SAM Registration Process – Challenges & Tips

Feb 29, 2024

Speakers:



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Moderator:



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Are you or your office responsible for managing your institution's SAM.gov registration?

A. Yes

B. No

C. I don't know



How many SAM.gov registrations do you maintain?

- A. 1
- B. 2
- C. 3
- D. More than 3
- E. I don't know



How would you rate your overall ease or difficulty with doing a SAM.gov registration or renewal?

A. Very easy

- B. Not that difficult, but I have had some challenges
- C. Very difficult
- D. Neutral, I don't have an opinion



In the last 6 months, which of the following did you experience when registering or renewing your registration in SAM.gov? (select all that apply)

- A. I had no challenges.
- B. I had difficulty providing documents that were accepted for the Entity Validation Document Requirements.
- C. General helpdesk communication was unclear.
- D. I had a hard time escalating my registration or renewal issue.
- E. The help desk requested I consolidate multiple UEIs.
- F. My entity information was listed incorrectly in SAM.gov.
- G. My registration or renewal was rejected during IRS verification.
- H. My registration or renewal was rejected by DLA during CAGE code verification.
- I. Completing my registration or renewal took longer than I expected.
- J. Other: Enter in chat



U.S. General Services Administration

Council on Government Relations (COGR)

SAM.gov - Entity Registration

Ivana Henry Management Analyst GSA Integrated Award Environment (IAE)

February 29, 2024



Agenda

- SAM.gov Overview
- Entity Registration Walkthrough
- Deep Dive into Entity Validation
- Registration Tips
- Getting Help with SAM.gov







SAM.gov Overview

SAM.gov is an official U.S. government website managed by the Integrated Award Environment (IAE), a federal office within GSA.

We work for acquisition and financial assistance communities and governance and oversight bodies to manage, streamline, and unify federal award processes.

Our goal is to integrate and improve systems for administering federal awards and deliver a user-centric and secure business environment that facilitates a fair and transparent federal award process.





SAM.gov Overview

SAM.gov is used for:

- **Registering** to do business with the U.S. federal government and **getting a Unique Entity ID (UEI)**
- Searching and viewing:
 - \circ Entities
 - Contract Opportunities
 - Assistance Listings
 - \circ Exclusions
 - Responsibility/Qualification records
 - Wage Determinations
 - Contract Data Reports









Who Should Register an Entity?

Entity registration in SAM.gov is the process to make your organization **eligible** to bid on federal contracts and apply for federal grants.

If you want bid on or apply for federal awards **directly** with the U.S. government, you need to complete and maintain an active registration.



Entity registration requires a lot of information about your organization.

The person registering should be an employee, officer, or board member of your organization.

They should have knowledge of your organizational structure, be authorized to access financial, legal, and tax information, and be able to answer questions about your organization's products or services, or be able to get this information from others in your organization.



What Do I Need to Register an Entity?



- Decide who will complete the registration. They will be the first entity administrator and are the only administrator until they assign the administrator role to others.
- Identify at least one other person to give administrator access to the registration. You can have as many people as you want as administrators. Get SAM.gov user accounts for each individual who needs access to the registration. Each person must have their own user account. Accounts cannot be shared.
- Review the <u>Entity Registration Checklist</u> and other guides. It shows the questions you must answer in your registration and the documents that may be required to validate your entity. Get the checklist at FSD.gov or go to the URL below.

Registration Checklist



https://www.fsd.gov/gsafsd_sp?id=kb_article_view&sysparm_article=KB0039524

Starting Registration





Workspace: Create New Entity



Workspace: Renew or Update Entity

Unique Entity ID:	● Inac Doing (blank	ctive Registration Business As: <)	Purpose of Registration: All Awards	Expiration Date Mar 2, 2006
CAGE/NCAGE:	Physic	al Address:		
	Show Workspace For Non-Federal Entities	< 1 of 1 > Results per po	ge	Sort by Expiration Date Asconding
Renew/Update Your Entities Select Renew/Update to go to your entity workspace and reneventities.	BioPreferred Reporting Service Contract Reporting Filter By	Unique Entity ID: Doing B (blank; CAGE/NCAGE: Physica	usiness As: Purpose of Registration: All Awards	Actions × Eq. Actions × View Record Update Deactivate View In Hierarchy
How to renew or update an entity 🛛 Renew/Update	Keyword ~ Entity ~ Status ~ Expiration Date ~ FSD Number ~	ROGERS FOAM AUTOMOTIVE CORPORATIO Unique Entity ID: Doing B (blank) CAGE/NCAGE: Physica	DN • Inactive Registration usiness As: Purpose of Registration: All Awards	Expiration Date Mar 24, 2023
System for Award Manag	Address Update Reset	Open Cases	ceive and Manage Fe	deral Awards 20

