
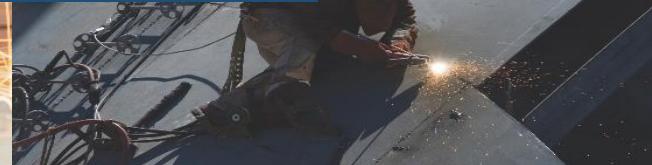




A Procurement Technical
Assistance Center (PTAC)

The background of the slide is a photograph of the Wisconsin State Capitol building in Madison, Wisconsin, taken at dusk. The building's iconic green dome is illuminated from below, and the white neoclassical facade is lit up, with warm interior lights visible through the windows. The sky is a deep blue, and some trees with autumn foliage are visible in the foreground. A large, semi-transparent blue rectangle is overlaid on the bottom half of the image, containing the event title in white text.

THE FUTURE OF SAM.GOV ACQUISITION HOUR WEBINAR FEBRUARY 13, 2018



WEBINAR ETIQUETTE

PLEASE

- Log into the GoToMeeting session with the name that you registered with online
- Place your phone or computer on MUTE
- Use the CHAT option to ask your question(s). We will share the questions with our guest speaker who will respond to the group

THANK YOU!

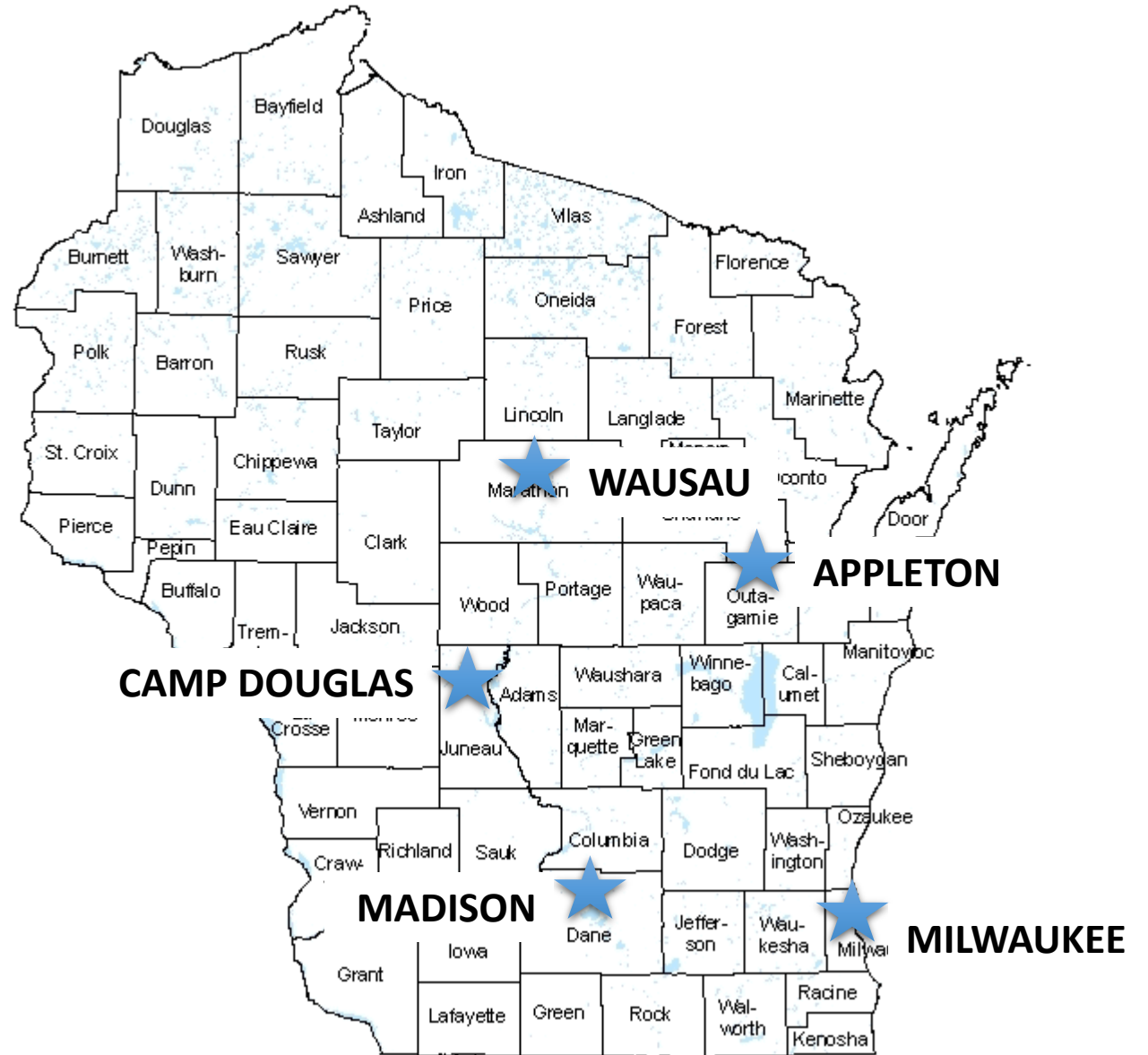
ABOUT WPI SUPPORTING THE MISSION

SERVING WISCONSIN
COMPANIES FOR 30 YEARS!

