

**June 24
2020**



14th Annual Wisconsin Government Opportunities Business Conference (GOBC)



In partnership with Volk Field ANG and Fort McCoy





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HOSTS





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PARTNERS



BUSINESS OPPORTUNITIES DURING UNPRECEDENTED TIMES

14th Annual GOBC

June 23, 2020



BE PREPARED:

Registered

Visible

Networks

GSA

FEMA

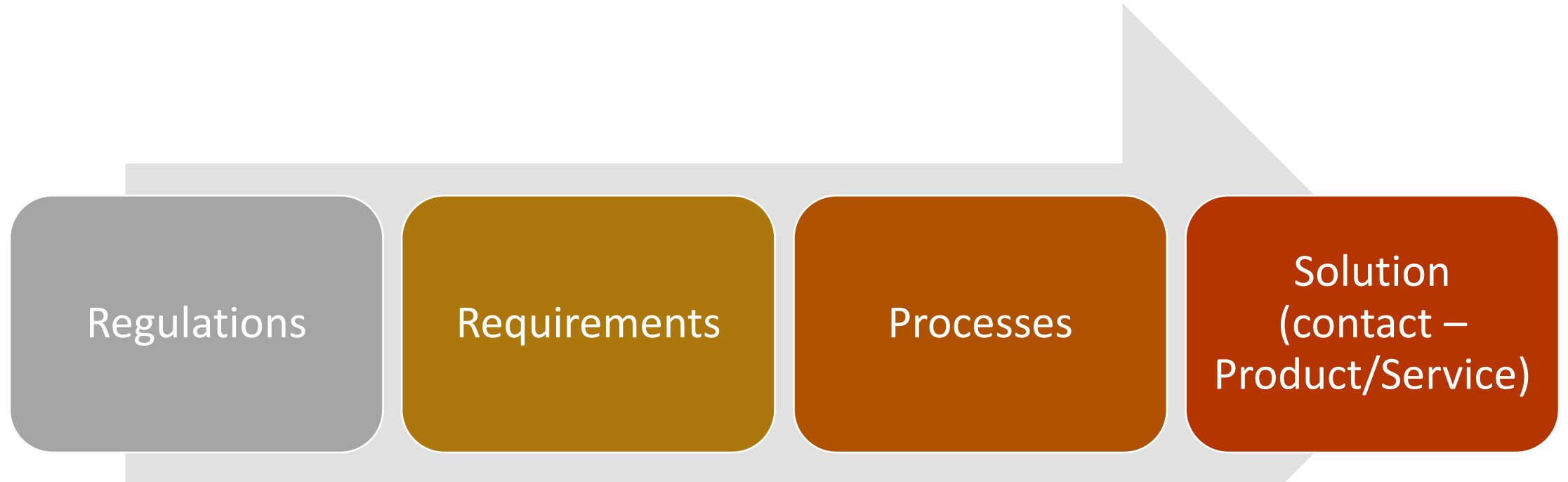
U.S. Army Corps of Engineers

State of Wisconsin

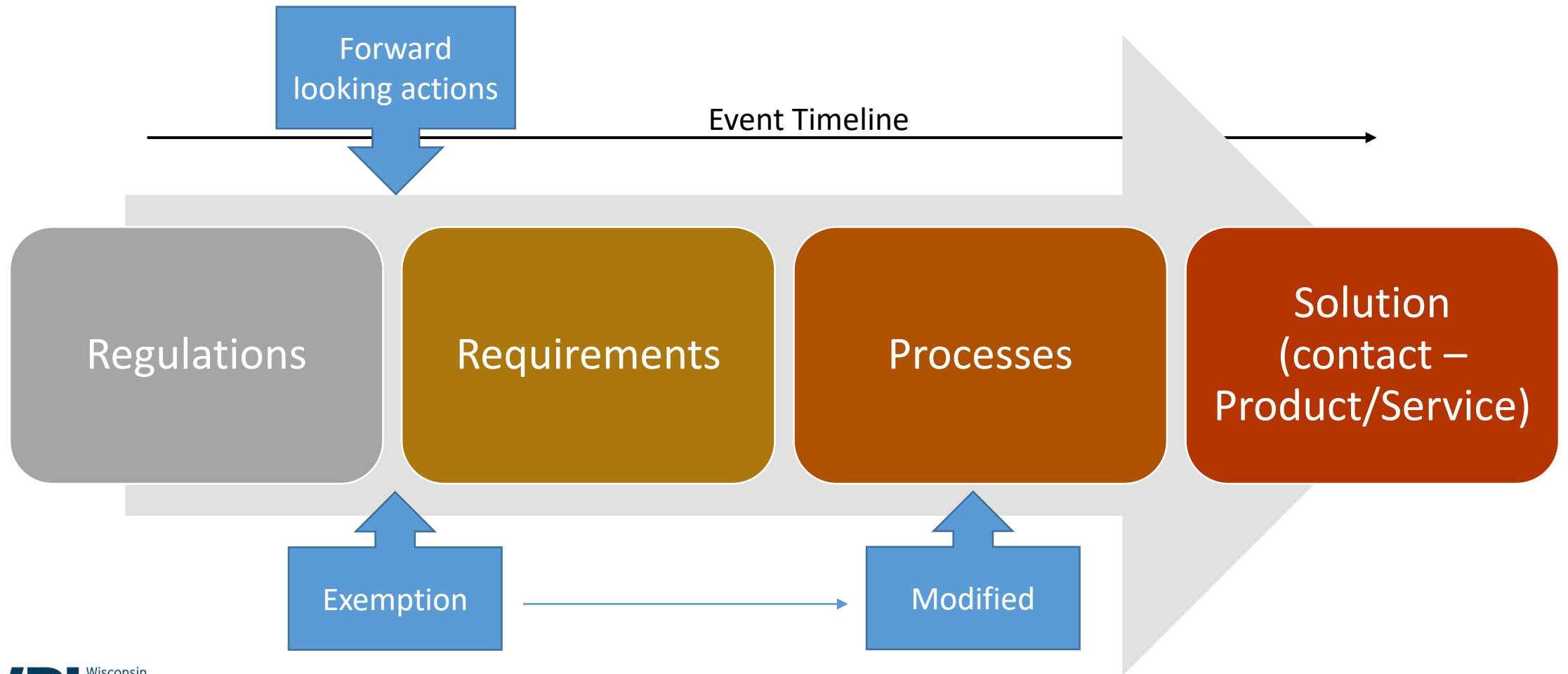
Sources Sought

Capabilities

NORMAL OPERATIONS



PRE/POST DISASTER DECLARATION OPERATIONS



FAR PART 18 – EMERGENCY ACQUISITIONS- AVAILABLE FLEXIBILITIES

- Unusual or Compelling Urgency
 - Exception to the Competition in Contracting Act – may limit number of sources
 - May not need synopsis
- Utilize Streamlined Procedures
 - Oral Requests for Proposals
 - Letter Contracts
 - GSA Federal Supply Schedules, Interagency Acquisitions, Multi-Agency Contracts
 - Relaxation of otherwise mandatory requirements (Qualifications, Ability One, Federal Prison Industries, Trade Agreements Act)

ROBERT T. STAFORD ACT 42 U.S.C. 5150

Grants

- Allows state and local government to request disaster assistance from the federal government
- State Governors must make a request for disaster relief
- State and local governments procure in accordance with their procedures
- **Federal Contracts**
 - Also governs contracts between federal agencies and private firm for “debris clearance, distribution of supplies, reconstruction and other major disaster or emergency assistance”
 - Mandates a preference for federal agencies to contract with local contractors/organizations to the extent practical and feasible
 - This can be accomplished through a set aside or an evaluation preference

SUBPART 26.2 - MAJOR DISASTER OR EMERGENCY ASSISTANCE ACTIVITIES

26.200 Scope of subpart.

- This subpart implements the Robert T. Stafford Disaster Relief and Emergency Assistance Act ([42 U.S.C. 5150](#)), which provides a preference for local organizations, firms, and individuals when contracting for major disaster or emergency assistance activities.

