



## Marketing Your Company to the Federal Emergency Management Agency (FEMA)

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- 1) You must be registered in federal government's CCR (Central Contractor Registration) system at <https://www.bpn.gov/ccr/default.aspx> . Make sure that you complete the DISASTER RESPONSE section in your CCR profile. You will find the link to this section in the left-hand menu.
- 2) Fully complete your SBA Dynamic Small Business Search profile. This is one of the most popular databases searched by government agencies and buyers as well as prime contractors looking for sub contractors. You access this profile from inside your CCR profile. Key sections to make sure that you fully complete include "Products and Services" and "Performance History (References)".
- 3) Create an account with the FEMA Debris Removal Registry. The registry can be found at <https://asd.fema.gov/inter/drcr/home.htm> . This contractor self-validated registry is designed to assist state and local governments in identifying available contacting debris removal resources. The registry covers a variety of related services such as heavy equipment, labor and transportation sources. Registering is optional and does not guarantee receipt of contract work through FEMA, state or local governments.
- 4) The primary point of entry for vendors seeking to do business with FEMA is the Industry Liaison Program, headquartered in Washington DC. To have your company added to our database, you are invited to complete and submit a vendor profile and a 1-2 page capabilities statement. You may request these forms to complete by writing an email to [FEMA-Industry@dhs.gov](mailto:FEMA-Industry@dhs.gov) . Once you have completed them, return them by e-mail attachments to the same email address. Your company information will be entered into the national Vendor Information Repository (VIR), making the information available to Program Offices as well as regional contracting offices nationwide. To improve your overall exposure, we also encourage you to develop a relationship with your regional contracting office. Region VII - serving Iowa, Nebraska, Missouri, and Kansas <http://www.fema.gov/about/regions/regionvii/index.shtm> . Region VII Contracting Officer. Stephanie Witt, 9221 Ward Parkway, Suite 300, Kansas City, MO 64114-3372 phone (816) 283-7518 or (816) 809-1596
- 5) The Army Corps of Engineers also has its Disaster Resource Contractor Registry at (firms must also be register in CCR). The Corps of Engineers has developed this contractor registry for assistance with their disaster response mission. The Corps of Engineers uses its engineering and contracting capabilities to support FEMA and other Federal, State and local government agencies in a wide variety of missions during natural and man-made disasters. Information in this registry will be used by Corps of Engineers offices that are looking for specific goods or services during emergencies. Submission of information is voluntary. Information will be considered For Official Use Only within the Federal government. Submission of information to this registry **DOES NOT** expressly or implicitly commit the Federal government to procurement of products or services. For any questions regarding the Army Corps Contractor Registry, please email: [disasterresponsereg@lrl02.usace.army.mil](mailto:disasterresponsereg@lrl02.usace.army.mil).
- 6) Any assistance you need in registering your company, contact your PTAC counselor at 402-554-6253 or at our website <http://ptac.unomaha.edu/contactus.cfm>