



Market Research and Getting Started

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Acquisitions Program Support (APS)**



Overview



- System for Award Management (SAM)
- Market Research
- Solicitation
- Getting Started



What is SAM?



- General Services Administration’s (GSA) Office of Government Policy is consolidating government acquisition support systems into one, System for Award Management (SAM).
- Phased Approach
 - Phase I – July 2012
 - Phase 2 – TBD
- Phase I Systems include:
 - Central Contractor Registration (CCR)
 - Federal Agency Registration (FedReg)
 - Online Representations and Certifications Applications (ORCA)
 - Excluded Parties List System (EPLS)
- Phase 2 Systems
 - Subcontracting Reporting System (eSRS)
 - Catalog of Federal Domestic Assistance (CFDA)
 - Wage Determinations On Line (WDOL)
 - Federal Business Opportunities (FBO)

Functional Area	Capabilities	Legacy Systems
Entity* Management	Register/Update Entity core data Manage certifications / representations	CCR/FedReg – Central Contractor Registration/Federal Agency Registration ORCA – Online Representations and Certifications Application
Award Management	Post solicitation and award data Maintain government-wide contract award data Manage government-wide subcontractor data	FBO – Federal Business Opportunities FPDS-NG – Federal Procurement Data System-Next Generation eSRS/FSRS – Electronic Subcontracting Reporting System/FFATA Subaward Reporting System
Wage Data	Access wage determinations	WDOL – Wage Determinations Online
Performance Information	Manage/maintain past performance information Manage exclusion list	PPIRS/CPARS/FAPIIS – Past Performance Information Retrieval System EPLS – Excluded Parties List System
Assistance Program Catalog	Create/maintain assistance program catalog	CFDA – Catalog of Federal Domestic Assistance
Support	Provide security/access control Provide reporting/communications support Provide internal controls	



Who should use SAM?



- Any entity wishing to do business with the federal government under a Federal Acquisition Regulation (FAR)-based contract or applying for federal grants, cooperative agreements or other forms of federal financial assistance through Grants.gov must be registered in SAM. Federal agencies may require entities be registered in SAM for additional processes.
 - Contractors
 - Federal Assistance Recipients and other potential award recipients
 - Government contracting and Grants officials
 - Public users, market research
- How do you get started?
 - WWW.SAM.GOV
 - User Guide can be accessed at [https://www.sam.gov/sam/transcript/SAM User Guide v 1.8.pdf](https://www.sam.gov/sam/transcript/SAM_User_Guide_v_1.8.pdf)

Informal Market Research

- Market Resources

- Google
- SAM
- Publications
 - News, medical and scientific journals, new technology announcements, etc.



- Databases

- Dun and Bradstreet
 - Supplier Risk Manager (SRM)
 - Hoovers
- Library & Information Technology Association (LITA)



- Government Offices

- Current Activities
- Past Performance

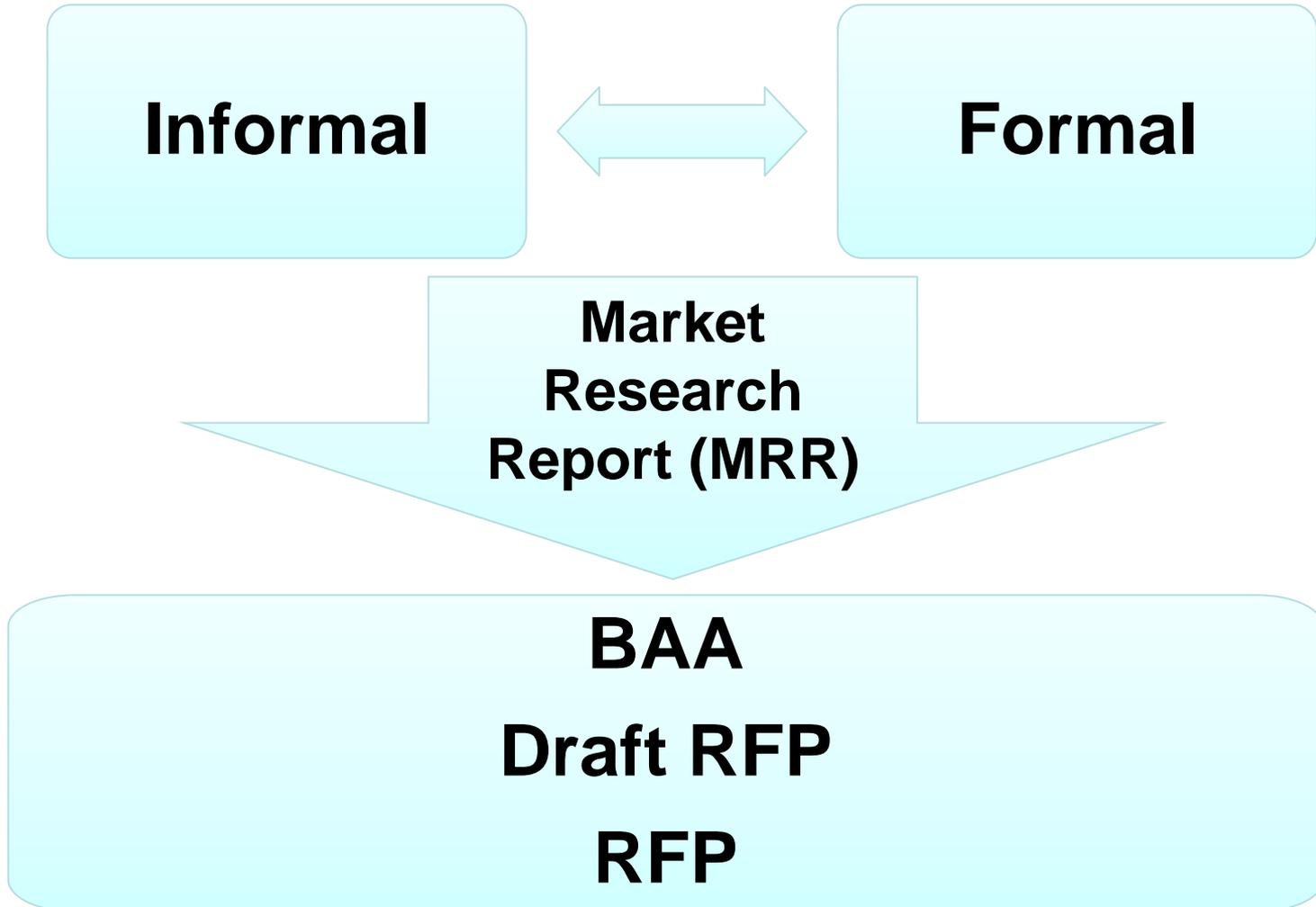


- Conferences/Work Shops
 - BARDA Industry Day, Wash DC 2012
 - PHEMCE Workshop
- Tech Watch
- Sources Sought Notice
- RFI (Request for Information)
- AOA (Analysis of Alternatives)
 - Public Health vs Vaccine
 - Diagnostic + Treatment vs Vaccine
- Draft RFP (Request for Proposal)
- BAA White Papers





Determination to Issue a Solicitation





How does a perspective contractor get started?



- Companies must register with



- Dunn and Bradstreet
- Central Contractor Registration (CCR)

Central Contractor Registration

- Federal Business Opportunities (FedBizOps)



- Public Health Emergency.gov

