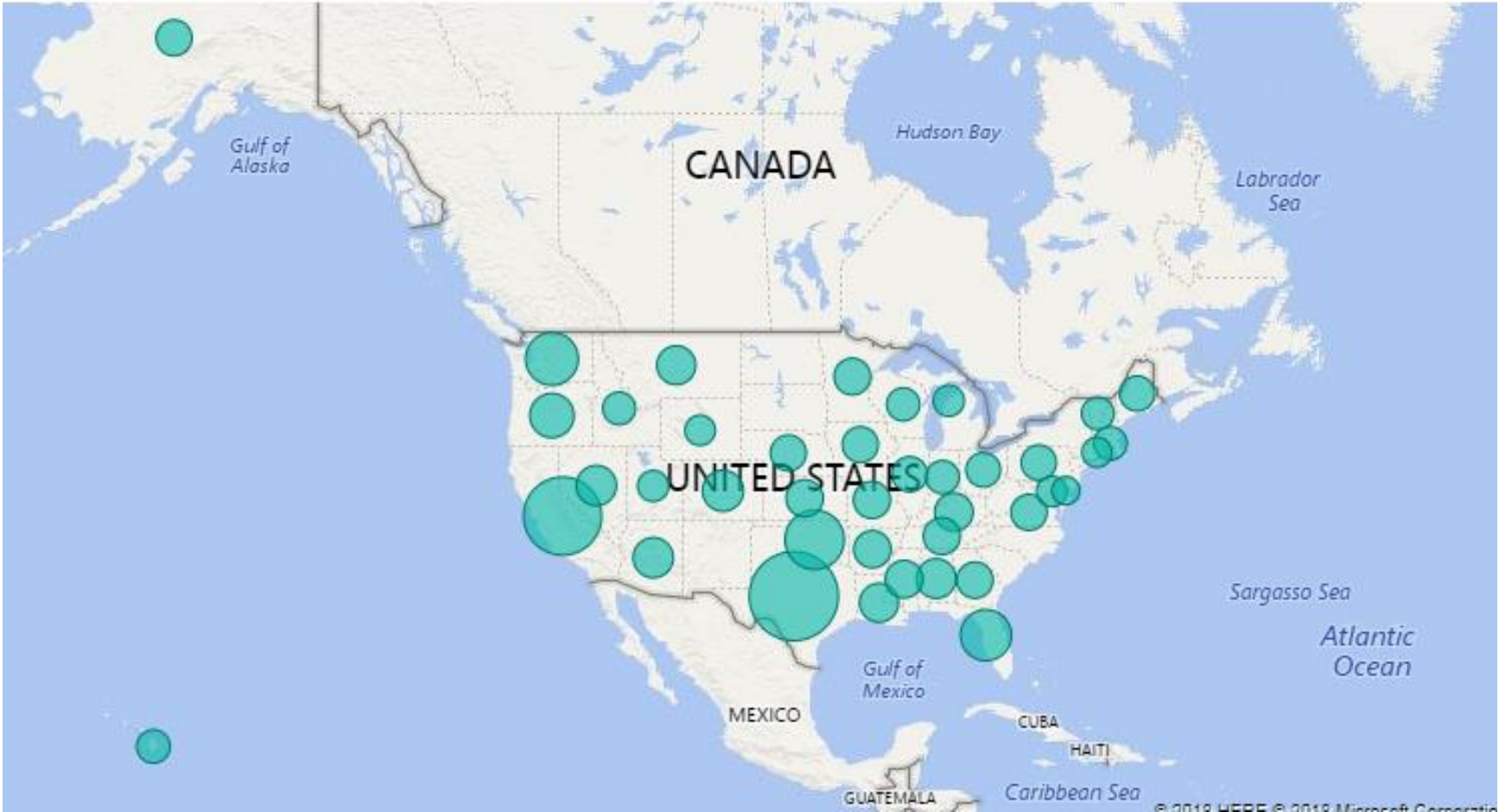


7/24/2018

Solutions – in general



Awards, Hurricane Harvey



Data from FPDS Hurricane Harvey; processed with Power BI

7/24/2018

Information is a powerful driver!

Count of Award Type				
Row Labels	Harvey	Irma	Maria	Grand Total
BPA	16	17	69	102
BPA CALL	282	168	374	824
DEFINITIVE CONTRACT	155	158	473	786
DELIVERY ORDER	986	947	1247	3180
IDC	26	11	61	98
PURCHASE ORDER	702	472	1049	2223
Grand Total	2167	1773	3273	7213

Use multiple perspectives!