Entity Questionnaire

what is your goal?	Who required your entity to be in SAM.GOV?
I want to do business (Select the option most relevant to you)	Only select the primary source.
 Directly with the U.S. federal government. With a business or other organization which receives funds directly from the U.S. federal government. Other. 	O Federal government
Select the answer that best fits your intentions today:	O U.S. state or territory government or office
O Provide goods or services as a federal subcontractor. (?)	
O Receive a subaward under a federal grant/financial assistance program. ③	O Local government office, i.e., of a county or a city
Apply as a direct vendor for federal funds distributed by a government entity other than the federal government.	O Tribal government or office
(e.g. state, local, tribal, territorial)	A company or business
Apply as a grantee for federal funds distributed by a government entity other than the federal government. ①	Hospital system or healthcare organization (for profit or non-profit) Non-profit organization
(e.g. state, local, tribal, territorial)	University or research facility (for profit or non-profit)
Just browsing. I don't have anything specific in mind today, but might be interested in future work with organizations who receive funds directly from the U.S. federal government.	 Industry group, professional association, trade publication, etc. Procurement Technical Assistance Center (PTAC) or PTAC office
O Participate in, or apply for, other programs. Please describe.	O I decided on my own
Please specify e.g. Program Name	None of the above Please specify e.g. Program Name
123 characters allowed	

SAM. GOV[®] System for Award Management | For People Who Make, Receive, and Manage Federal Awards 21

Purpose of Registration Table

Choose an Option Review the chart to decide which option is best for you. Current Selection Financial All Awards Assistance What you get: Unique Entity ID 🕕 \checkmark \checkmark Entity Available in Search 🕕 \checkmark 1 CAGE Code 🕕 (For some entities) \checkmark When you need it: To receive an award from someone else receiving federal funds 🕕 \checkmark \checkmark To apply directly for federal grants or loans () \checkmark \checkmark To bid on federal contracts (prime) (i) _ 1 What you must complete: Entity Validation 🕕 \checkmark \checkmark IRS Taxpaver Validation 🕦 \checkmark \checkmark CAGE/NCAGE Validation () (For some entities) \checkmark Medium to Level of Effort (i) Highest High Expiration 🕕 1 Year 1 Year Select Select Keep your current option

Your current registration type is shown on the next page. Users updating entities see your current purpose of registration highlighted.



Begin Validation

You Are About to Validate Your Entity

What is validation? 🕕

The information you provide here will be used throughout the federal government. Make sure that your information is current and correct.

Before you get started, make sure you can officially document your entity's

- Legal business name ☑
- Physical address 🗹 (no P.O. boxes or virtual offices)
- <u>Start year</u>
- National identifier 🛛 (non-U.S. entities only)
- Country or state of incorporation, if applicable

Some entities may need to provide documentation to complete validation, which will take additional time to process.

I can provide official documentation, if necessary, to validate my entity.













What is entity validation?

- SAM.gov uses an entity validation service (EVS) to independently **verify the existence**, **location, and uniqueness** of an entity when the entity:
 - Requests a Unique Entity ID
 - Registers to pursue federal awards
 - Renews or updates its entity registration
- Entity validation is a critical piece of the federal awards ecosystem that:
 - Helps prevent improper payments
 - Deters procurement fraud
 - Maintains the integrity of government contracts and grants processes
- Every entity must validate against the EVS provider's databases and data sources, even if they have an active registration



Validation is a process within registration and a prerequisite for completing it.







SAM, GOV®



Validation Tips

What can I do to quickly and successfully validate my entity?

If you are required to provide documents to prove your entity name, physical address, start year, or national identifier number, you should:

- **Use acceptable documents**. We have a list of what types of documents EVS accepts for validation on FSD.gov. The list is linked in several places on entity validation pages in SAM. gov too.
- Use documents that show the **same name and physical address as you entered** in SAM.gov.
- **Respond promptly to emails** from the Federal Service Desk about your validation case. Validation agents will reach out with questions and to notify you if your validation is approved or rejected. If they ask for more information and you do not respond within 5 business days, your case may close.





What documents can I use for validation?