26.201 Definitions.

- *Emergency response contract* means a contract with private entities that supports assistance activities in a major disaster or emergency area, such as debris clearance, distribution of supplies, or reconstruction.
- *Local firm* means a private organization, firm, or individual residing or doing business primarily in a major disaster or emergency area. (See FAR 52.226-3 for specific criteria)
- *Major disaster or emergency area* means the area included in the official Presidential declaration(s) and any additional areas identified by the Department of Homeland Security. Major disaster declarations and emergency declarations are published in the Federal Register and are available at <http://www.fema.gov/news/disasters.fema>.

26.205 DISASTER RESPONSE REGISTRY

(a) Contracting officers shall consult the Disaster Response Registry via <https://www.sam.gov> to determine the availability of contractors for debris removal, distribution of supplies, reconstruction, and other disaster or emergency relief activities inside the United States and outlying areas.

(b) A list of prospective vendors voluntarily participating in the Disaster Response Registry can be retrieved using the System for Award Management (SAM) search tool, which can be accessed via <https://www.sam.gov>, Search Records, Advanced Search, Disaster Response Registry Search. These vendors may be identified by selecting the criteria for “Disaster Response Contractors”. Contractors are required to register in SAM in order to gain access to the Disaster Response Registry.

MAKE SURE YOU ARE LISTED IN THE DISASTER RESPONSE REGISTRY

- **How do I add my company to the Disaster Response Registry?**
 - Your entity must be fully registered in the System for Award Management (SAM) at <https://www.sam.gov> for federal contracts and other procurement opportunities in accordance with FAR [Subpart 4.11](#) System for Award Management, to be included in the Disaster Response Registry.
 - On average, it takes 2-3 days to process this update to an existing SAM registration.
 - During the update process, you must indicate you want to participate in the Disaster Response Registry and provide the required information on the Disaster Response Information page within the Assertions module.
 - Once your update is active, you will be added to the Disaster Response Registry and contracting officers will be able to locate your company through the Disaster Response Registry Search.

The System for Award Management (SAM) is an official website of the U.S. government. There is no cost to use SAM. You can use this site for FREE to:

- Register to do business with the U.S. government
- Update or renew your entity registration
- Check status of an entity registration
- Search for entity registration and exclusion records

Click on either of these links

Getting Started

Create A User Account



Start by creating a SAM user account.

Register Entity



After creating your SAM user account, log in to register to do business with the U.S. government.

Search Records



Do a public search for existing entity registration records or exclusion records.

Search Records

Search Tips to Get Started:

- Looking for entity registration records or entity exclusion records in SAM? Use **Quick Search** if you know an entity's Business Name, DUNS Number or CAGE Code. Use **Advanced Search** to structure your search using multiple categories and criteria.
- Are you a Federal government employee? Create a SAM user account with your government e-mail address and log into SAM before searching to see FOUO information and registrants who chose to opt out of the public search.
- Conducting small business-focused research? In addition to what is contained in SAM, small businesses can provide the Small Business Administration (SBA) supplemental information about themselves. Use the [SBA's Dynamic Small Business Search](#) to conduct further market research.
- Trying to find a contractor participating in the Disaster Response Registry? Use the **Disaster Response Registry Search** to locate contractors willing to provide debris removal, distribution of supplies, reconstruction, and other disaster or emergency relief services in the event of a national disaster.

Choose Quick Search or Advanced Search

QUICK SEARCH:

(Example of search term includes the entity's name, etc.)

DUNS Number Search:

CAGE Code Search:

SEARCH

Need Help?

ADVANCED SEARCH:

Use specific criteria in multiple categories to structure your search.

ADVANCED SEARCH - ENTITY

ADVANCED SEARCH - EXCLUSION

DISASTER RESPONSE REGISTRY SEARCH

Click Here

EDI Information

Do you wish to enter EDI Information for your non-government entity? -

Disaster Response Information

Do you wish to be included in the Disaster Response Registry?

No

FEMA

<https://www.fema.gov/industry-liaison-program>

Industry Liaison Program

The Industry Liaison Program (ILP) establishes strategic relationships with suppliers and stakeholders; serves as an i provider for suppliers seeking to do business with FEMA; and connects suppliers with program offices in support of mission.