Count of Award Type				
Row Labels	Harvey	Irma	Maria	Grand Total
BPA	0.74%	0.96%	2.11%	1.41%
BPA CALL	13.01%	9.48%	11.43%	11.42%
DEFINITIVE CONTRACT	7.15%	8.91%	14.45%	10.90%
DELIVERY ORDER	45.50%	53.41%	38.10%	44.09%
IDC	1.20%	0.62%	1.86%	1.36%
PURCHASE ORDER	32.40%	26.62%	32.05%	30.82%
Grand Total	100.00%	100.00%	100.00%	100.00%

Focus on context and applicability!

Sum of Awards	Column Labels			
Row Labels	Harvey	Irma	Maria	Grand Total
BPA	\$0.00	\$0.00	\$0.00	\$0.00
BPA CALL	\$25,947,765.24	\$24,443,970.46	\$110,630,834.65	\$161,022,570.35
DEFINITIVE CONTRACT	\$224,338,391.79	\$117,816,732.07	\$1,278,601,664.85	\$1,620,756,788.71
DELIVERY ORDER	\$1,209,130,013.27	\$935,460,777.07	\$3,403,929,579.59	\$5,548,520,369.93
IDC	-\$555,793.26	\$247,760.00	\$0.00	-\$308,033.26
PURCHASE ORDER	\$95,325,489.95	\$85,088,567.05	\$142,889,158.30	\$323,303,215.30
Grand Total	\$1,554,185,866.99	\$1,163,057,806.65	\$4,936,051,237.39	\$7,653,294,911.03

Who is your customer?

Count of Agency				
Row Labels	Harvey	Irma	Maria	Grand Total
FEDERAL EMERGENCY MANAGEMENT AGENCY	1040	613	1510	3163
DEPT OF THE ARMY	76	80	501	657
U.S. COAST GUARD	137	297	214	648
DEFENSE LOGISTICS AGENCY	262	157	142	561
OFFICE OF ASSISTANT SECRETARY FOR PREPAREDNESS AND RESPONSE	35	53	175	263
ENVIRONMENTAL PROTECTION AGENCY	62	52	80	194
DEPT OF THE NAVY	29	98	43	170
FEDERAL ACQUISITION SERVICE	72	31	63	166
VETERANS AFFAIRS, DEPARTMENT OF	41	33	68	142
SMALL BUSINESS ADMINISTRATION	118	18	3	139
Grand Total	1872	1432	2799	6103

11. In a three-month period, FEMA issued more contract actions than in an entire previous fiscal year to meet disaster requirements, which strained the Agency's contracting personnel.

Data from FPDS ; Item 11, FEMA AAR, July 12, 2018

7/24/2018

What Contract Vehicles should you pursue?

	# Awards	Value
GSA	417	510,884.16
DLA	309	157,620,669.46
Army	387	2,093,216,818.72
FEMA	1239	2,724,816,854.99

Data from FPDS ;

7/24/2018

What initiates Federal Activity?

- The [Stafford Act \(§401\)](#) requires that: "All requests for a declaration by the President that a major disaster exists shall be made by the Governor of the affected State." A State also includes the District of Columbia, Puerto Rico, the Virgin Islands, Guam, American Samoa, and the Commonwealth of the Northern Mariana Islands. The Marshall Islands and the Federated States of Micronesia are also eligible to request a declaration and receive assistance.

