

# Navigating the new FBO: Beta.Sam.Gov

11/26/2019

Presented by WA PTAC

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## What is a PTAC??

Washington PTAC Program

We offer assistance to small businesses who wish to sell to federal, state and local governments.

- Finding opportunities to bid
- Interpreting solicitations and regulations
- Certifications & registrations
- Marketing to government buyers
- ...and much more

We provide these services through:

- Workshops
- One-on-one Counseling Sessions
- Matchmaking events
- Optional Bid Match service (fee-for service)
  - Searches beta.sam differently
  - List of sites included in search
  - <http://www.outreachsystems.com/index.php/products-en/bid-match> USABID
  - 30 days free trial, \$165 annually

## Background

The federal government used to post contracting opportunities and award notices on FBO.gov, known as FedBizOps. That system was retired in November of 2019 as part of a bigger effort to combine 11 systems in 1. The new system is Beta.Sam.Gov. Now, all government solicitations over \$25,000 are posted on Beta.Sam.Gov. In late calendar year 2020, SAM.gov will also make its way to Beta.Sam.Gov. At this point, the "Beta" will be dropped and we'll forever know it as Sam.Gov. This is around the same time that DUNS numbers will be replaced by 12-digit Unique Entity Identifiers.

## Basics

Available resources: [Quick Start Guide Contractors: Finding Opportunities](#)

- From Beta.sam.gov
- Answers many questions

- note that vendors = non-federal user and federal administrator = federal employee
- Links to videos and other handouts
- Use [www.fsd.gov](http://www.fsd.gov) help desk, the chat feature is fairly quick to get answers
- Contact your local PTAC for questions <https://www.aptac-us.org/>

Stay in the know: <https://interact.gsa.gov/group/integrated-award-environment-iae-industry-community>

Share your thoughts with GSA: look for the "Provide Feedback" bubbles on <https://beta.sam.gov/>

## Log in

USE your SAM.GOV access

- Links the 2 systems
- Connects you to your entity

HOWEVER, as of November 2019

- The system allows only one entity and role per beta.sam.gov profile
- Any beta.sam.gov profile can link to ANY DUNS without verification

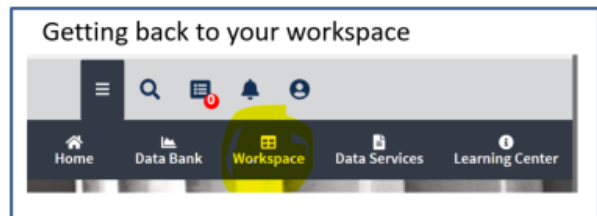
In SAM.GOV, assign roles now to prepare for future changes

## Workspace

Your connection to everything saved

Use the menu bar to navigate back to workspace

- Downloads – links to very large files you have pulled for 7 days
- Saved Searches
- Following – notifications



## The future

What is now sam.gov will no longer be available, but [www.sam.gov](http://www.sam.gov) will lead to what is now [beta.sam.gov](http://beta.sam.gov).

[Beta.sam.gov](http://beta.sam.gov) runs parallel to the systems it is integrating for months before switch.

- Available for public testing and feedback

## Searching

### Let's start a search

- Select the magnifying glass to bring up search bar
- Change the domain to Contracting Opportunities
- Sort by "Last Updated Date"
- Change Filters to see what other filters are available i.e. POP state

## Keywords and filters

- Defaults to single words
- Add quotation marks “before and after” to search phrases
- No AND option
- Set date filters with open to end →
- Run the date filters
- All other filters run automatically
- Most filters are multiselect, POP state is one state at a time
- Searches the Text of the solicitation posting – not the documents attached

Published Date

From

Month	Day	Year
11	1	2019

To

Month	Day	Year

Clear Filter

## Search results

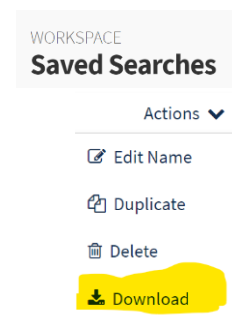
- Save/ download new search results
- Update saved searches

## Saved Searches

- No automated runs - you will need to log in, go to saved searches and run searches manually
- Then download from the saved search page

## Notifications

Following a solicitation – email and in workspace  
Saved searches – not at this time



## Best Practices

- Use all resources
- Get comfortable with beta.sam.gov... explore
- Leave feedback on beta.sam.gov

## FAQ's:

**Question: Where did my saved searches from FBO go?**

**Answer:** They were retired along with FBO. You must login to Beta.Sam.Gov and recreate any saved searches you might have had.

**Question: How do I get Beta.Sam.Gov to email me notifications of upcoming opportunities or information about solicitations I'm watching?**

**Answer:** For saved searches: You can't right now. Push notifications for Beta.Sam.Gov are not available for any user. GSA hopes to have this functionality “soon”.

If you are following a solicitation – email notices are working.

**Question: Do I need to login?**

**Answer:** You can search and see basic information about a solicitation without logging in. Some solicitations need you to login before you see the details. All solicitations require you login to add yourself as an interested vendor. In order to save searches to conduct again, you'll need to login.

**Question: How do I search by state?**

**Answer:** click "change filters" and add "place of performance by State" as an option to your filter options. You can only add one state per search. You can add multiple zip codes.