Assist businesses in creating,
development and growing their sales,
revenue and jobs through Federal, state
and local government contracts.

WPI OFFICE LOCATIONS

- MILWAUKEE – *Technology Innovation Center*
- MADISON –
 - *Madison Enterprise Center*
 - *FEED Kitchens*
- CAMP DOUGLAS – *Juneau County Economic Development Corporation (JCEDC)*
- WAUSAU – *Wausau Region Chamber of Commerce*
- APPLETON – *Fox Valley Technical College*



CLICK HERE TO VIEW WPI NEWSLETTER

www.wispro.org



UPCOMING EVENTS

JANUARY 10 2018
SELLING TO UNCLE SAM-UNDERSTANDING THE GOVERNMENT MARKETPLACE
IRON MOUNTAIN, MI »

JANUARY 17 2018
END OF YEAR FEDERAL CONTRACTOR UPDATE
MILWAUKEE »

JANUARY 23 2018
PREPARING A WINNING GOVERNMENT PROPOSAL
MILWAUKEE »

JANUARY 23 2018
ACQUISITION HOUR: MARKET RESEARCH – USING THE FEDERAL PROCUREMENT DATA SYSTEMS (FPDS)
WEBINAR »

JANUARY 24 2018
ACQUISITION HOUR: CYBER SECURITY FOR CURRENT AND PROSPECTIVE DOD CONTRACTORS AND SUBCONTRACTORS
WEBINAR »

CURRENT OPPORTUNITIES (4)

SERVICES OFFERED BY WPI

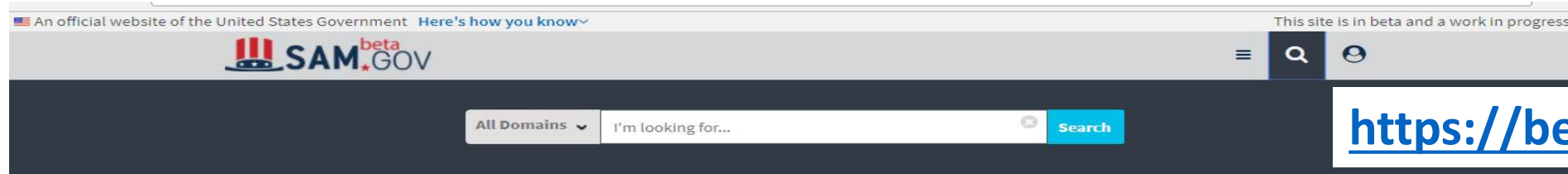
- FREE Bid Matching Services
- Individual Counseling and Assistance
- Locating Local, State and Federal Opportunities
- Government Market Strategy Development
- Training in use of Government websites and tools
- Assistance with System for Award Management (SAM) Registration
- Assisting in Market Research Process
- Development of Market Profile
- Small Business Subcontracting Plans Development, Outreach and Reporting
- Small Group Training
- Outreach and training with Local, State and Federal agencies
- Assist with Pre and Post Award Functions
- Assistance with Agency Specific Contracting Requirements
- Assistance with Contracting Regulations and Requirements, including FAR, DFAR, CFR
- Assistance with GSA Schedule Preparation and Administration
- Assistance with Local, State and Federal Certifications, including:
 - Service Disabled & Veteran Owned Small Business, HUBZone, Woman Owned Small Business, 8(a) Business Development Program
 - State
 - Local
 - DBE
- Bid review and Submission Assistance
- Proposal review and Submission Assistance
- Capabilities Statement and Related Government Marketing Material Development
- Assistance in Locating and Developing Teaming Partners and Subcontractors
- Updated Government Market Information

WHAT WE WILL COVER TODAY

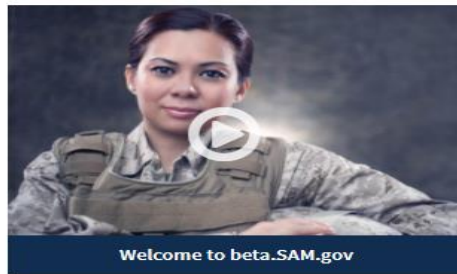
- Overview of Integrated Award Environment
- Overview of changes with beta.SAM.gov
- Transitioning to the new SAM.gov

OVERVIEW OF INTEGRATED AWARD ENVIRONMENT

INTEGRATED AWARD ENVIRONMENT



In the future, Beta.SAM.gov will be the official U.S. government website for people who make, receive, and manage federal awards.