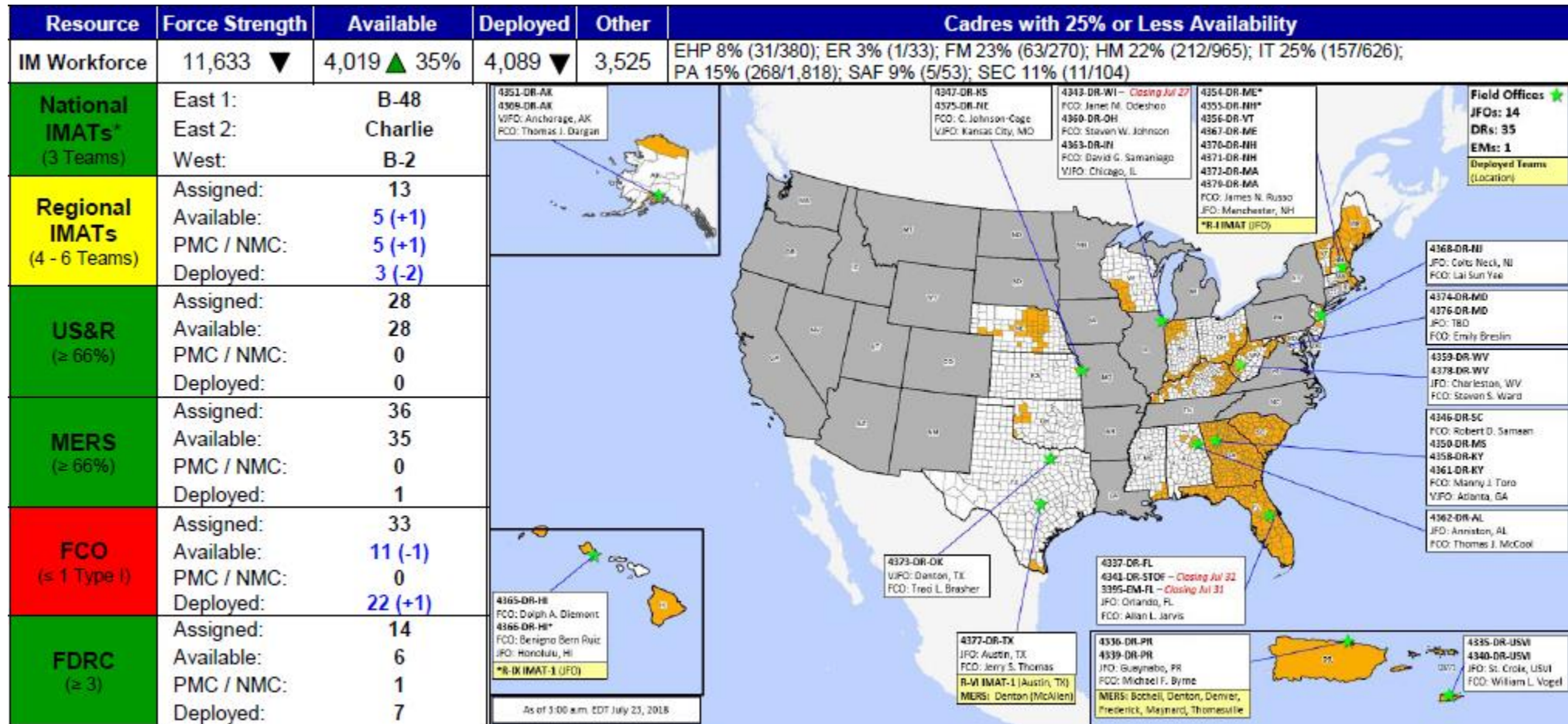
The Disaster Declaration Process

- Preliminary Damage Assessment
- State or Tribal Indian Government Resources Overwhelmed
- Declaration Types
 - Emergency Declarations – made by President
 - Any occasion, when determined federal assistance is needed
 - Assistance supplements state/local/tribal
 - \$5 million cap, with report to Congress
 - Major Disaster Declaration – for any natural event
- Appeals
- Post Declaration Actions

Included Natural Events

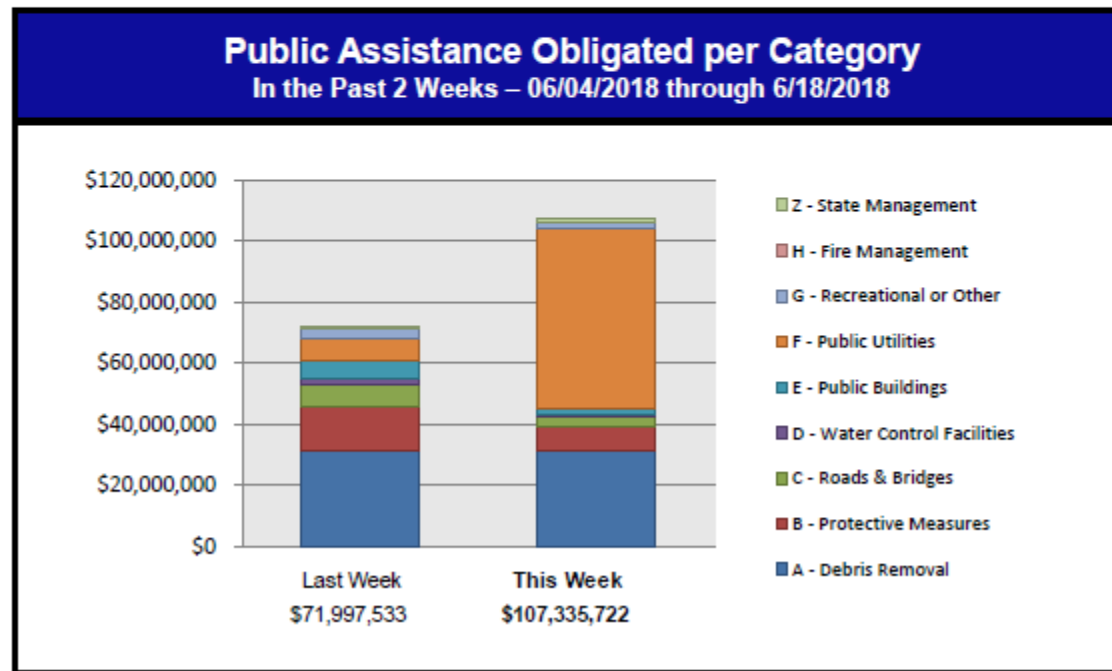
- Hurricane
- Tornado
- Storm
- high water
- wind-driven water
- tidal wave
- Tsunami
- Earthquake
- volcanic eruption
- Landslide
- Mudslide
- Snowstorm or drought
- regardless of cause,
 - Fire
 - Flood
 - Explosion

