

The Power of Partnerships

Best Practices for Private Sector and
Emergency Management Integration

What is the Goal?

Writing a successful RFP/Q

Approach to Implementation

Developing Partnerships

Expectations

Best Practices

Lessons Learned

Interactive Discussions

Leading to mutually beneficial public, private sector partnerships!

How it Begins

- Identifying the need for support
 - Blue Sky work versus Gray Sky work
 - Funding to support the need
 - Working within the parameters-Who needs to be included?
 - Well planned acquisition
- Is there a vehicle already/ Similar RFP/Q?
 - Don't reinvent the wheel
- Writing the RFP
 - Define scoring system
 - Lowest Bid
 - Team Capabilities
 - Be clear about what you really want/need
 - Understanding changes require new contract or scoping

Determine Scope

- Building a Clear Scope of Work
 - Be specific and realistic
- How do you get a specific person or team?
 - Jurisdiction over a certain amount
 - Specific experience
 - Understanding marketplace
- Technical Solutions
 - Existing platforms versus development
- Choosing the Vendor for Success/Vetting
 - Companies will bid and partner with a company to fulfill

Determination of Bid

- Review RFP/Scope of Work
- Identifying the real need/s
- Evaluate RFP
 - Does it align with our team?
 - Do we need SMEs?
 - Do we have this product or need to create it?
- Put in the work to bid
- Ask questions during the initial process
 - Understand the questions before the contract implementation

Implementation

- Expectations Clearly Identified and Understood
 - Task
 - Timelines
 - Deliverables
 - Schedule of Values-FFP, T&M, Term
- Interactions with Project Manager
 - Meetings
 - Reports
 - Decision Making
- What you do and don't want to see!

Implementation

- Expectations Clearly Identified and Understood (PMP)
 - Scope
 - Tasks and Timelines
 - Deliverables
- Building and Maintaining the Team
 - POC-Decision maker
 - Blue and Gray Sky
- Project Management Plan
 - Reporting times and methods
 - Stay on task and timelines
 - Document achievements and roadblocks
- Build the Partnership-Get to the Success Story!

Pitfalls/Challenges

- Decision makers not engaged
- Clear tasking
- Changing goals and scope
- Competing priorities
- Change in leadership and/or management
- Purchasing Policies- Shared Understanding



Best Practices



- Approach as a partnership
- Well planned in the beginning
- Established clear expectations and outcomes
- Provide understanding of programs for best result in the project
- Work as a team with a common goal

A magnifying glass with a wooden handle is positioned over the word "QUESTIONS" written in a large, bold, serif font. The magnifying glass's lens is centered on the word, making it appear larger and more prominent. Surrounding the magnifying glass and the word "QUESTIONS" are various question words and symbols in a smaller, lighter font, including "when", "who", "where", "what", "why", "how", and question marks. The background is a solid, dark blue color.

Questions?

Presenters

Sonji Hawkins

Assistant Director, Public Safety

St. Lucie County

sonji.hawkins@stlucieco.gov

Diana Rothe Smith

Program Manager, Survivor Services

IEM

Diana.rothesmith@iem.com

E.J Landrith

EM Operations Manager

Sarasota County

elandrith@scgov.net