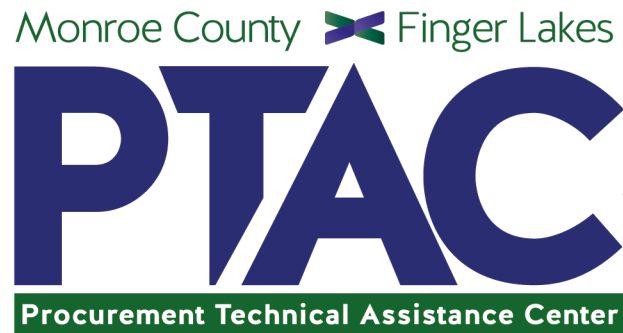


Dawnbreaker USDA SBIR Preparation Course

July 14, 2020



50 W. Main Street, Ste. 1150, Rochester, NY 14622 | monroecountyfingerlakesptac.org | 585-753-2017



<https://www.linkedin.com/in/mcflptac/>

Get Your SAM Registration Done... *btw, it's Free*



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About PTAP

A **P**rocurement **T**echnical **A**ssistance **P**rogram of the DoD, PTA Centers serve as a resource for businesses pursuing and performing under government contracts.

Military | Federal | State | Local Contracts

- All Businesses
- Government Prime Contractors
- Government Agencies
- Military
- Partner Organizations

Nationwide **NETWORK**
providing free assistance



93 PTACs Nationwide + Territories



550,000 jobs created or retained



\$26 Billion in Contracts

Find your local PTAC

<https://www.aptac-us.org/> or <https://www.dla.mil/SmallBusiness/PTAP/>



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PTAC

Free Services Overview

Providing government contract counseling through

- Training Workshops / Webinars
- G2B Matchmakers
- One-on-one counseling
 - Assessment of the business potential to do business with the government
 - Assistance in identifying subcontracting opportunities
 - Assistance in solicitation/bid preparation/grants
 - Assistance with Federal and State registrations & certifications; ie: SAM
 - Clarification on technical information/document specifications/standards
 - Guidance on government markets/government marketing roadmap
 - Notice of upcoming opportunities "Bid Match" service
 - Post-award performance assistance



System for Award Management (SAM) Registration



Getting Started

Create A User Account



Start by creating a SAM user account.

Register Entity



After creating your SAM user account, log in to register to do business with the U.S. government.

Search Records



Do a public search for existing entity registration records or exclusion records.

System for Award Management (SAM) Registration

1. Why Register in SAM

[FAR Subpart 4.1102](#)

- Entities are *ineligible* for contracts and grants, unless registered at time of submittal (*and* duration of grant/contract)
- Remains active for one year - *Must* renew annually
- Establishes an electronic funds transfer
- Representations & Certifications
- CAGE Code issuance
- **.gov**



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Before you start your SAM registration...

www.SAM.gov

1. Check to see if your entity has an existing SAM registration – Active or Expired
 - a) If Expired  Other action needs to be taken.
 - b) If Active, do you have permissions?
2. Create a Login at Login.gov
 - a) Two-factor Authentication



What information should you have to make the registration process go smoothly?

Information required on hand

To pursue Federal Assistance opportunities like grants and loans:

- a) DUNS Number***
- b) Business Name exactly as it is registered in Dun & Bradstreet
- c) Exact business start date: mm/dd/yyyy
- d) Federal Tax Payer ID/EIN/(Social Security #)
- e) Business Name exactly as it appears on federal taxes
- f) Bank Account & Routing Number, Phone # for local branch

What information should you have to make the registration process go smoothly?

Information required on hand

To pursue Contracts – have this information as well.

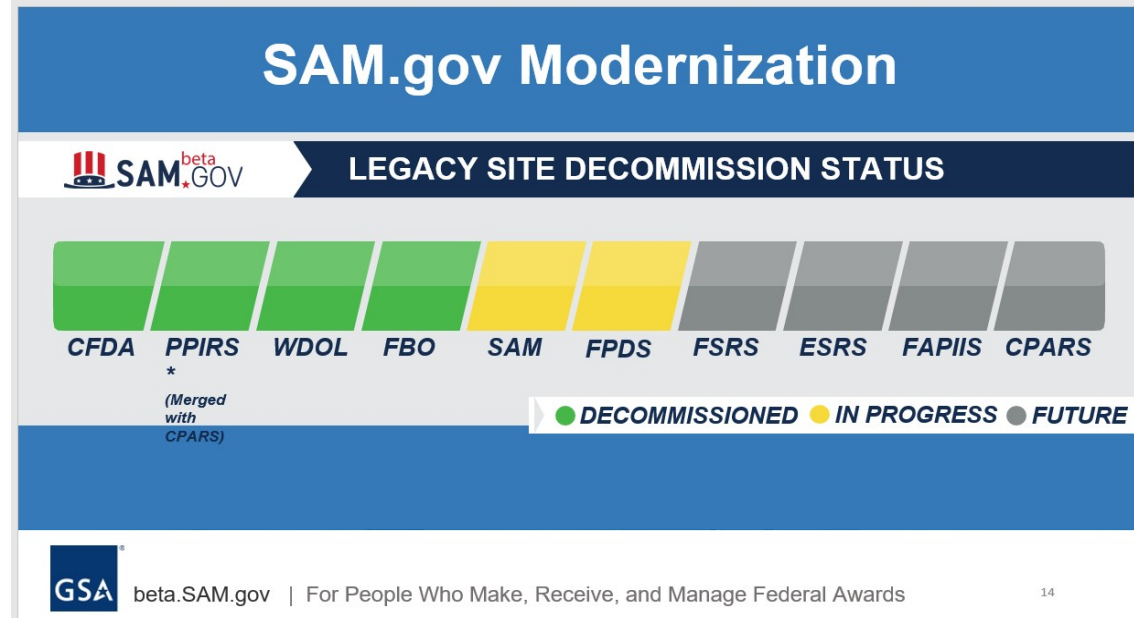
- a) NAICS Codes (we can help you with this)
- b) Product Service Codes – federal purchasing codes (we can help you with this)
- c) Number of employees
- d) Average Annual Receipts (3/5 year average)

System for Award Management (SAM)

beta.SAM.gov

In case you missed it...

- SAM.gov is now the official site for assistance listings, wage determinations, and contract opportunities
- Register Entity, Check Status, and Search still featured
- Unique Entity ID to replace DUNS Number***
 - *After December 2020*
- www.Beta.sam.gov
- www.sam.gov





Questions?

Thank You!

Monroe County  Finger Lakes



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