Readiness – Deployable Teams and Assets



Public Assistance Grants Program

PA Project Worksheets Obligated in past week, as of 06/18/18 at 1500 EDT										
PA Category	Emergency Work				Permanent Work			H - Fire Management	Z - State Management	Total
	A - Debris Removal	B - Protective Measures	C - Roads & Bridges	D - Water Control Facilities	E - Public Buildings	F - Public Utilities	G - Recreational or Other			
Number Of PWs Obligated	93	129	55	9	41	25	26	0	106	484
Federal Share Obligated	\$31,698,006.82	\$7,377,082.40	\$3,811,846.13	\$87,896.14	\$2,022,845.33	\$59,290,293.77	\$1,731,300.95	\$0.00	\$1,316,450.57	\$107,335,722.11



- ### This weeks PA Highlights
- **4340-USVI - \$56 million was obligated for Category F – Public Utilities.**
 - **4339-PR - \$20 million was obligated for Category A – Debris Removal.**

Lessons Learned

- “governments need to be better prepared with their own supplies
- To have pre-positioned contracts with enforcement
- Establishing “rainy day” fund or disaster relief funds

Understand DPAS and Flow-down requirements

As part of its disaster contracting efforts, FEMA relied upon its authorities under the *Defense Production Act* to award an unprecedented number of contracts with “priority” ratings. This rating legally obligates vendors to deliver resources by a specific date with the government contracts taking priority over all other contracts. From August 25 through November 30, FEMA issued 515 priority-rated contracts and task orders across hurricanes Harvey, Irma, and Maria operations. By comparison, Hurricane Katrina and Hurricane Sandy each resulted in one priority-rated contract award. Notably for the first time, the Department of Health and Human Services granted FEMA authority to priority-rate contracts for consumable medical supplies and durable medical equipment. The Department of Transportation granted the authority to prioritize the lease of a berthing ship for responder housing in Puerto Rico.

Background (DPAS)

- (a) Certain national defense and energy programs (including military, emergency preparedness, homeland security, and critical infrastructure protection and restoration activities) are approved for priorities and allocations support. A complete list of currently approved programs is provided at schedule I to this part.

<https://www.gpo.gov/fdsys/pkg/CFR-2016-title15-vol2/pdf/CFR-2016-title15-vol2-part700.pdf>

7/24/2018

Defense Priorities and Allocation System

- DPAS – aka – Rated Orders
- Defense Production Act of 1950
- Managed by Department of Commerce
- 15 CFR 700
- Unrated orders
- DO – rated orders
- DX – rated order – takes precedence over a DO rated order
- Apply to specific, approved programs

DPAS – key definitions

- *Rated order.* A prime contract, a subcontract, or a purchase order in support of an approved program issued in accordance with the provisions of this part.
- *Approved program.* A program **determined as necessary or appropriate for priorities and allocations support to promote the national defense** by the Secretary of Defense, the Secretary of Energy, or the Secretary of Homeland Security, under the authority of the Defense Production Act and Executive Order 13603, or the Selective Service Act and Executive Order 12742.

