

SAM.gov's Contract Opportunities

**will help you catch up or
move ahead**



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Here is a simple way to help you navigate, identify opportunities that fit with your marketing strategy, and win the contract.

The U.S. government's System for Award Management (SAM.gov) is an invaluable resource for businesses seeking contract opportunities. It is designed to be user-friendly and comprehensive, but navigating it may seem daunting to new users. This guide will walk you through the process of finding contracting opportunities on the site, even if you're a first-time user.

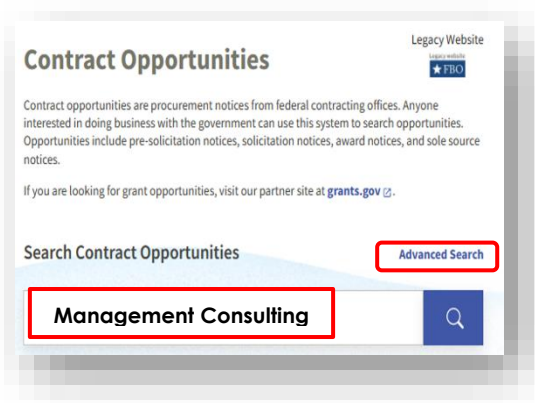
Step 1: Access Contract Opportunities:



Login.
Click on **Contract Opportunities**

Begin by visiting the SAM.gov website. On the homepage, you will see a variety of options. Click on "Contract Opportunities." This will take you to the page where all current contracting opportunities are listed.

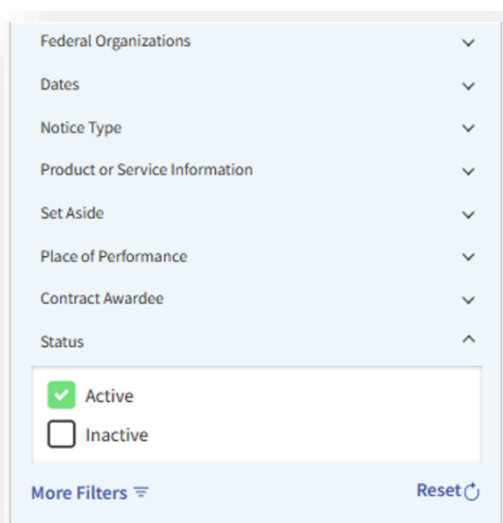
Step 2: Use the Search Function:



You have an option to type **keywords** on the blank field or click **Advanced Search**.

On the Contract Opportunities page, you'll notice a search bar. Here, you can type in specific keywords related to the type of contracts you're interested in. If you want a more refined search, click on "Advanced Search."

Step 3: Apply Filters to Your Search:



The screenshot shows a light blue filter panel with the following categories and their status:

- Federal Organizations: dropdown arrow (v)
- Dates: dropdown arrow (v)
- Notice Type: dropdown arrow (v)
- Product or Service Information: dropdown arrow (v)
- Set Aside: dropdown arrow (v)
- Place of Performance: dropdown arrow (v)
- Contract Awardee: dropdown arrow (v)
- Status: dropdown arrow (v)

Below these categories is a search input field with two options:

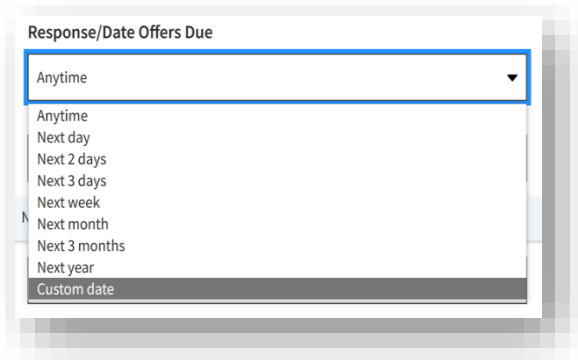
- Active
- Inactive

At the bottom of the panel are two buttons: "More Filters" with a hamburger menu icon and "Reset" with a circular arrow icon.

You can filter your search through the different categories. Options are available on the dropdown or type the keywords on the blank field.

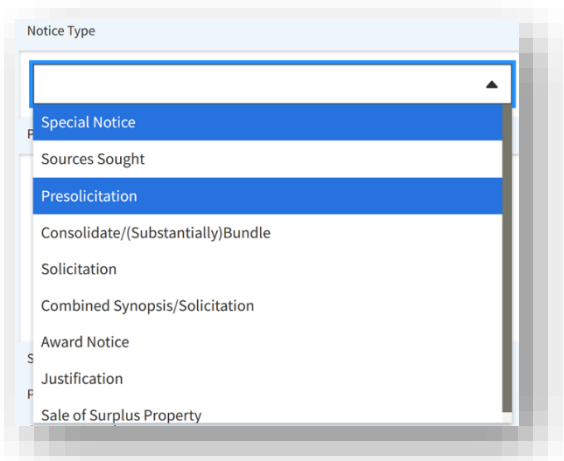
The Advanced Search feature allows you to filter your search through different categories. You can specify your search by selecting from the dropdown menu or typing your specific keywords in the blank field. Filters can include date, type of notice, procurement classification code, department/agency, and more.

