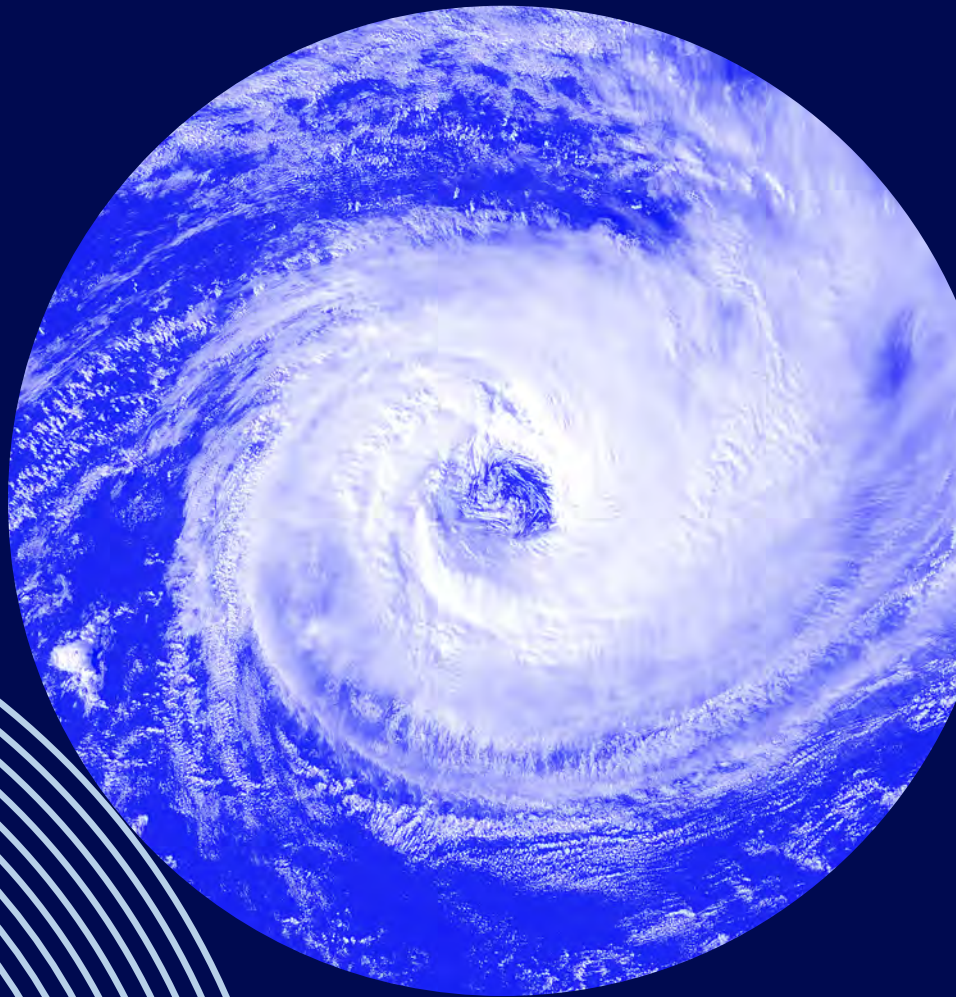


EQUIPMENT PROCUREMENT PLANNING FOR HURRICANE READINESS

An Emergency Response Planning Guide For State, County
And Municipal Emergency Managers



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IS YOUR LOCALITY PREPARED?

When a hurricane hits, state, city and local governments must act fast to protect public safety, support emergency responders, restore essential services and help communities recover, all of which requires emergency equipment. Yet demand for generators, forklifts, light towers and pumps can quickly exhaust local inventories.

For government entities, an effective equipment procurement strategy is a key component of emergency response planning and hurricane readiness. Agencies that plan ahead can mobilize quickly when a storm approaches using assets staged near high-risk zones to accelerate rescue and recovery.

An equipment vendor with a large national fleet and significant disaster response experience is the ideal partner to help officials prepare with confidence and respond with speed.

Collaborating on advance planning helps ensure equipment is available when and where it's needed to power emergency shelters, protect critical infrastructure, clear floodwaters, remove debris and mitigate mold growth in public buildings.

An equipment vendor with a large national fleet and significant disaster response experience is the ideal partner to help officials prepare with confidence and respond with speed.

Choosing a vendor that can supply multiple types of equipment through state procurement contracts and cooperative purchasing agreements streamlines the process.

This e-book outlines best practices for emergency equipment procurement and highlights how working with a one-stop-shop equipment partner such as United Rentals helps government entities improve hurricane planning, optimize disaster response and save lives.





1. WHY ADVANCE PROCUREMENT PLANNING MATTERS

Once a storm warning is issued, critical rental equipment can become scarce overnight. Generators and other equipment may be largely unavailable due to contingency holds placed months in advance. Yet every day and every hour of delayed response after landfall can negatively impact the public.