Actions/Responsibility (DPAS)

- Persons receiving rated orders must give them preferential treatment as required by this part.
- (c) All rated orders must be scheduled to the extent possible to ensure delivery by the required delivery date.
- (d) Persons who receive rated orders must in turn place rated orders with their suppliers for the items they need to fill the orders. This provision ensures that suppliers will give priority treatment to rated orders from contractor to subcontractor to suppliers throughout the procurement chain. ?
- (e) Persons may place a priority rating on orders only when they are in receipt of a rated order, have been explicitly authorized to do so by the Department of Commerce or a Delegate Agency, or are otherwise permitted to do so by this part.

For example

- **Flood Control and Coastal Emergency Act (PL 84-99)**
- USACE also has authority under PL 84-99, Flood Control and Coastal Emergencies (FCCE) (33 U.S.C. 701n) (69 Stat. 186) for emergency management activities.
- Under PL 84-99, the Chief of Engineers, acting for the Secretary of the Army, is authorized to undertake
 - activities including disaster preparedness,
 - Advance Measures,
 - emergency operations
 - (Flood Response and Post Flood Response),
 - rehabilitation of flood control works threatened or destroyed by flood,
 - protection or repair of federally authorized shore protective works threatened or damaged by coastal storm,
 - and provisions of emergency water due to drought or contaminated source.

US Army Corps of Engineers

The screenshot displays the FEDBIZOPPS.GOV website interface. At the top, there is a navigation bar with links for Home, Getting Started, General Info, Opportunities (highlighted), Agencies, and Privacy. Below the navigation bar, there are links for Buyers (Login | Register) and Vendors (Login | Register), along with an Accessibility icon.

The main content area features a yellow star icon with "U.S. ARMY" below it. The title of the solicitation is "Small Business Event- National Flood Fight Material Center Industry Day". The solicitation number is W912EK-18-FLOOD. The agency is the Department of the Army, the office is the U.S. Army Corps of Engineers, and the location is USACE District, Rock Island.

Below the title, there are tabs for "Notice Details", "Packages", and "Interested Vendors List". To the right of these tabs are "Print" and "Link" icons.

On the left side, there is a "Complete View" section with a "Special Notice" dated Apr 18, 2018, 4:52 pm, and a "Changed" notice dated May 07, 2018, 8:58 am.

In the center, there are buttons for "Return To Opportunities List", "Watch This Opportunity", and "Add Me To Interested Vendors". Below these buttons, the "Solicitation Number" is W912EK-18-FLOOD and the "Notice Type" is Special Notice. The "Synopsis" section is partially visible.

On the right side, there is an "ALL FILES" section with two links: "Current Attendees and Exhibitors as of 5-25-18" (dated May 25, 2018) and "Updated Attendee and Exhibitors 6 -7-18".

USACE – Disaster Response Missions and Information

- Critical Public Facility Restoration
- Debris Management
- Emergency Infrastructure Assessments
- Infrastructure System RSF
- Temporary Emergency Power
- Temporary Housing
- Temporary Roofing
- Urban Search and Rescue

Copied from: <https://www.usace.army.mil/Missions/Emergency-Operations/National-Response-Framework/>

7/24/2018

USACE – Emergency Water Assistance Due to Drought

Types of Assistance

- Transport of water to local water points,
- Distribution of bottled water,
- Temporary connection of a new supply to the existing distribution system,
- Installation of temporary filtration,
- Use of military units with water purification/storage/ distribution capability.
- USACE assistance for the measures listed above will be at 100 percent Federal cost,
- Wells constructed by USACE will be paid for by the applicant.

FEMA – Response Core Capabilities

- Planning
- Public Information and Warning
- Operational Coordination
- Critical Transportation
- Environmental Response/Health and Safety
- Fatality Management Services
- Fire Management and Suppression
- Infrastructure Systems
- Logistics and Supply Chain Management
- Mass Care Services
- Mass Search and Rescue Operations
- On-Scene Security, Protection, and Law Enforcement
- Operational Communications
- Public Health, Healthcare, Emergency Medical Services
- Situational Assessment