SAM is FREE

- 100% Free to Use
- Free to Search
- Free to Run Reports
- Free to Register

Award Data

Gain access to data in a variety of formats. Perform searches, download extracts, and retrieve data through web services.

[Learn more about beta.SAM.gov data sets](#)

Quick Start Guides

If you've used one of the following systems, click below to learn how to do the same things in beta.SAM.gov.

- [WDOL](#)
- [FPDS](#)
- [SAM](#)
- [CFDA](#)
- [FBO](#)
- [Federal Hierarchy](#)



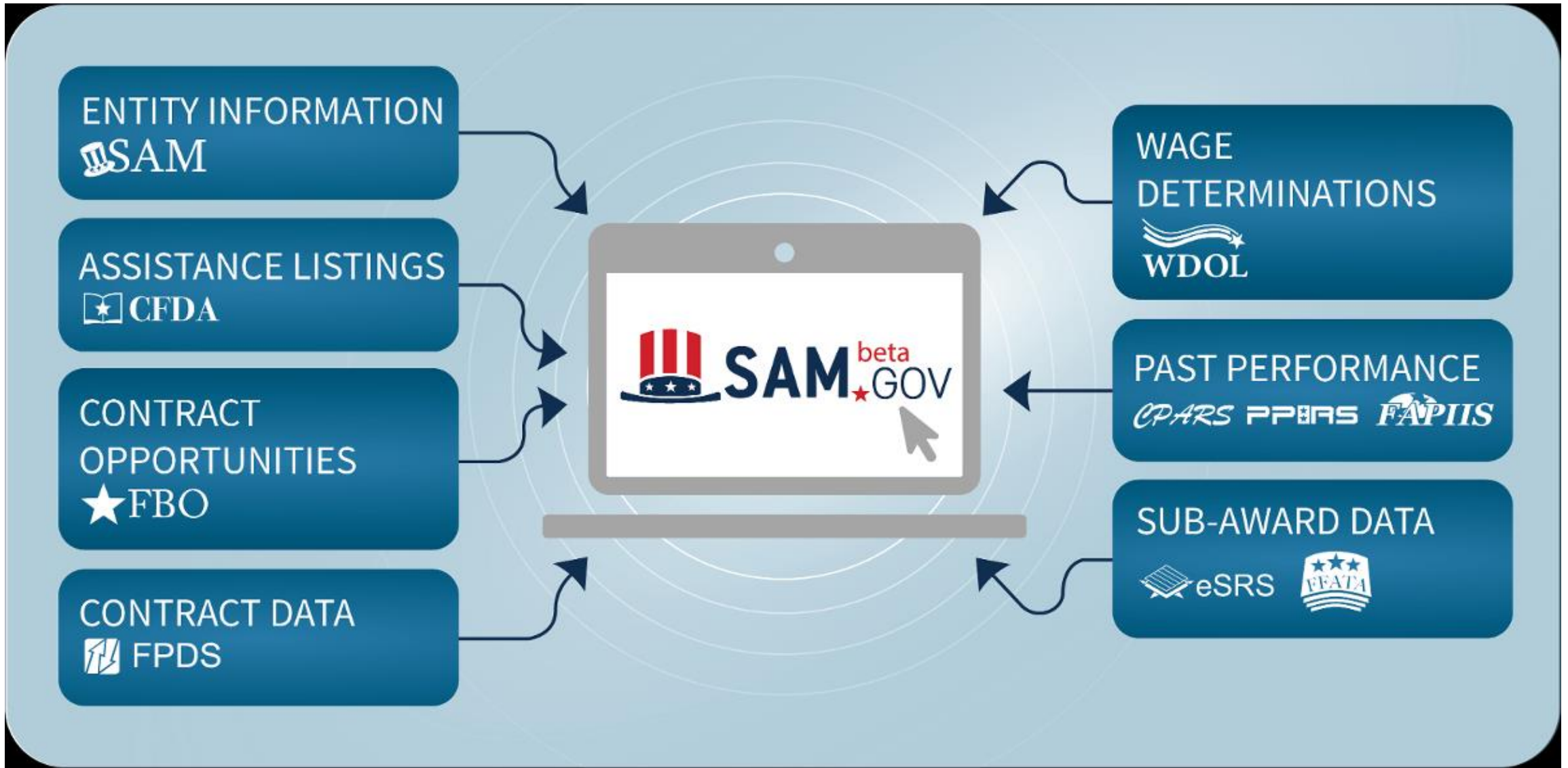
New to SAM.gov



User Accounts

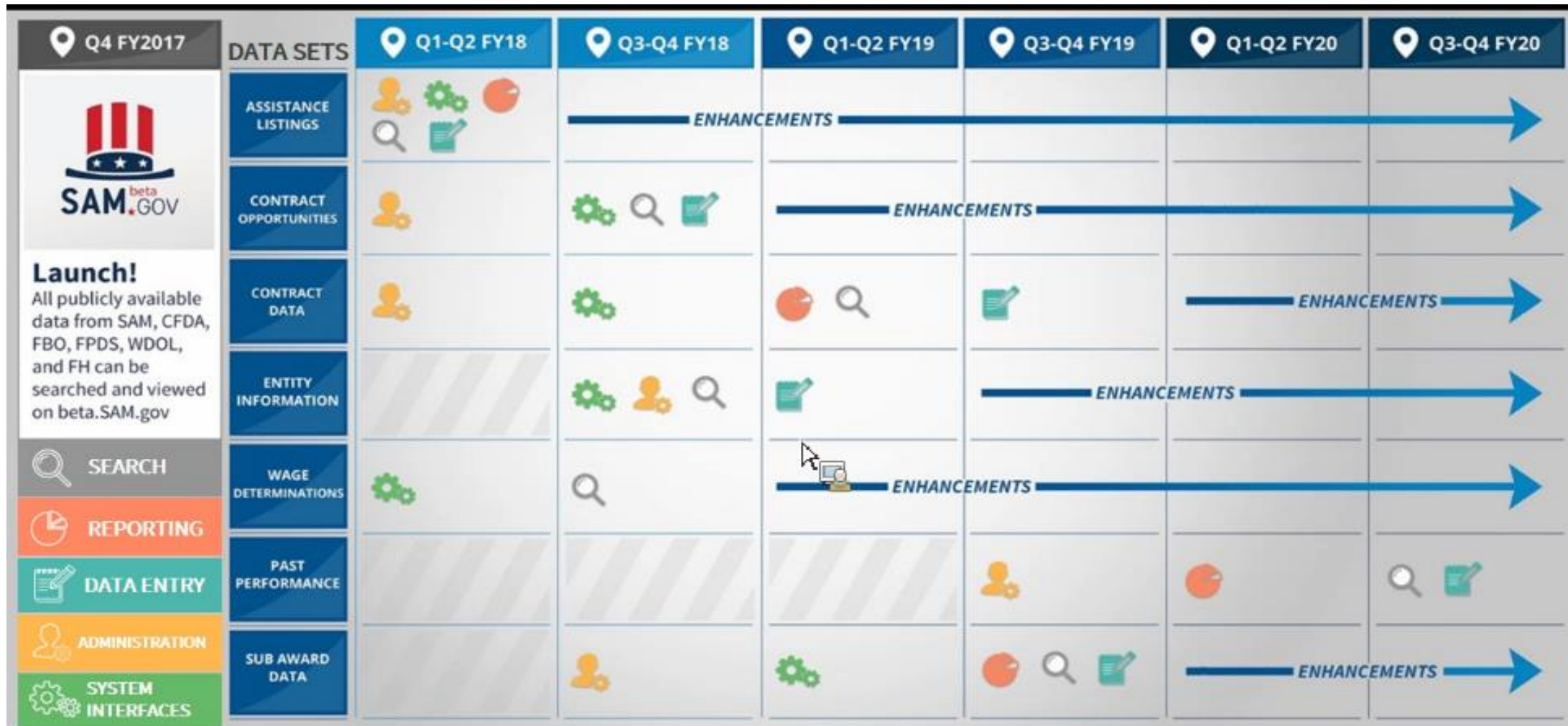


What's Next



TEN DATABASES ROLLED INTO ONE

- **Entity Information:** System for Award Management (SAM.gov) – Registrations and Exclusions
- **Contract Opportunities:** Federal Business Opportunities (fbo.gov)
- **Contract Data:** Federal Procurement Data System (fpds.gov)
- **Sub-Award Data:** Electronic Subcontracting Reporting System (eSRS.gov), Federal Funding Accountability and Transparency Act Subaward Reporting System (fsrs.gov)
- **Wage Determinations:** Wage Determinations OnLine (wdol.gov)
- **Past Performance:** Contractor Performance Assessment Reporting System (cpars.gov), Past Performance Information Retrieval System (ppirs.gov), Federal Awardee Performance and Integrity Information System (fapiis.gov)
- **Assistance Listings:** Catalog of Federal Domestic Assistance (cfda.gov)



