

BUSINESS WITH THE FEDERAL GOVERNMENT

The United States Federal Government is the world's largest purchaser of goods and services, spending over \$536 Billion during FY 2011. Legislation such as the American Reinvestment and Recovery Act and the Small Business Act help to create equal opportunities for small businesses to participate in federal procurement. The Federal Government is required to set aside at least 23% of all contracting dollars exclusively for small businesses.

The Federal Government buys products and services in nearly every industry imaginable. Contracting officers buy everything from janitorial and construction work to guns and staplers. Since the Federal Government does not produce anything itself, agencies must purchase what they need from private businesses.

Government contracting can be a great source of revenue and growth for any business. However, deep budget cuts and increased public scrutiny have placed additional pressure on purchasing officers to spend taxpayers' money wisely. It is absolutely vital that companies looking to break into the federal market take advantage of all the tools available to them in order to effectively market their capabilities to purchasing officers.

WHAT WE DO

Small businesses can fulfil the majority of the federal government's needs. Purchasing officers have a range of purchasing options available to them from formal, complex bidding procedures to simply calling a vendor on the phone and paying with a credit card. The only way businesses can take advantage of the many opportunities available in federal contracting is to become properly registered and marketing their company aggressively to government agencies.

US Federal Contractor Registration gives small businesses access to the same tools and strategies used by Fortune 500 companies contracting with the government. US Federal Contractor Registration helps businesses:

- Fully complete the required contractor registration, including obtaining a DUNS number and registration in the new System for Award Management

- Migrate legacy registration to the System for Award Management which replaced Central Contractor Registration and ORCA in July 2012
- FEMA registration for For-Profit firms; Grants.gov registration for Non-Profits
- Everything necessary to start marketing to government agencies including DSBS profile creation, FBO.gov customizable recurring searches, and a government business plan examining past performance reports for local contracting offices and prime vendors

Please fill out the online registration form to begin the process of getting registered to do business with the federal government. Once the form is filled out a confirmation page will display and your business will be contacted by a case manager to facilitate your business registration. Contact will occur within two business days of your application being submitted. The whole process should be completed in 14 days from the date of the online application. If you need to be registered faster please fill out the online application and call in with your order number and ask for rush registration.

If your business is already registered or needs to be registered for government grants or a pending government job please call and ask to speak with a procurement officer for emergency registration. US Federal Contractor Registration takes the time to fill out and complete all the paperwork required for government registration, saving business owners time and helping to ensure proper registration.

WHAT IS SAM?

The **System for Award Management (SAM)** is the Official U.S. Government system that consolidated the capabilities of CCR/Fed Reg, ORCA, and EPLS. There is NO fee to register for this site.

<https://www.sam.gov/portal/public/SAM/>

SAM, or the System for Award Management, will integrate the eight current federal procurement systems and the Catalog of Federal Domestic Assistance into a single new, streamlined system. The systems which will eventually be combined into SAM are:

- CCR
- FedReg
- ORCA
- EPLS
- CFDA
- eSRS
- FBO
- FPDS-NG
- FSRS
- PPIRS
- WDOL

When Will SAM be Deployed?

SAM will be launched in phases. The first phase, which migrated data from CCR, FedReg, ORCA, and EPLS, was deployed in July 2012.

How Will SAM Benefit Contractors?

Rather than needing a separate login for every procurement system, you will soon be able to access everything you need with a single SAM login. Data will also only need to be entered once, reducing the risk of duplicated or conflicting information. Also, rather than needing to keep track of several different websites, vendors will soon be able to register, file reps and certs, and search for contracting opportunities all from a single location!

How Can I be certain my Registration is Migrated Correctly?

As with any other change in online federal systems, there are some pitfalls for users. SAM migration is dependent upon the user maintaining the same email address and remembering their login information for each current system, a daunting task for most individuals. If there are any errors or incorrect data entered into the legacy systems, those errors will at best be migrated into SAM and at worst may complicate the migration process.

Officials are advising current users to review their registration for errors, outdated POCs, and other problems before SAM goes live next month.

The best way to be assured of a smooth, stress-free transition is by working with a US Federal Contractor Registration Case Manager. Case Managers are highly experienced with the registration requirements for federal contractors and grant recipients. They thoroughly review all the vendor's information to prevent discrepancies or errors and can quickly resolve any problems that do occur. Businesses which originally signed up

with the legacy systems will be migrated to SAM by their Case Manager when the new system is available.