MARAD – Maritime Administration

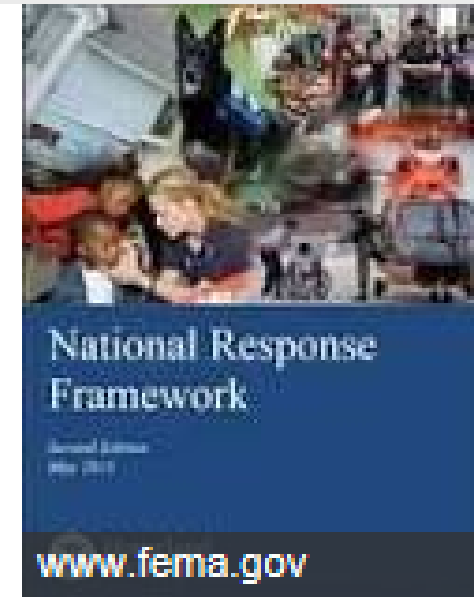
- The Maritime Administration
 - An agency within the U.S. Department of Transportation
 - Deals with waterborne transportation
 - Its programs promote the use of waterborne transportation and its seamless integration with other segments of the transportation system, and the viability of the U.S. merchant marine.
 - Maintains a fleet of cargo ships
 - In reserve to provide surge sea-lift during war and national emergencies,
 - responsible for disposing of ships in that fleet, as well as other non-combatant Government ships, as they become obsolete.

Jones Act

- The Jones Act
 - The Merchant Marine Act of 1920
 - U.S. Flagged Ships operated primarily by Americans
 - Required for waterborne transportation between U.S. Ports
 - Its programs promote the use of the U.S. Maritime resources
 - Safety, prevent the exploitation of sailors
 - Exemption – requires request
 - DoD / DHS approval authority

Natural Hazard Mitigation Saves: 2017 Interim Report

The **National Response Framework** is a guide to how the Nation responds to all types of disasters and emergencies. It is built on scalable, flexible, and adaptable concepts identified in the **National Incident Management System** to align key roles and responsibilities across the Nation. Jun 16, 2016



National Response Framework, Third Edition | FEMA.gov
<https://www.fema.gov/media-library/assets/documents/117791>

See <https://www.fema.gov/media-library/assets/documents/117791>:

7/24/2018

National Response Framework

- The ***National Response Framework*** presents the guiding principles that enable all response partners to prepare for and provide a unified national response to disasters and emergencies – from the smallest incident to the largest catastrophe. The ***Framework*** establishes a comprehensive, national, all-hazards approach to domestic incident response.

National Response Framework

- On January 11, 2018 the National Institute of Building Sciences (NIBS) released Natural Hazard Mitigation Saves: 2017 Interim Report, an updated and expanded version of their 2005 study, *Natural Hazard Mitigation Saves: An Independent Study to Assess the Future Savings from Mitigation Activities*.
- The original study showed that \$1 spent on mitigation saves society an average of \$4 in future disaster costs. Due to the inclusion of additional data and analyses, the 2017 Interim Report shows that the return is actually higher than previously thought.

<https://www.fema.gov/natural-hazard-mitigation-saves-2017-interim-report>

7/24/2018

Develop Sources of Information



2017 Hurricane Season FEMA After-Action Report

July 12, 2018

The Disaster Declaration Process

- Revise the National Response Framework and, as required, the Response Federal Interagency Operational Plan to emphasize stabilization of critical lifelines and coordination across critical infrastructure sectors
- Promote federally supported, state-managed, locally executed logistics operations
- Increase FEMA readiness stocks outside the continental United States
- Increase transportation planning, management, and contract support capacities
- Broaden FEMA's capability to quickly get teams on the ground to stage and deliver key commodities to disaster survivors, even in the most remote locations
- Streamline storage and movement across multiple modes of transportation that facilitate and speed delivery
- Develop a more comprehensive understanding of local, regional, and national supply chains, as well as stronger relationships with critical private sector partners to support rapid restoration in response to catastrophic incidents

Lessons Learned

- “The response to the California Wildfires required a greater amount of DoD contracts and mission assignments than the hurricane response in support of Texas and Florida combined.”
- “FEMA uses Technical Assistance Contracts to supplement and support FEMA staff and to provide technical expertise, particularly in Public Assistance (PA) and Individual Assistance (IA) program execution.”
- “FEMA faced challenges with the contracting process due to the number of newly hired contractors, inflexible job descriptions, and high turnover rates during longer deployments. Further, FEMA struggled to process the high volume of contractor security requests.”

Lessons Learned

- “governments need to be better prepared with their own supplies
- To have pre-positioned contracts with enforcement
- Establishing “rainy day” fund or disaster relief funds
- “Before incidents, FEMA establishes pre-negotiated contracts for commodities and services typically required during disaster response.” page 29 AAR

The **Surge Capacity Force** program deploys non-FEMA federal employees in the aftermath of a disaster to support response and recovery efforts. FEMA had used the SCF only once before in response to Hurricane Sandy, with a total of 1,194 members from DHS supporting operations for that storm. Across hurricanes Harvey, Irma, and Maria, FEMA deployed 2,740 individuals from eight DHS components, with 701 responders deploying for more than 45 days. FEMA also expanded SCF to agencies outside DHS for the first time, including 34 federal departments and agencies in the program, increasing SCF personnel by 1,323 employees.