Pro Tip: If you want to ensure you have enough time to prepare a bid, set a custom date range that ends at least two weeks before the submission deadline.



Note: Setting the custom date two weeks before the submission deadline will give you ample time to prepare well.

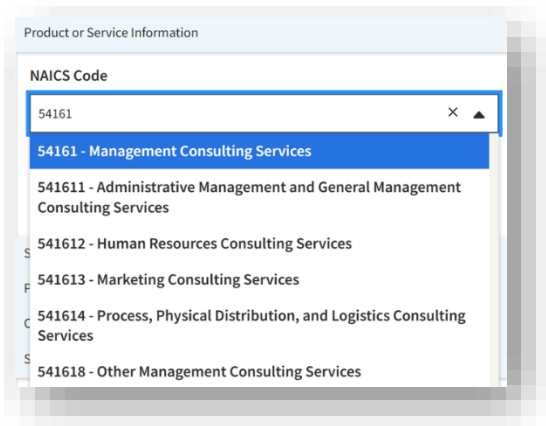
Step 4: Understand the Stages of Contract Opportunities:



The stages of **Presolicitation**, **Solicitation**, and **Combined Synopsis/Solicitation** are typically when participation opportunities are found.

Contract opportunities on SAM.gov are typically listed in one of three stages: Presolicitation, Solicitation, and Combined Synopsis/Solicitation. Opportunities for participation are usually found during these stages. Make sure to familiarize yourself with the different stages to understand when and how you can get involved.

Step 5: Utilize NAICS Codes:



Product or Service Information

NAICS Code

54161

54161 - Management Consulting Services

541611 - Administrative Management and General Management Consulting Services

541612 - Human Resources Consulting Services

541613 - Marketing Consulting Services

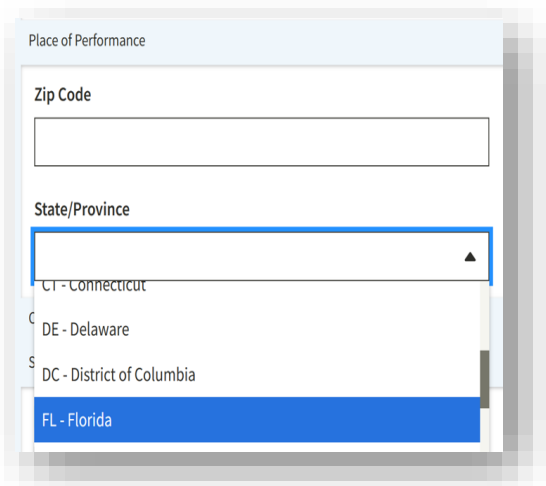
541614 - Process, Physical Distribution, and Logistics Consulting Services

541618 - Other Management Consulting Services

You can use **NAICS Codes** or type the **keywords** on the blank field when looking for opportunities.

The North American Industry Classification System (NAICS) codes can be very useful when looking for opportunities. If you know the NAICS code for your industry, you can enter it in the search field to find relevant contracts.

Step 6: Apply Geographic Filters:



Place of Performance

Zip Code

State/Province

CT - Connecticut

DE - Delaware

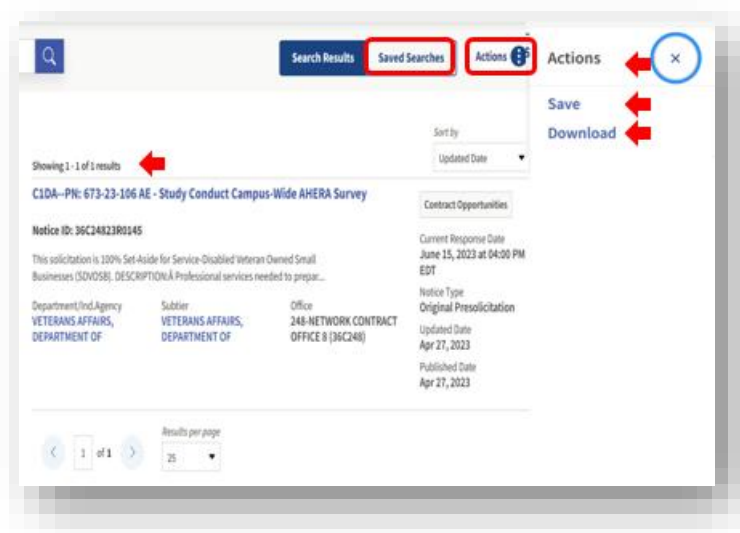
DC - District of Columbia

FL - Florida

Applying a **Zip Code** or **State/Province** filter will allow you to narrow down the opportunities.

If you want to find opportunities in a specific area, use the Zip Code or State/Province filter. This will help you narrow down opportunities to those that are most relevant to your location.

Pro Tip: After applying all your desired filters and categories, the number of results shown will match your specific criteria. You can save these search results for future reference or download them for offline review.



Note: A number of results are shown that match the category and filters applied.

Search results can be saved and downloaded too.

Conclusion:

Finding and applying for contract opportunities on SAM.gov may seem complex at first, but with a little practice and the right approach, it becomes much more manageable. Remember to save your searches and regularly check for new opportunities that match your business's offerings and capabilities.