



10 Tips for Businesses

seeking Government Contracts Post-Disaster

1. **Create** a detailed plan that outlines how your business will continue critical operations during and after a disaster.
2. **Maintain active registrations** including SBA certifications, and other required registration current to ensure you're eligible for contracts during disaster recovery efforts.
3. **Establish** relationships with municipal and county governments, as well as state and federal procurement offices.
4. **Back up** your contract files, proposal documents, and compliance certifications to secure cloud storage.
5. **Diversify** vendors and build flexibility into contracts to allow substitutions if primary suppliers are disrupted during a disaster.
6. **Know your current point of contacts.** Maintain updated contact lists for your government contracting officers, subcontractors, vendors and consultants.
7. **Monitor** contracting opportunity sites including SAM.gov and identify state term contracts. Get familiarized with GSA disaster purchasing and indefinite delivery/indefinite quantity (IDIQ) contract vehicles.
8. **Review** FEMA's list of most needed items to find areas where you can make the biggest impact.
9. **Submit** your Vendor Profile Form to FEMA and local government entities, if required, to help them be aware of your company's capabilities.
10. **Talk** to your local Florida APEX Accelerator Government Contracting Consultant about how to do business with government agencies.

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