If you are seeking to do business with FEMA in support of a disaster recovery effort, please be aware that in accorda the [Robert T. Stafford Act](#) (specifically Section 307), FEMA's goal is to seek local companies within the disaster area for services related to a specific disaster when practical and feasible.

***President Trump has declared a nationwide emergency for COVID-19. This [declaration increases federal](#) the U.S. Department of Health and Human Services (HHS) in its role as the lead federal agency for the fed government's response. Please ensure you continually monitor contracting opportunity sites for the need and other Federal agencies in support of the response.**

> [Expand All Sections](#)

> [How To Do Business With FEMA](#)

> [FEMA's Procurement Needs During A Disaster](#)

> [Transportation Programs](#)

> [Resources](#)

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

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

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



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

FEMA National Response Framework (3rd Edition) – Information Sheet

Schedule Buyers

Overview

Purchase Card Holders

Contracting Officers

State and Local Governments

Cooperative Purchasing

Disaster Purchasing

1122 Program

Public Health Emergencies

Fire Program

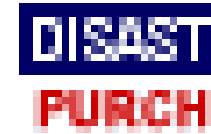
State and Local Disaster Purchasing

GSA's Disaster Purchasing Program allows state and local governments to buy supplies and services directly from all GSA Schedules to facilitate disaster preparation, response, or major disaster recovery. Purchases made in support of recovery must be in response to a Stafford Act Presidential declaration. The Federal Emergency Management Agency (FEMA) manages the list of declared disasters.

State and local governments can purchase equipment and services to support natural or man-made disasters, including acts of terrorism, or nuclear, biological, chemical, or radiological attack.

Eligibility	+
Program Authority	+
Program Scope	+
Definitions	+
How to Order	+

<https://www.gsa.gov/buying-selling/purchasing-programs/gsa-schedules/schedule-buyers/state-and-local-governments/state-and-local-disaster-purchasing>



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Search Products ▾

Enter search keyword(s)



Advanced Search



Welcome to the GSA Disaster Relief & Pandemic Products Program aisle on GSA Advantage.

The General Services Administration is committed to assisting Federal agencies as well as State and Local governments in the acquisition of supplies, equipment, and services needed in support of disaster relief and emergency preparedness. This aisle provides quick access to full range of disaster and emergency related supplies, equipment and services.



Products

Find needed supplies and equipment on GSA Advantage for immediate purchase.

Cleanup and Rebuilding

includes: disinfectants, water treatments, brooms/mops, hand tools, plastic sheeting, exterior materials ...

Electronic/Power equipment

includes: power generators, pumps, batteries, heating & ventilation, 2-way radios, extension cords ...

Emergency and Rescue

includes: fire fighting equipment, life vests, fire/rescue trucks, rescue watercraft, emergency lighting, ladders ...

Find out more about...

COVID-19 Buying Guides

GSA created buying guides for key products and services that agencies need to respond to COVID-19:



- Building Screening Services
- Cleaning Products and Services
- Telework and IT





State and Local Disaster Purchasing



- The Department of Homeland Security has determined that [all of the products and services](#) available under GSA Schedules should be available under the Disaster Purchasing Program.
- Purchases are limited to GSA Schedule contracts and authorized Blanket Purchase Agreements (BPAs) only.
- Authorized Schedule contractors, contracts, products and services are identified in [GSA eLibrary](#) and on [GSA Advantage!®](#), with a Disaster Purchasing icon.  
- Link: <https://www.gsa.gov/buying-selling/purchasing-programs/gsa-schedules/schedule-buyers/state-and-local-governments/state-and-local-disaster-purchasing>

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



CONTRACTING

GUIDE TO DOING BUSINESS WITH THE U.S. ARMY CORPS OF ENGINEERS

Serving the Nation and the Armed Forces



Getting Started

Certain requirements must be met to do business with the federal government. First, you must obtain a Data Universal Numbering System (DUNS) number at <https://www.dnb.com/duns-number.html>. Registration is free. You may register to do business with the federal government once you have a DUNS number.