Document Name	Must be Less Than 5 Years Old?	OK for Legal Business Name and Physical Address?	OK for Start Year and State of Incorporation? (must have date)
Articles of Incorporation / Organization / Formation (if stamped as filed with an authority)	NO	YES	YES
Bank Statements (redact information that isn't necessary for validation)	YES	YES	NO
Bylaws for your company (if stamped as filed with an authority)	NO	YES	YES
Certificate of Formation / Organization (if stamped as filed with an authority)	NO	YES	YES
City Business Tax Certificate	YES	YES	NO
Department of Treasury IRS letter assigning your EIN	NO	YES	YES
Department of Treasury IRS Tax Exemption Status Letter	YES	YES	NO
IRS Form 8822-B or Form 990 for address change (filed only)	NO	YES	NO
IRS Forms marked as received by the IRS or processed by a CPA or e-filing software (e.g. Form 1040 with schedule C for sole proprietors)	YES	YES	YES
IRS Forms 1099 if you are the recipient (not the filer)	YES	YES	NO
Secretary of State Certificate of Filing	NO	YES	YES
Screenshot/PDF file of your business profile in your state's online business registry or Secretary of State website (must be current registration and must include the registry URL)	Within last 12 months	YES	YES
Screenshots of other websites containing your business information, including but not limited to federal websites, SAM.gov, IRS.gov, dla.CAGE.mil, etc	N/A	NO	NO
Town charter, documentation from state governments for town existence; Governor's declarations; formal resolution from town council establishing office	NO	YES	YES
Utility Bills (water, gas, or electric only)	YES	YES	NO
W-9	N/A	NO	NO



Get a comprehensive list of acceptable and unacceptable documents at:

https://www.fsd.gov/gsafsd_sp?id=kb_article_view&sysparm_article=KB0055230

rds 29

Entity Validation Documentation



- Attach what documents you have, even if they are for your central office. You can't submit a ticket without any documents attached, the system prevents it.
- Provide details. You can add a short comment on the documentation page. When an EVS agent replies to you from FSDSupport@GSA.gov, email back complete details about your situation, including if you have active federal awards to maintain.



From the Beginning



Begin Validation

You Are About to Validate Your Entity

What is validation? 🕕

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- Legal business name ☑
- Physical address 🖸 (no P.O. boxes or virtual offices)
- Start year
- National identifier 🛛 (non-U.S. entities only)
- Country or state of incorporation, if applicable

Some entities may need to provide documentation to complete validation, which will take additional time to process.

I can provide official documentation, if necessary, to validate my entity.





Enter Entity Information

All the following information will be used to validate your entity, unless marked as optional.

Legal Business Name

If you are acting on behalf of a limited partnership, LLC, or corporation, your legal business name is the name you registered with your state filing office.

Doing Business As (Optional)

Doing business as is the commonly used other name, such as a franchise, license name, or acronym. Leave blank if not applicable.

Your physical address is the street address of the primary office or other building where your entity is located. A post office box may

-

Country

Street Address 1

Physical Address

not be used as your physical address.

Street Address 2 (Optional)

ZIP Code	
City	State / Territory 🕕
	$\langle \mathbf{x} \rangle$
	Previous Cancel Next



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Enter your legal business name and physical address that matches your official entity documentation.

Review the entities listed on the next page.

If your entity is shown in the list, select it. Some entities may have outdated information, like an old address.

If you recognize an entity listed that's yours and the information is incorrect, **select your entity even if some of the information isn't up to date**.

You will correct it on the next page.

eview Entity Information	
ew the legal entity list and select whether or not you clearl	y recognize an entity as yours.
Select an Option	
O I recognize my entity in the legal entities list.	O I don't recognize my entity in this list.
If some details are not correct, you can update them.	Select Next to continue.
LEGAL ENTITIES LIST	WHERE DO THESE RESULTS COME
	FROM?
Showing Top Results	
TOWN OF	Public authority/State/Government
ALL DRAWE SHALL NO	
USA	
TOWN OF	Public authority/State/Government
LATE COMMUNES AND ADDRESS AND ADDRESS	
USA	



If everything is correct, select **Yes** and continue.

If something isn't right, select **No**.

Then, on the next page, enter the corrections.

Update Entity Details Review the details for the entity you selected. Select only details you need to add or update. You will then be able to enter your corrected information. Legal Business Name Doing Business As (Optional) (blank) Physical Address **Physical Address** Your physical address is the street address of the primary office or other building where your entity is located. A post office box may your physical address. Are All of Your Entity Details Correct? -LEGAL ENTITY YOU SELECTED ress 1 ress 2 (Optional) Yes, all details are correct No. some details are incorrect. For example. State · Suite # is missing INC is missing Address is old · Doing business as is missing Previous Cancel Next Previous Cancel Next



Your information is displayed in the first section. **Review section two carefully.**

You must provide documents for all of the entity information the validation team needs to complete your validation.