By planning ahead for equipment procurement, agencies can:

- ◎ **Secure equipment despite shortages.** Many equipment rental vendors offer contingency contracts that “ earmark ” equipment and provide priority deployment when it matters most.
- ◎ **Control costs.** When demand surges, so do prices. Contracts with pre-negotiated volume pricing save taxpayer dollars.
- ◎ **Remain compliant.** Many state and federal programs require procurement documentation or approved vendor contracts. Partnering with an approved vendor that offers a wide range of equipment streamlines access during disasters while ensuring compliance.
- ◎ **Focus on response.** Scrambling to find generators and pumps at the last minute takes emergency managers away from critical hurricane response tasks.

United Rentals offers several ways for government entities to “ earmark ” equipment in advance for priority deployment. Talk to a representative about contingency holds.



2. THE VALUE OF A ONE-STOP-SHOP EQUIPMENT PARTNER

During hurricane response operations, agencies rarely need just one type of equipment. Procurement lists can include everything from trucks to generators to porta potties.

Working with a single equipment vendor that offers a large, national, diversified fleet as well as logistics expertise simplifies planning and procurement and speeds deployment.

United Rentals can help government customers mobilize faster and improve hurricane response by providing:

- **One-call equipment access.** Accessing generators, pumps, aerial lifts and other equipment through a single point of contact saves time.
- **Rapid transport and staging.** United Rentals can begin transporting equipment to staging areas as soon as a storm watch or warning is issued.
- **Integrated solutions:** In addition to equipment, United Rentals offers engineering support, fuel services, monitoring, and on-site repairs or swap-outs to help ensure seamless response and recovery operations.

A single-vendor approach allows emergency managers to focus on operational priorities rather than juggling communications with multiple vendors before and after a hurricane.

3. REMOVING FRICTION THROUGH EXISTING STATE AND LOCAL CONTRACTS

State agencies have a strategic advantage when preparing for emergencies such as hurricanes: access to pre-established procurement vehicles. State procurement contracts and cooperative purchasing agreements let agencies secure critical equipment quickly and compliantly, without the delays associated with issuing solicitations or evaluating bids. They also reduce administrative burden and ensure pricing transparency.

Securing equipment in advance provides operational certainty, allowing agencies to know exactly where their resources will come from and at what cost when emergencies arise.

At the local level, county emergency management directors and municipal entities can often “piggyback” on state contracts to meet their equipment needs. When specific equipment categories are not available through a state contract, cooperative purchasing agreements offered by public procurement organizations present a compliant and efficient alternative.

Securing equipment in advance provides operational certainty, allowing agencies to know exactly where their resources will come from and at what cost when emergencies arise.

United Rentals’ portfolio of awarded contracts

United Rentals holds one of the most extensive portfolios of awarded state and local cooperative contracts in North America. These agreements provide agencies with flexible and reliable access to essential equipment through trusted procurement channels, including:

- ✓ **Sourcewell**
- ✓ **Choice Partners**
- ✓ **E&I Cooperative Services**
- ✓ **HGACBuy**
- ✓ **NASPO ValuePoint**
- ✓ **Public Promise Procurement**



Partnering with a vendor such as United Rentals that has deep expertise in government contracting can further enhance procurement efficiency. These vendors can guide agencies in identifying eligible contracts, navigating compliance requirements and understanding ordering procedures across multiple contract vehicles. This support helps ensure that procurement teams can act quickly and confidently when timing is critical.

BENEFITS OF COOPERATIVE AGREEMENTS

- ✓ Rapid equipment access
- ✓ No bid solicitations required
- ✓ Favorable pricing and terms
- ✓ More accurate budget forecasts
- ✓ Automatic audit trails for reimbursement

4. COMMON EMERGENCY EQUIPMENT CATEGORIES

Every jurisdiction has different equipment needs depending on geography, infrastructure and population. Requirements also vary based on the size and severity of the hurricane. However, most hurricane preparedness plans include many of the equipment categories below.

Generators

Downed power lines and flooded substations leave communities without electricity, often for extended periods. Ensuring power continuity is essential to keeping emergency operations running and supporting long-term recovery. Emergency generator rentals, from small towable units to large trailer-mounted units, provide a lifeline. Agencies should plan not only for generators but also for power distribution equipment.

Equally important is developing plans for fuel distribution, equipment maintenance and monitoring. United Rentals offers fuel services, monitoring and on-site technicians as part of its integrated solutions.

Climate control equipment

Flooding and water intrusion can cause extensive damage to emergency shelters, schools and other public buildings. Industrial dehumidifiers, air movers and heaters help dry buildings quickly and reduce or prevent mold growth. Quick action enabled by pre-staged equipment can reduce long-term remediation costs.

In hot weather, portable AC units and spot coolers are critical to cooling shelters, hospitals and other public facilities.

HOW TO IDENTIFY EQUIPMENT NEEDS

First, identify mission-critical sites and assets, such as:

Emergency shelters and cooling centers

911 facilities and emergency operations centers

Hospitals

Traffic signals at major intersections

Evacuation routes

Wastewater treatment plants and lift stations

Fuel points

Determine what must stay powered and for how long, what areas will flood first, and what debris removal and traffic control may be necessary.