How to Register

You must register your business in the System for Award Management (SAM) at <https://www.sam.gov/SAM/> before submitting an offer or quote. Registration is free.

- a. If you need help during SAM registration, visit the Federal Service Desk at <https://www.fsd.gov/fsd.gov/home.do> for contact information via live chat, web form, or phone.
- b. If you would like to be included in the disaster recovery registry, you must indicate this during the SAM registration process; see information at <https://www.acquisition.gov/disaster-response-registry>.
- c. A current Commercial and Government Entity (CAGE) code is required to do business with the federal government. During the SAM registration process, a cage code will be assigned to your business.

Contract Opportunities

- a. Search for USACE contract opportunities at <https://beta.sam.gov/>. Contract opportunities may be searched by keyword, solicitation number, or District/Center name. Each contract opportunity is classified by a product service code (PSC) or federal supply code (FSC), and a North American Industry Classification System (NAICS) code. Thus, it is important to know which PSC, FSC, or NAICS applies to your industry. To learn about a PSC or FSC, view the Product and Service Code Manual at https://www.acquisition.gov/psc_manual. To learn about NAICS codes, visit <https://www.census.gov/eos/www/naics/>.
- b. If you are a small business, to find subcontracting opportunities on USACE contracts, search the Small Business Administration (SBA) Subcontracting Network at <https://catalog.data.gov/dataset/subcontracting-network-subnet-system>
- c. For all USACE contract awards, conduct a Contract Data search at <https://beta.sam.gov/>. A search of the data is a great way to seek subcontract opportunities as well as monitor expiring contracts for future contract opportunities.

Locations

To find the U.S. Army Corps of Engineers' locations, visit <https://www.usace.army.mil/Locations.aspx> and review the mission of each District/Center Contracting Office to determine your interest. If you are a small business, contact the District/Center's Small Business Office to discuss your firm's capability.

Acquisition Regulations, Instruction and Desk Guide

USACE contract award and administration are governed by three regulations and an acquisition instruction with companion guide. Become familiar with each:

- a. Regulations: Federal Acquisition Regulation (FAR) <https://www.acquisition.gov/browse/index/far>, Defense FAR Supplement <https://www.acq.osd.mil/dpap/dars/dfarspgi/current/index.html>, and Army FAR Supplement <https://www.acquisition.gov/afars>.
- b. USACE Acquisition Instruction and USACE Desk Guide: The latest versions dated 3 June 2019 may be obtained from the contracting officer. An update will soon be published at <https://www.usace.army.mil/Business-With-Us/Contracting/Resources/>.

BUILDING  STRONG!

https://www.usace.army.mil/Portals/2/docs/Contracting/USACE%20Contracting%20Customer%20Guide%20Flyer_05May2020.pdf?ver=2020-05-07-094234-660

<https://www.usace.army.mil>

FEDMALL SUPPLIER PORTAL

- FedMall is an eCommerce ordering system for DOD, Federal, State, and authorized local Agencies to search for and acquire products from government reserves and commercial sources. Buyers will have access to tens of millions of individual items of supply, from centrally managed DOD and General Service Administration (GSA) assets to commercial off-the-shelf products.
- **What is the Supplier Portal?**
- Supplier Portal is designed for Vendors who wish to sell items in FedMall. From the Supplier Portal, Vendors may view and maintain the catalogs, access purchase orders, and manage their FedMall accounts.
- **How do I access the Supplier Portal?**
- Before you begin, you must have a valid authentication credential; that is a CAC card, PIV card, or other electronic certificate that uniquely identifies who you are. For more information about obtaining such a certificate, click here: <https://public.cyber.mil/pki-pke/>
- After entering the Supplier Portal, you will have the opportunity to register, if you haven't already done so. Registration requires a valid CAGE code that has an active registration in SAM.gov.

WISCONSIN EMERGENCY MANAGEMENT

- Emergency Management Agencies by State - <https://www.fema.gov/emergency-management-agencies>
 - During emergencies, each state coordinates the activation and use of resources needed to support the local governments to respond and recover from emergency and disasters.

