



**Weathering
the Storm
Together:
Disaster
Preparedness
& Recovery**





Today's Speakers



Matt Dugal
Regional Manager, Florida
OMNIA Partners



Pam Pedler
Group VP - East
OMNIA Partners



Mary Tucker
Director of Procurement Management
CPPO, CPPB, CPM
Lee County, FL



Jerry Cielak
VP, National Response Services (NRS)
ATI Restoration



Mark Owens
VP, National Public Sector Programs
ATI Restoration



Today's Objectives



Discover how to solidify your organization's disaster preparedness program.



Learn how to source suppliers and sustain operations prior to, during, and after a disaster.



Understand how to utilize a cooperative to support your disaster program.



The Disaster Preparation Checklist

OMNIA[®]
PARTNERS

DISASTER PREPARATION CHECKLIST



EVALUATE

Current Emergency Preparedness Plan (EOP)



IDENTIFY

Potential Disaster Response Supplies Needed



ASSESS

Supplier Partners' Ability to Scale Services



DISCUSS

Disaster Response Scenarios with a Cooperative



ALIGN

With Your Dedicated Cooperative Rep



Cooperative Purchasing

ELIGIBLE AGENCIES:

- Universities & Colleges
- K-12 School Districts
- Cities & Towns
- Counties
- State Agencies
- Special Districts (Housing Authorities, Airports, Water Districts, etc.)
- Non-Profits (Churches, Associations, etc.)

BENEFITS:

- Reduces agency administrative burden of time/resources during stressful situations
- Locked in pre-disaster pricing and overall cost savings through nationally leveraged pricing
- Immediate access to much needed goods and services, enabling quick response times and expedited recoveries
- No cost to agencies or minimum purchase amounts
- First-class purchasing procedures ensuring the most competitive and compliant contracts



The Importance of Preparation

- Florida is one of U.S. states most affected by natural disasters
 - Hurricanes, Tropical Storms, Tornadoes, Floods, Wildfires
- For Hurricane Ian alone, federal assistance exceeded \$5 billion
 - At least \$50 billion in damages
 - Third-costliest weather disaster on record
- More than 50% of disaster recovery dollars are spent **within the first six months** following a disaster



QUESTIONS:

- Can you recount a time when a disaster hit, and an agency did not have a proper plan in place for prevention/recovery?
- How can agencies best equip themselves for a disaster?
- Do federal procurement standards encourage the use of cooperative purchasing?

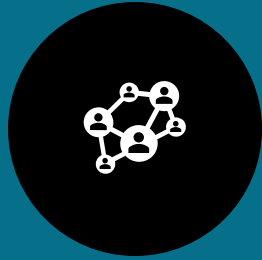


Evaluate Current State & Identify Supplies Needed



- Build a robust emergency operations program
- Establish a reliable supplier network
- Connect with a cooperative purchasing organization
- Identify key products/services needed for a disaster
- Put prepositioned agreements in place with service providers
- Order supplies ahead of time to keep on hand

(Please note this may not be reimbursable by FEMA)



Assess Supplier Partners

- Gauge suppliers' ability to scale services to size of the disaster, cut down on transit time, etc.



QUESTIONS:

- What qualities should agencies look for when choosing suppliers prior to/following a disaster?
- What are the benefits of leveraging a cooperative to access these suppliers?



Discuss Scenarios with a Cooperative

- Cooperatives provide direct connections to supplier and service professionals rooted in the disaster recovery field
- Importance of having a strong relationship with your dedicated rep and keeping them aware of your organization's ongoing needs
- Create a purchasing scenario in the event of a disaster



QUESTIONS:

- What would be your recommendation to other agencies when building a disaster preparedness plan?
- How has aligning with a cooperative helped strengthen your disaster preparedness/recovery plan?

OMNIA[®]
P A R T N E R S

**A Deeper
Dive...**



OMNIA[®]
P A R T N E R S

Questions?



OMNIA[®]

PARTNERS

Thank you!



*DOWNLOAD CHECKLIST
& OTHER MATERIALS*