Next, translate those needs into equipment categories and quantities.



Pumps and related equipment

Pumps and hoses are indispensable for handling hurricane-related flooding. Diesel-driven trash pumps are often ideal for clearing floodwater and stormwater. High-head pumps are typically used for dewatering lift stations and force mains. Pre-staging pumps and filtration systems in low-lying zones can accelerate recovery timelines.

Other equipment often needed for dewatering operations includes rolloff boxes and filtration systems. Temporary bypass pumping systems may be needed to repair damaged sewer lines.

Trucks and forklifts

Disaster response requires the rapid movement of supplies, materials and equipment, from pallets of water to sandbags to generators. Pickup trucks can transport these items as well as emergency response personnel. Forklifts and telehandlers are often needed for loading, unloading and staging. Dump trucks are effective for moving debris to disposal sites.

Earthmoving equipment

Excavators, bulldozers, wheel loaders and track loaders are go-to equipment for moving heavy debris and loading dumpsters and trucks.

Backhoe loaders are multipurpose, maneuverable machines that fit into smaller spaces. They can perform light digging, loading and material moving, and support search and rescue efforts. Road broom attachments turn backhoe loaders into street sweepers.

Aerial lifts

Aerial lifts bring workers and responders to building facades, upper stories, roofs, traffic signals, overhanging branches and other critical areas at height, facilitating both hurricane preparation and response.



Telescopic boom lifts provide maximum vertical and horizontal reach, while articulated boom lifts can reach over and around obstacles. Bucket trucks are often used for utility repairs, sign repairs and emergency rescues.

Scissor lifts offer high-capacity platforms for moving people, tools and supplies. Rough terrain scissor lifts can traverse slopes, uneven surfaces and mud and are ideal for debris-strewn outdoor environments.

Portable light towers

Storms can hit at any time, day or night, and recovery operations often continue around the clock once the hurricane passes. Solar- and battery-powered LED light towers support safe operations during power outages, illuminating search-and-rescue operations, traffic control operations and nighttime repairs, as well as staging areas and shelters.

Two-way radios

When cellular networks fail, they can remain down for days. Portable two-way radios provide reliable, uninterrupted communication between public officials and first responders.

United Rentals offers an extensive two-way radio inventory as well as channel programming and technical support. For extended radio coverage, it offers onsite mobile radio trailers that include portable towers, repeaters and power systems.

Storage containers

Portable storage containers create secure temporary space for staging emergency response equipment, tools, fuel and supplies before and after a hurricane. They can also serve as temporary offices, incident command hubs or Points of Distribution sites.

Portable restrooms

Water or wastewater failures during hurricanes can disrupt sanitation infrastructure. Portable restrooms with in-unit sinks or hand sanitizer, along with standalone hand-washing stations, help maintain public health and mitigate the spread of disease at shelters, other public facilities and response sites.

OTHER EQUIPMENT NEEDS TO CONSIDER

- Tools such as chainsaws
- Barriers and other traffic control equipment
- Temporary fencing
- Temporary flooring
- Ground protection mats
- Trench protective systems

5. THE RIGHT EQUIPMENT AT THE RIGHT TIME THROUGH THE RIGHT PARTNER

Successful hurricane response planning starts months before a tropical storm forms, not days or hours before landfall. Assessing risks, identifying equipment needs and reserving equipment in advance are key to hurricane readiness.

Immediate access to essential equipment—generators and pumps, aerial lifts and earthmoving equipment, trucks and radios—can shorten response times and potentially save lives. A strategic partnership with a full-service, comprehensive equipment vendor enables agencies to plan proactively and respond effectively.

United Rentals offers end-to-end, one-stop support that includes:

- ⦿ A broad, national inventory of equipment staged across regions for rapid deployment.
- ⦿ Logistics teams capable of mobilizing assets quickly.
- ⦿ Streamlined procurement through established state and local contracts.
- ⦿ Integrated power, climate and fluid management solutions backed by monitoring, maintenance, and fuel services.
- ⦿ A dedicated hurricane response team that understands the unique demands of public sector procurement and disaster recovery.

From pre-storm preparation to post-storm recovery and rebuilding, United Rentals helps agencies reduce uncertainty, gain confidence and control and protect and support communities when it matters most.



READY TO PARTNER WITH UNITED RENTALS ON HURRICANE PLANNING?

To prepare for a hurricane, you need more than equipment. You need a trusted partner with the scale, expertise, custom-engineered solutions and national logistics to support response and recovery efforts before, during and after the storm.

As the industry's most trusted hurricane prep and response partner, United Rentals helps customers protect critical infrastructure, maintain operational continuity and accelerate recovery. From strategic pre-storm planning to rapid mobilization and full restoration, we bring integrated power, climate control, fluid management, logistics and digital visibility together under one coordinated team.

Reach out to the team to schedule a conversation today.

CONTACT US

