

Finding federal contract opportunities?

Finding federal contract opportunities can be a daunting task. Just like with other government databases, they can be clunky and hard to work with. Give yourself some time to play and explore the websites below that I have discussed. There are some companies out there that use automated emails to send to clients with updates from SAM.gov. Using actual human beings, on the other hand, such as the team at DM Procurement can put your business a step ahead. We use actual human reasoning to sift through contract opportunities while using historical trends to get a step ahead on upcoming needs and procurement opportunities. Either way, a consulting business can put your business on the right path to grow and break through any barriers in federal contracting.

SAM.gov

For the average business, there is one main website to show both active and inactive contracts. The search, however, is only as good as you make it and as with any federal website there is some headache. Many people do not realize how specific you can make a search; you can even save your search filters if you are logged on to a SAM.gov account. There is still a lot of sorting and combing through to make sure that you find the right opportunity.

SAM.gov still may be too little, too late if using the wrong filters. For example, searching for solicitations means that your company has only roughly 2 weeks to submit a proposal package. On the other hand, if you search for Sources Sought or Presolicitations, then your company could get a head start on your proposal packages and even get face-to-face contact and name recognition with the contracting officer. These phases are designed for the contracting officer to either gather information prior to a solicitation and/or refine and change the information for the final solicitation.

Searching Past Contracts

There are 2 additional database websites that are crucial for research & development and for the strategic growth of your business. First, the Federal Procurement Data System (FPDS) is a database to search the specifics of past federal contracts. This database is certainly the most clunky of them all. However, it goes into greater detail than the next website I will discuss. One feature that is great is that you can search by the contracting office. Thus, if you are very regionalized, you can look at all the contracts for one contracting office and possibly glean some information on who they may choose or possibly who to contact if you want to gain insight.

USASpending.gov is very similar to SAM.gov in its format and search functions, but it only shows inactive contracts. I would highly recommend USASpending to a company looking to grow strategically. This database presents past contracts graphically by time (specific range or by Fiscal Years), geographic locations, and by awarding agency. If your company is looking to specialize in one area, then this would give you great insight on what the historical trends have shown.

DM Matchmaker Service

As I said in the beginning, any consulting service can put you a step ahead of competition and save you valuable time. The DM Procurement team is standing by to take you even further and grow your business. Our team can provide expanded searches, but we focus our efforts to find you the best fit for your specialty. Our team will utilize historical trends and try to get you a head start in the process by starting early!

Our consulting service does not stop at DM Matchmaker; we can use some of our strategic consulting to help you specialize and really grow your business. Furthermore, our team has expertise in writing and reviewing proposal packages to ensure that you are technically acceptable and priced to win.

We look forward to hearing from you,

David Saunders
Founder and Lead Consultant

Where Your Success Is Our GOAL!