Stockpiles

- Strategic Fuel
- National Veterinary Stockpile
- CDC
- Strategic Metals
- Chemical Stockpile Emergency Preparedness Program
- Other – Fire caches
- GSA Global Supply
- USACE Flood Fight Material Center

Strategic National Stockpile

12-Hour Push Package

- There are 12 Push Packages located strategically around the United States (6% of SNS assets)
- Each package contains
 - Large amounts of prepackaged, individual 10-day regiments for over 300,000 people
 - Intravenous drugs and supplies for administration
 - Chemical antidotes and related supplies
 - Airway management supplies
 - Medical/Surgical supplies
- Can be delivered anywhere in the U.S. within 12 hours of a federal order to deploy



FEMA National Level Exercise

National Level Exercise (NLE) 2018

The Federal Emergency Management Agency (FEMA) leads national-level exercises every two years. National Level Exercise (NLE) 2018 will examine the ability of all levels of government, private industry, and nongovernmental organizations to protect against, respond to, and recover from a major Mid-Atlantic hurricane. The scenario involves a major hurricane that makes landfall near Hampton Roads, Virginia, causing severe damage to residences, businesses, and critical infrastructure throughout the Mid-Atlantic. Hurricanes Harvey, Irma, and Maria last fall reinforced our need to prepare for hurricanes, and NLE 2018 provides a well-timed opportunity to apply lessons from those storms in advance of the 2018 Atlantic hurricane season, which begins on June 1.



US Army, NGB – exercise support

The screenshot shows the FedBizOpps.gov website interface. At the top, there is a navigation bar with links for Home, Getting Started, General Info, Opportunities (highlighted), Agencies, and Privacy. Below the navigation bar, there are links for Buyers (Login | Register) and Vendors (Login | Register), along with an Accessibility icon.

The main content area features the National Guard logo on the left and the following text on the right:

Role Players and Mannequin Support
 Solicitation Number: W912KC-18-T-0001
 Agency: Department of the Army
 Office: National Guard Bureau
 Location: USPFO for Pennsylvania

Below this information are three tabs: Notice Details, Packages, and Interested Vendors List. To the right of these tabs are Print and Link icons.

On the left side of the page, there is a 'Complete View' section with a 'Return To Opportunities List' button. It includes links for 'Original Synopsis' (Combined Synopsis/Solicitation, Feb 08, 2018, 12:22 pm) and 'Changed' (Feb 08, 2018).

On the right side, there is an 'ALL FILES' section with the following items:

- Solicitation & PWS (Feb 08, 2018) - Locked
- Solicitation 1 (Feb 08, 2018)
- W912KC-18-T-0001 Rol...

Copied from: <https://www.fbo.gov/spg/USA/NGB/DAHA36/W912KC-18-T-0001/listing.html>

7/24/2018

US Army Corps of Engineers

Emergency Operations
Contracting in Disasters
Disaster Impact Models
Disaster Response Missions and Information
Drought
Floods
Hurricane Season



Visit **SimSuite**

Disaster Impact Models

Through the use of geospatial tools, USACE provides estimates of possible debris volumes, needs for commodities, number of people and households likely within hurricane force winds, and possible temporary roofing and temporary housing needs starting about three days prior to a forecasted hurricane landfall. Model estimates are developed and posted on this website. Timing of the release of model results is

How Do I Obtain...



Required Actions

- Register in SAM
- Update Dynamic Small Business Search page
- Develop refine Capability Statement
- Be visible in Disaster Response Registry
- Contact FEMA Industry Liaison Program - <http://www.fema.gov/industry-liaison-program>
- Build network
- Conduct procurement history research
- Research programs and program authorities
- Establish capable supply chain

SAM Registration

- **3.4.2.4 Disaster Relief**
- Entities wishing to do business with the federal government, such as the Federal Emergency Management Agency (FEMA), in the event of a natural disaster can complete the Disaster Relief section. When national emergencies or natural disasters such as floods and hurricanes occur, supplies and services need to be procured and rushed to the affected area quickly. To expedite this process, the SAM Disaster Relief Registry shows those contractors who are willing to provide debris removal, distribution of supplies, reconstruction, and other disaster or emergency relief supplies and/or services. Collecting this information in SAM provides a means for potential local contractors to identify themselves to the federal agencies during a time of a disaster.