beta.SAM.gov Timeline

beta.SAM.gov | For People Who Make, Receive, and Manage Federal Awards

ONE WEBSITE – DOMAIN – TRANSITION TIMES

Current Data	Transition into Beta.Sam	Expected Transition End
CFDA	Assistance Listings	Q2 Fiscal 18
WDOL	Wage Determinations	Q4 Fiscal 18
SAM	Entity Information	Q2 Fiscal 19
FBO	Contract Opportunities	Q4 Fiscal 19
FPDS	Contract Data	Q4 Fiscal 19
eSRS	Sub-Awards	Q4 Fiscal 19
CPARS	Past Performance	Q4 Fiscal 20

WHAT & WHY

- The objective of the consolidated web site is to reduce the federal contracting burden on contractors and government officials alike by creating a single place to access a range of data, including contractor registration information, contract award data on prime contractors and subcontractors, and information about companies excluded from pursuing government work.
- Improving existing sites. More than 160 federal employees are testing beta.sam.gov's search and display functions.
- Eventually, the functions of 10 existing sites – including SAM.gov; the Federal Procurement Data System, at fpds.gov; Federal Business Opportunities, also known as “FedBizOpps,” at fbo.gov; the Federal Funding Accountability and Transparency Act Subaward Reporting System, at fsrs.gov; and the Federal Awardee Performance and Integrity Information System, at fapiis.gov – will be folded into the SAM beta site.
- Once complete, that site will resume as the new SAM.gov and the other sites will “retire.”
- “SAM.gov is the official U.S. government website for people who make, receive and track federal awards.” Improvements will continue to be made to the existing sites as the new site is being tested. That includes installing comprehensive search filters.

OVERVIEW OF CHANGES WITH BETA.SAM.GOV

WHAT CAN I DO NOW?

- You can perform searches for public data without a user account
- In the future, you'll be able to create a SAM account to save your search results and access non-public data

Domain	Description
Assistance Listings	Find assistance listings by entering a keyword, CFDA number, or agency name into the search field.
Contract Opportunities	Find contract opportunities by entering a keyword, solicitation ID, or an agency name into the search field.
Contract Awards	Find contract award data by entering a keyword, award type, NAICS Code, PSC Code, or DUNS.
Entity Registrations	Find entity registrations by entering an entity’s name into the search field. The search filter will automatically display “active” entities, but you can also switch to view only inactive results.
Entity Exclusions	Find exclusions associated with a particular entity by entering the entity’s name, DUNS number, or CAGE code. To search for a person, type in his or her name. Be sure to confirm that you’ve found the correct person—it’s easy to misidentify someone if he or she has a common name. If no exclusion record is found for the entity, the entity does not have an active exclusion in SAM.
Federal Hierarchy	Enter a department or sub-tier. Use the Federal Hierarchy filter to narrow your results.
Wage Determinations	Find applicable DBA and SCA wage determinations required for each contract action by entering a wage determination (WD) number, or using the filters to narrow down your results by geographic location.

WHAT CAN I DO WITHOUT AN ACCOUNT?

You can search for the following public information without a user account:

- Federal assistance listings
- Contract opportunities
- Contract awards
- Entity registrations
- Wage determinations

SEARCHING THE DATA – CONTRACT OPPORTUNITIES

The screenshot shows the SAM.gov beta search interface. At the top, the SAM.gov logo is visible. A search bar contains the text "I'm looking for..." and a "Search" button. A dropdown menu is open, showing "Contract Opportunities" selected. Below the search bar, the page displays "Search Results" and "of 303,288 results". A "Sort By" dropdown is set to "Date Modified". On the left, there are filter sections for "Status" (Active Only checked), "Keywords" (with a "Clear All" button), "Date" (with "Modified" selected and "Date" radio button checked), "Federal Organizations" (with "Simple" selected), and "Type of Notice". The main content area shows two contract listings:

- 49--JACK TESTER ASSY**
 - Service Classifications: 37 -- Agricultural machinery & equipment, 332710 -- Machine Shops
 - Awardee: (061264768)
 - Department/Ind. Agency: Defense Logistics Agency
 - Sub-tier: DLA Acquisition Locations
 - Office: DLA Aviation - BSM
- 59--ANTENNA ELEMENT**
 - Service Classifications: 45 -- Plumbing, heating, & sanitation equipment, 334220 -- Radio and Television Broadcasting and Wireless Communications Equipment Manufacturing
 - Awardee: (148983229)
 - Department/Ind. Agency: Defense Logistics Agency
 - Sub-tier: DLA Acquisition Locations
 - Office: DLA Land and Maritime - BSM

Each listing includes a "Contract Opportunities" tab and details such as "Notice Number", "Last Modified Date", "Last Published Date", and "Type".