Wisconsin Emergency Management

2400 Wright Street P.O. Box 7865

Madison, Wisconsin 53707-7865

Phone: (608) 242-3232

Fax: (608) 242-3247

<https://dma.wi.gov/DMA/wem>



<https://wisconsinsuppliernetwork.com/>

Find Suppliers

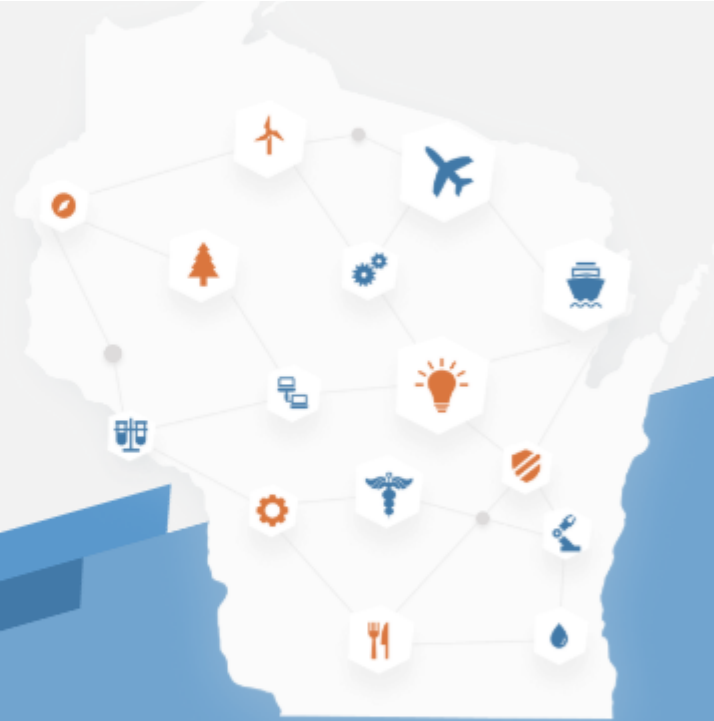
Grow your business by finding & using top Wisconsin Suppliers

All Categories ▾

Search all suppliers...



[Advanced Search](#)



WHEN THE EMERGENCY HITS- GET INFO FROM...

- Wisconsin Emergency Management
- FEMA Regional Offices
- Army Corps of Engineers
- GSA
- American Red Cross
- Small Business Administration
- Defense Logistics Agency
- Local Charity and Faith Based Organizations
- Other Local Federal Agencies that have rallied to respond

BE READY!

- Register in SAM <https://www.SAM.gov>
- Complete FEMA's Industry Liaison Program Vendor Profile Form (<https://www.fema.gov/media-library/assets/documents/29748>) and submit to "fema-industry@fema.dhs.gov"
- Update Dynamic Small Business Search page (access via SAM)
- Search Beta.Sam for sources sought notices and solicitations and respond
- Develop and refine your Capability Statement
- Be visible in the SAM Disaster Response Registry
- Build your network
- Establish a capable supply chain

SOURCES SOUGHT NOTICES

- <https://beta.SAM.gov>
- Respond, respond, respond!
- Be realistic as to scaling up and quantities
- Partner with other companies in your industry
- List yourself on the Interested Vendor List
- Make sure your pricing is current and detailed

CAPABILITIES STATEMENTS

- Target and customize to the need at hand.
- Up to date Contact Information! (Always needed)
- Staff expertise
- Specialized Equipment
- Specifics, not vague

BE FLEXIBLE, ADAPTABLE, CAPABLE

- What else can you make with your equipment?
- What else can your people do with their experience?
- Know your capabilities, be forthright about them.
- Emergencies are not the time for research and development!
- Never promise and then not deliver.
- NEVER accept a contract and not deliver.

CONTACT

Wisconsin Procurement Institute (WPI)

www.wispro.org

Helen Henningsen – Government Contract Specialist

helenh@wispro.org

Mark Dennis - Government Contract Specialist

markd@wispro.org

10437 Innovation Drive, Suite 320
Milwaukee, WI 53226
414-270-3600



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- SAVE THE DATE -



**14th Annual Wisconsin
Government Opportunities
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October 15, 2020

In-person at Volk Field in Camp Douglas, WI