Check marks appear in section two in place of the bullet points once you add documents for everything required.

Entity Validation

ument Your Entity Details			
Review requirements.	_	Document Your Entity Det	tails
		Review reauireme	ents.
View this list of acceptable documents to requirements.	o understand the	Add Document	
	_	Select a Document Type	
YOU ARE DOCUMENTING		Articles of incorporation/organization	•
100.1 PM2789 1 (107)	Year of Incorpora 2016	This document includes the following. S Legal business name and start year	Select all that apply. r in the same document.
and a single rate later a	State of Incorpor	Add Document	
	Virginia	Selected file	<u>Change file</u>
Attach documents.		EntityInformation	.pdf
You must attach one or more official documents that	prove each of the it	Cancel Add Document	
 Legal business name and physical address in the 	same document.		
 Legal business name and start year in the same description 	ocument.	Add Document	
 Legal business name and U.S. state of incorporation 	on in the same docu		
Add Document	_	3 Provide Details (C	Optional).
	_	Please provide additional	context for your specific situation, if necessary.
Provide Details (Optional).	_		
Please provide additional context for your specific sit	uation, if necessary.		
	_		
	_		<i>h</i>
	_	5	600 characters allowed
500 characters allowed			



After you submit your documents, you get this confirmation page and an email.

You can access the validation ticket in your Entities Workspace on SAM.gov if you need to add or change your documents.

The current average processing time for validation is 3-5 business days.

< Validate Entity			
	0	3	-4
	Get Started Validate Entity	Get Unique Entity ID	Done
		\otimes	
	Entity Docum	nentation Submitted	
	Refe	rence Number 🔀	
	INC-GSA	AFSD5927706	
	SAM.gov will review your documentation and conta learn more about what happens next.	ct you if we have any questions. Read this article 🛽 to	
	Please do not submit any documentation for your e SAM.gov.	ntity at FSD.gov. All documents must be submitted here	at
	Go	to Workspace	









Entity registration has many steps and verifications that happen both within and outside of SAM.gov.







Prepare before you start the registration process in SAM.gov

Register Entity	Core Data			
Core Data	Continue Update / Renewal		Unique Entity ID:	
 Continue Update / Renewal Business Information IRS Consent Ownership Details 		You have the following steps left to co	omplete:	
Predecessor Details General Information Financial Information Executive Compensation Ousetions		Core Data	TIP: Go to FSD.	gov and
Proceedings Questions Review Core Data Assertions		Assertions	Your Registrati	on button
Representations and Certifications Points of Contact		Representations and Certifications	for a checklist a	nd more.
Submit Registration				
Back to Workspace		Points of Contact		
	Cancel		Continue	





Start updates and renewals early

Entity Administrators receive emails about registration expiration and submission. You get emails when a registration:

- Will expire in 60 days, 30 days, and 15 days.
- Has expired on the date of expiration.
- Has been submitted successfully for review.
- Is active.

If you need to change your entity name or address on your registration, **start early**.

While validation takes on average **3-5 business days**, it can take longer if there are complications. The IRS verifies your taxpayer information, which can take **1-2 business days**. If you are getting a CAGE code, it can take **10-15 business days** for DLA to process a request.





Use the Check Entity Status tool on the SAM.gov homepage.









Assign more than one Entity Administrator

SAM.gov grants the Entity Administrator role to the first user to register a non-federal entity in SAM.gov. With the Entity Administrator role, you have all privileges to manage your entity registration.

You can **invite or assign other people** in your organization to be an Entity Administrator. There are **no limits** to how many people can be administrators.

The points of contact you list on your registration **are not** automatically granted the Entity Administrator role. You must assign the role to anyone in your organization who needs it.

How can I become the new administrator for our entity registration? https://www.fsd.gov/gsafsd_sp?id=kb_article_view&sysparm_article=KB0016652





What to do if no one has the Entity Administrator role

The Federal Service Desk, FSD.gov, can help you establish a new Entity Administrator.

Go to FSD.gov and select the **Become an Entity Administrator** button on the homepage. Use the **letter template** provided. Follow the instructions to complete and submit your letter.

The FSD sends you an email once the letter review is complete, advising if you are approved or rejected and if corrections are required.

Entities based outside the United State **are not required** to notarize the letter.

Don't get stuck in this long process. Make sure **you assign more than one person the Entity** Administrator role to your registration!