<https://beta.sam.gov/>

SEARCHING THE DATA – CONTRACT AWARDS

The screenshot displays the SAM.gov search interface. At the top, the SAM.gov logo is visible, along with navigation links for 'Sign in' and 'Sign up'. A search bar contains the text 'I'm looking for...' and a 'Search' button. Below the search bar, the 'Contract Data' dropdown is selected. The left sidebar contains filters for 'Status' (Active Only checked), 'Keywords' (trucks), 'Federal Organizations' (Department/Ind. Agency dropdown), 'Contract Type' (Contract selected), and 'Entity Name/UEI' (OSHKOSH CORPORATION(006070445)). The main content area shows 'Search Results' for '0096' and 'W56HZV07C0248'. The '0096' result shows details for OSHKOSH CORPORATION, including its DUNS number (006070445), Global Vendor status, and Department/Ind. Agency (DEPT OF DEFENSE). The 'W56HZV07C0248' result shows details for OSHKOSH TRUCK CORPORATION (0270), including its DUNS number (006070445) and Global Vendor status. The right sidebar shows 'Sort By' (Relevance) and a list of contract details for each result, such as 'Action Obligation', 'Award Type', 'Referenced IDV', 'Date Signed', and 'NAICS Code'.

<https://beta.sam.gov/>

SEARCHING FOR ENTITIES

An official website of the United States Government [Here's how you know](#) This site is in beta and a work in progress

SAM beta **GOV** Sign in Sign up

Entity Information I'm looking for... **Search**

Status

Active Only
Note: Only non-active registrations will be added

Keywords

Clear All

Entity Type

Registrations
 Exclusions

Entity Name/UEI

⊕

- BOYS AND GIRLS CLUB OF OSHKOSH, INC.(037844776)
- OSHKOSH CORPORATION(006070445)
- OSHKOSH B'GOSH INC(006073043)
- OSHKOSH COIL SPRING, INC(006108807)
- JAY MANUFACTURING OSHKOSH, INC. (006108906)

[Simple](#) [Advanced](#)

Note: Only Exclusions are associated.

Search Results

Showing 1 - 10 of 670,351 results

" BARBER RANCHES, LTD. "

CAGE Code
Address
3721 AIRLINE DRIVE , METAIRIE , LA 70001

Registration

Exclusion
Classification
Firm
Activation Date
Sep 29, 2016
Termination Date
Sep 28, 2019

Unique Entity Identifier (UEI)
080911673
CAGE Code
7Z0S1
Address
610 EAST PLASUELA, REFUGIO, TX 78377

Registration

Expiration Date
Oct 10, 2018
Purpose of Registration
Federal Assistance Awards
Debt Subject to Offset
No

" ORANIM" - COLLEGE OF EDUCATION OF THE KIBBUTZ MOVEMENT (RA

Unique Entity Identifier (UEI)
514667567
CAGE Code
4179A
Address
KIRYAT AMAL RD., KIRYAT TIVON,

Registration


Expiration Date
May 14, 2018
Purpose of Registration
Federal Assistance Awards
Debt Subject to Offset
No

<https://beta.sam.gov/>

SEARCHING FOR ENTITIES

SAM.gov beta Sign in Sign up

OSHKOSH CORPORATION



- Entity Registration
- Core Data
- Assertions
- Reps & Certs
- POCs
- Exclusions

[Provide Feedback](#)

What you think matters!

Unique Entity Identifier 006070445	Activation Date Jan 03, 2018
CAGE Code 45152	Expiration Date Jan 03, 2019
Address 2307 OREGON ST OSHKOSH, WISCONSIN 54902-7062 UNITED STATES	Purpose of Registration All Awards
	Debt Subject to Offset No

Core Data

General Information

Country of Incorporation USA	State of Incorporation WI
---------------------------------	------------------------------


Business Types
Check the registrant's Reps & Certs, if present, under FAR 52.212-3 or FAR 52.219-1 to determine if the entity is an SBA-certified HUBZone small business concern. Additional small business information may be found in the SBA's Dynamic Small Business Search if the entity completed the SBA supplemental pages during registration.

Entity Structure Corporate Entity (Not Tax Exempt)	Purpose of Registration All Awards
Profit Structure For Profit Organization	Organization Factors

Business Information

Business Start Date Jan 01, 1917	Initial Registration Date Jan 13, 1999
Fiscal Year End Close Date Dec 31	Submission Date Currently not available
Company Division Name	Activation Date Jan 03, 2018
Company Division Number	Expiration Date Jan 03, 2019
Corporate URL	

ite of the United States Government [Here's how you know](#) This site is in beta ar



- Entity Registration
- Core Data
- Assertions
- Reps & Certs
- POCs
- Exclusions

[Provide Feedback](#)

What you think matters!