FEMA Industry Liaison Program

- The Industry Liaison Program (ILP) establishes strategic relationships with suppliers and stakeholders; serves as an information provider for suppliers seeking to do business with FEMA; and connects suppliers with program offices in support of FEMA's mission.
- **If you are seeking to do business with FEMA in support of a disaster recovery effort, please be aware that in accordance with the [Robert T. Stafford Act](#) (specifically Section 307), FEMA's goal is to seek local companies within the disaster area for goods and services related to a specific disaster when practical and feasible.**

FEMA's - Top Commodities Procured for Disasters

- Infant/Toddler Products*
- Durable Medical Equipment Kits*
- Consumable Medical Supplies Kits*
- Plastic Sheeting
- Tarps
- Blankets
- Comfort/ Hygiene Kits⁸
- Water
- Meals
- Forklift Rentals
- Cargo Vans
- Security Guard Services
- Generators
- Cots
- Joint Field Office Kit⁸
- Leased Copiers
- Leased Generators
- Office Supplies
- Shredded Bins
- Portable Toilets
- Sign Language
- Temporary Labor
- Janitorial Services

* For additional information on the Commonly Used Sheltering Items (CUSI), please submit inquiry to FEMA-Industry@fema.dhs.gov, with the email subject titled 'CUSI Information Request'. Upon review, the inquiry will be distributed to applicable representatives.

FEMA's - Debris Removal

- 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. Follow this link, www.usace.army.mil/Missions.aspx, to access their website. 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. Get a quick overview of the Disaster Response Registry in SAM, learn how to search the Disaster Response Registry in SAM, or visit www.SAM.gov to get started.

FEMA's - Transportation Services

- FEMA procures its transportation needs through the General Services Administration (GSA). Please follow this link, www.moveit.gsa.gov, to (GSA's Transportation Management Services Solution (TMSS) to seek GSA approval. Additionally, to view GSA's Standard Tender of Service (STOS), which contains the rules and regulations for doing (freight) business with GSA and its customer agencies under the GSA Tenders program, please use this link, <https://www.gsa.gov/portal/category/21192>, which contains various PDF links related to the Tenders program. Also, be sure to sign up for email notification to ensure you're kept up to date on all things GSA Freight (training opportunities, announcements of open Bid Cycle windows, release of Request For Offers, etc.) at the above link; scroll down to the bottom of the page, enter your email address and subscribe.

FEMA's - Transitional Sheltering Assistance

- Hotels/motels are able to participate in FEMA's Transitional Sheltering Assistance program, which offers rooms to disaster survivors seeking housing aid. The program is also referred to as "Emergency Lodging Assistance". For information on how a hotel/motel can participate by setting up an account with Corporate Lodging Consultants please visit, <https://ela.corplodging.com/>.

UPCOMING TRAINING - EVENTS

WHAT IS WPI'S CURRENT WEBINAR SCHEDULE?

July 25, 2018 – **Overview of the Federal Acquisition Regulations (FAR)** – [CLICK HERE](#) for additional information – presented by Carol Murphy, Wisconsin Procurement Institute (WPI)

August 8, 2018 – **Market Research – Using the Federal Procurement Data Systems (FPDS)** – [CLICK HERE](#) for additional information – presented by Marc Violante, Wisconsin Procurement Institute (WPI)

August 21, 2018 – **The End of the Fiscal Year is Here – What is Hot and What is Not** – [CLICK HERE](#) for additional information – presented by Marc Violante, Wisconsin Procurement Institute (WPI)

August 22, 2018 – **Maximizing FBO in Your Market Strategies** – [CLICK HERE](#) for additional information – presented by Carol Murphy, Wisconsin Procurement Institute (WPI)

September 25, 2018 – **Introduction to Certifications Available to Woman Owned Businesses** – [CLICK HERE](#) for additional information – presented by Shane Mahaffy, U.S. Small Business Administration (SBA) and Kim Garber, Wisconsin Procurement Institute (WPI)

<https://www.wispro.org/faqs/what-is-wpis-webinar-schedule/>



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SAVE THE DATES
2018 MARKETPLACE
December 12-13, 2018

LOCATION:
Potawatomi Conference Center
Milwaukee, Wisconsin

THANK YOU

2017



QUESTIONS?

SURVEY



PRESENTED BY

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