Recognize that the **Taxpayer Name** and **Legal Business Name** may not be the same

- Ensure the Taxpayer Name is identical to what the IRS has on file at the time the registration is submitted.
- Compare what you entered on the SAM.gov Taxpayer Information section of the registration to the original notice you received from the IRS assigning you your EIN (Employer Identification Number) and/or your most recent federal tax return for the business activity.
- Wait for a new TIN to be uploaded to the IRS's Master File before registering in SAM.gov. It takes five weeks for the IRS to fully process a new TIN.





The **Government Business Point of Contact** must respond to emails from DLA requesting additional information within three business days.

- This is one of the required POCs you enter when registering in SAM.gov. This POC may not be the person who manages and submitted the registration in SAM.gov.
- This person should watch their email, including their spam or junk folder, once the registration is submitted in SAM.gov. The email will come from **CAGEREVIEW@DLA.MIL**.
- If a submitted registration fails at DLA CAGE it is returned to "Work In Progress Registration" status. DLA CAGE will not be able to process any CAGE updates or information unless the registration is resubmitted and back at DLA CAGE for processing.





Legal Business Name and **Physical Address** must match between SAM (entity validation) & DLA CAGE even though these are separate government agency verifications

- Questions about CAGE code requirements or problems should be directed to DLA (<u>www.dla.mil/Customer-Support</u>), including questions about:
 - Information about DLA's preferred formats for business name or physical address
 - Documentation DLA may request you provide (SAM.gov does not share the documentation you provide during entity validation)
 - Sources DLA may use to verify the entity information you provided during SAM.gov registration
 - Finding the CAGE code of your parent company or a CAGE code <u>without being</u> <u>registered in SAM.gov</u>







Help in Entity Registration

View assistance for Core Data		
Your Entity's Business Information: Entity Start Date (MM/DD/YYYY): *		Entity Start Date (MM/DD/YYYY) Enter the date the business was formed or established here. This may be used to distinguish you from others with
Fiscal Year End Close Date (MM/DD): * Entity Division Name:		similar names. You must enter the date as MM/DD/YYYY (example: 01/01/1995). Your business start date
Entity Division Number:		must be today's date or earlier.
Congressional District:	VA 08	

Select a data entry field and a box with help pops up on the right side of the page.



Help on SAM.gov













Help Topics (FAQs)

⊕ Entity Registration

E Contract Opportunities

E SAM.gov Data Services

Workspace

⊕ Federal Hierarchy

Fraud

🗄 Entity Reporting

🕀 Wage Determinations

⊕ SAM.gov Site Information

Login.gov

FOIA Requests

⊕ Assistance Listings

🕀 SAM.gov User Accounts

🗄 Contract Data

⊕ SAM.gov Search

Show More Showing 15 categories

Announcements

Entity Validation Review Time

Entity validation review time will depend on whether we can make a match from your original document submission, or if we need to request additional documentation. Most entities find a match immediately, but in some cases additional documentation and a manual review is required. The average manual review time is currently five (5) days.

Click here to learn more

Refine Your Search Results with the New Search Editor

If you use Simple Search in SAM.gov today, you can continue to search as you normally do. Simple Search will remain the default. If you know how to use Boolean search phrases (advanced formulas used with special terms along with keywords), you can now use them with the new search editor in the SAM.gov Search.

Click here to learn more!

Download FASCSA Orders from SAM.gov

The FASCSA order rule is in effect. Use the new download button on SAM.gov to get a list of all FASCSA orders. We will show an alert to let you know the file is empty until agencies issue orders. See our blog for more details.

Click here to learn more

Select **Help Topics** to view the most viewed and highest rated help topics in each category.

Still have a question?

If you are unable to find an answer to your question using search knowledge base or help topics, you can select **Create an Incident** to login and submit a ticket or you can select **Live Chat** to login and chat with the FSD Service Desk.

Create an Incident

Live Chat

Help Topics (FAQs)

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Click here to learn more

You can view the latest news about SAM.gov and the latest update on entity validation review times in the **Announcements** section.

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If you still need help, sign in to FSD.gov (using your login.gov email and password) to **chat live with a help desk agent** or to **submit your issue** via a web form.

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Create an Incident

Live Chat



Sign up as a tester!

https://www.fsd.gov/gsafsd_sp?id=kb_article_view&sysparm_article=KB0051888







- SAM.gov <u>Help Page</u>
- Go to the **Federal Service Desk (FSD.gov)** to search for User Guides, FAQs, Videos, Definitions.
- **Subscribe to our blog** for the latest updates





U.S. General Services Administration