541614	Process, Physical Distribution, and Logistics Consulting Services
541715	Research and Development in the Physical, Engineering, and Life Sciences (except Nanotechnology and Biotechnology)
561210	Facilities Support Services
611430	Professional and Management Development Training
811111	General Automotive Repair
811118	Other Automotive Mechanical and Electrical Repair and Maintenance

EDI Information

Currently not available

Disaster Response Information

Included in Disaster Response Registry?
No

Require bonding to bid on Contracts?
Currently not available

Representations and Certifications

FAR Report

Select Download FAR Report to review the Representations and Certifications for OSHKOSH CORPORATION

[Download FAR Report](#)

FAR & DFARS Report

Select Download FAR & DFARS Report to review the Representations and Certifications for OSHKOSH CORPORATION

[Download FAR & DFARS Report](#)

Points of Contact

<https://beta.sam.gov/>

SEARCHING BY FEATURE

An official website of the United States Government [Here's how you know](#)

<https://beta.sam.gov/>

Help Center Home

- New to Beta.SAM.gov
 - About Us
 - What's Next
- Features
- Award Data
- User Accounts
- Policies
- Our Partners
- External Resources

Provide Feedback

What you think matters!

What's Next

By Feature | By Legacy System

- Search** +
- Reporting** +
- Data Entry** +
- Administration** -
- Help Center** +
- APIs** +

What can I do now?

- Create a user account with single sign-on for all of beta.SAM.gov.

What's next?

- Users who are signed in can migrate their existing roles from each legacy system for assistance listings, contract opportunities, and contract awards.
- View federal assistance, contract opportunity, and contract award role data.
- Federal assistance listings administrators will be able to create, delete or modify roles for their agency's users.
- Access Reports features based on your assigned role.

SEARCHING BY LEGACY FEATURE

An official website of the United States Government [Here's how you know](#) This site is in beta and a work in progress

Help Center Home

New to Beta.SAM.gov

About Us

What's Next

Features

Award Data

User Accounts

Policies

Our Partners

External Resources

[Provide Feedback](#)

What you think matters!

What's Next

By Feature

By Legacy System

Assistance Listings +



Contract Opportunities -



Contract Awards +



What can I do now?

- Search and view detailed records of contract opportunities.

What's next?

- Use advanced search filters.
- View detailed records based on your user role.
- Federal users who are signed in can create and/or modify a notice.

Entity Registrations +



Entity Exclusions +



Wage Determinations +



General Services Administration

About beta.SAM.GOV

[System Alerts](#)

[Explore Our Community](#)

Our Partners

[Acquisition.gov](#)

[USASpending.gov](#)

[Grants.gov](#)

[More Partners](#)

Customer Service

[Help Center](#)

[Contact Federal Service Desk](#)

[External Resources](#)

<https://beta.sam.gov/>

COMING SOON

Users	Federal Assistance	Federal Procurement
<p>Federal users who make and manage awards (assistance coordinators and agency program managers, contracting officer)</p>	<ul style="list-style-type: none"> • Create, update, review and approve assistance listings • Review FFATA sub-award reports • Access non-public entity information 	<ul style="list-style-type: none"> • Create, publish, modify, and manage contract opportunity notices • Add contract award action data via a contract writing system or manual data entry • Access reports features based on your assigned role • Review small business and FFATA sub-award reports • Create and manage past performance evaluations • Access non-public entity information
<p>Entity users who receive awards(assistance recipients, contractors)</p>	<ul style="list-style-type: none"> • Register as an entity before applying for awards as a prime recipient. • Report on sub-awards if you're a prime awardee and have distributed sub-awards greater than or equal to \$25,000. 	<ul style="list-style-type: none"> • Register as an entity before applying for awards as a prime contractor. • Track changes during the post-award process to ensure that workers are receiving appropriate wages. • Report on subawards if you're a prime contractor and have distributed sub-awards greater than \$30,000.

AWARD DATA – FORMERLY FPDS – THE PLAN

- Progressive and filters available
- Boolean searches not in current plan
- Data normalization & standardization:
Once data entry moves to new platform
- Saved searches
- Sort by date still coming
- All current data fields will be migrated
- All current data fields will be exportable
- Exports to increase from 30K up to 150K lines of data
- Single record display format still evolving

Current standard reports

- 24 now in alpha testing
- Forecast mid 2018 into beta

AdHoc reports

- Utility will be available
- Current functions kept
- Easier
- New functions planned

TRANSITIONING TO THE NEW SAM.GOV

WHERE TO SIGN UP: <https://beta.sam.gov/>



Sign Up

Hello! Please sign up below to create your account here.

