

USEFUL INFORMATION FOR SUPPLIERS

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 sub-contractor, supplier and teaming opportunities here.
3. Accept the government credit card. The government buys more than \$5 billion in goods and services annually with the purchase card. Most Contracting Officers prefer the purchase card for purchases.
4. Promote your business in electronic catalogs. GSA Advantage and other electronic commerce initiatives will allow you to list your product(s)/service(s) for government browsing.
5. Link your catalog listing to your Web site. Having a website will allow interested buyers to access additional information regarding your company after reviewing product descriptions.
6. Make your website sell. Brag on your experience and past performance record, as well as your product listing and financial stability.
7. Request a debriefing on unsuccessful awards. You will receive important feedback regarding your proposal including pricing, teaming, suggestions, and experience.
8. Pursue state opportunities. Federal grants to the states make up half an agency's budget in some cases.
9. 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.

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

FEMA's Mission Statement

FEMA's mission is 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.

Contact Us

FEMA

Industry Liaison Program

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Industry Liaison Program



FEMA

About the 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.

ILP Mission Statement

Establish strategic relationships with industry partners and stakeholders; serving as an industry advocate; and acting as the liaison between suppliers and the program offices.

Top Commodities Procured in Disasters

- Infant/Toddler Products
- Durable Medical Equipment Kits
- Consumable Medical Supplies Kits
- Plastic Sheeting
- Tarps
- Blankets
- Comfort/ Hygiene Kits
- Water
- Meals
- Generators
- Cots
- Joint Field Office Kit

I want to sincerely thank you for your courtesy and your assistance as you walked me through the procedure for providing my wife and I information on how to do business with FEMA. I truly appreciate both your professionalism and your time spent with me during this process.

- Arizona Vendor

How to do Business with FEMA

The ILP created a process that ensures information about your company's product(s) and/or service(s) is routed to the appropriate FEMA program office. The ILP encourages you to review the information referenced below

1. Register with System for Award Management (SAM)

What is SAM? The System for Award Management (SAM) is combining federal procurement systems and the Catalog of Federal Domestic Assistance into one new system. Official Federal Government registration is processed within SAM (www.sam.gov). Direct all questions regarding the SAM registration process to the SAM Service Desk at 1-866-606-8220.

2. Voluntary submission of the Vendor Profile form (Obtain form from the ILP Website and submit to fema-industry@dhs.gov)

The vendor profile form can serve as supplemental market research for the agency. Information supplied should not be proprietary or sensitive in nature.

Please be specific about how your products and/or service can support FEMA's mission.

****Submission of the vendor profile form does not place you on a preferred list of vendors to be considered for procurements. FEMA does not maintain such a list. The form is used to assist in secondary market research and is voluntary****

****FEMA does not charge a fee for information or submissions; beware of third party scams****

3. Monitor the Federal Business Opportunities (FedBizOpps) site.

Free web-based portal which allows vendors to review Federal Procurement Opportunities over \$25,000; www.fbo.gov