Email

Submit


Already have an account

Sign In

Role Migrations

Select one of our legacy web sites. Then enter the username and password of your legacy account to migrate your roles to your new SAM.gov account.

Web Site *Required*



- SAM.gov**
- FPDS.gov
- CFDA.gov
- eSRS/FSRS.gov
- FBO.gov
- PPIRS.gov
- CPARS.gov

Email / User ID *Required*

Password *Required*

Migrate

Role Migration History

You have not yet migrated any legacy roles.

Legacy Websites

The following web sites are being moved to the new SAM.gov. If you currently have legacy accounts in any of these systems you will be able to migrate all of your associated roles to the new SAM.gov.

Website	Migration Status	System Status
---------	------------------	---------------

RECENT UPDATES

- Release 11 Wrap Up The IAE team for beta.SAM.gov recently wrapped up the latest developments in Release 11. Completing this work brings us closer to our goal of retiring the Catalog of Federal Domestic Assistance (CFDA.gov) and Wage Determinations OnLine (WDOL.gov) later in fiscal year 2018. Significant Accomplishments Made During Release 11
- Assistance Listing data entry is complete and user testing for this is now underway as we continue making additional refinements in preparation for CFDA retiring
- Additional search filters and sorting capabilities were added to beta.SAM.gov to further enhance the search experience for users
- An option was added for users to receive a one-time passcode via text instead of email, which will be available on beta.SAM.gov early next year
- The wage determinations search functionality is complete and undergoing testing with users and additional refinements in preparation for WDOL retiring
- A new section in the help center was created with searchable frequently asked questions, glossary terms, and videos available for users later in fiscal year 2018 after testing is complete

RECENT UPDATES

- Fixed an issue where users were unable to view through search entity registrations with an All Awards purpose of registration, which were created or updated prior to October 6, 2017 if the certified user was different from the user who created the registration.
- Updated the SAM Exclusions XML Upload documentation and on-page description to align it with application changes to the deactivate path made during the October 6, 2017 release. Now, to deactivate an exclusion record using the upload tool, an exclusion official must update the record and add or set a new termination date increasing data quality.

ACQUISITION HOUR LIVE WEBINAR SERIES

- February 13, 2018 – **The Future of SAM.gov** – [CLICK HERE](#) for additional information – presented by Kim Garber – Wisconsin Procurement Institute (WPI)
- February 21, 2018 – **Overview of CPARS** – [CLICK HERE](#) for additional information – presented by Carol Murphy – Wisconsin Procurement Institute (WPI)
- February 21, 2018 – **Selling to State and Local Governments** – [CLICK HERE](#) for additional information – presented by Kate Hill – Heartland Information Research (HIR)
- February 27, 2018 – **Understanding your Obligations when Quoting and Receiving Awards from Defense Logistics Agency (DLA) DIBBS** – [CLICK HERE](#) for additional information – presented by Jean Polka – Wisconsin Procurement Institute (WPI)
- February 27, 2018 – **Growing Your Small Business With the Disadvantaged Business Enterprise (DBE) Program** – [CLICK HERE](#) for additional information – presented by Benjamin Blanc – Wisconsin Procurement Institute (WPI)

ACQUISITION HOUR LIVE WEBINAR SERIES

- February 28, 2018 – **Cyber Security for Current and Prospective DOD Contractors and Subcontractors** – [CLICK HERE](#) for additional information – presented by Marc Violante – Wisconsin Procurement Institute (WPI)
- March 13, 2018 – **Information Management for Federal Contractors** – [CLICK HERE](#) for additional information – presented by Marc Violante – Wisconsin Procurement Institute (WPI)
- March 14, 2018 – **Introduction to Certifications Available to Woman Owned Businesses** – [CLICK HERE](#) for additional information – presented by Kim Garber – Wisconsin Procurement Institute (WPI)
- March 27, 2018 – **Update on Federal Hour Wage Labor Laws** – [CLICK HERE](#) for additional information – presented by Corey Walton, Community Outreach and Resource Planning Specialist – U.S. Department of Labor/Wage & Hour Division
- March 28, 2018 – **Cyber Security for Current and Prospective DOD Contractors and Subcontractors** – [CLICK HERE](#) for additional information – presented by Marc Violante – Wisconsin Procurement Institute (WPI)



QUESTIONS?

SURVEY



CONTINUING PROFESSIONAL EDUCATION



CPE Certificate available, please contact:

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benjaminb@wispro.org

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