Succeed with SAM.gov's Data Bank

Use the System for Award Management's (SAM) data bank to generate reports, understand purchasing trends in the Federal marketplace, and develop a data-driven marketing plan.

The data bank is a real-time database providing detailed reports of Federal contracting activities. Contract data comes from the Federal Procurement Data System (FPDS).

Access the SAM data bank at https://go.usa.gov/xFRT5.

Use the data bank to:

- Research which Federal agencies and departments are buying your products and/or services

- Track how much they're buying and if they've awarded any set-asides

- Identify opportunities to compete in the Federal marketplace

- Understand your competition

Why should I use the SAM.gov data bank?

The Federal Government has tremendous purchasing power; with more than 135 Federal agencies. Some agencies may need what you offer, some may not. Data can help you focus your marketing efforts and resources on the Federal agencies that need what you are selling.

Use the information to proactively find opportunities and generate leads. In the long run, data mining will help your small business to be more successful.

SAM.gov data bank contents:

- Information in SAM comes from FPDS, the authoritative source for entering and viewing contract award data.

- Contract actions valued at $10,000 or more are reported directly to the FPDS from more than 90 Federal agencies. The Federal acquisition workforce relies on FPDS to document all purchases above the $10,000 threshold.

- Specific information reported to FPDS includes all procurement information related to the contract award or modification, which includes, but is not limited to:

  - Contracting agency name and department (Federal buyer/customer)

  - Funding office (the program office funding the requirement)

  - Period of Performance (the length of the contract)

  - Supplier Information (the company that was awarded the contract)

- Total dollar amount (total value of the contract/requirement)

- **Use the Data Dictionary** to learn more about the reporting data fields in FPDS: https://go.usa.gov/xFRZB

Report Types Available in SAM.gov's Data Bank:

- **Standard reports** contain specific information about Government contracting activities in a standard format. There are 36 standard contract data reports in the data bank that will provide insight into Federal contracting activities.

- **View the GSA video training tutorial to learn how to run your standard report:**
  https://www.youtube.com/watch?v=0gBAqGFQue0

- **Ad hoc reports** use an advanced tool that lets you choose data fields and filters to create a custom data report. You'll need to know the contract data fields that you will want to examine.

- **View the video series** to generate your customized ad hoc reports:

  - https://www.youtube.com/watch?v=CN8uJsHF83g
  - https://www.youtube.com/watch?v=JW_BzAuJXjE
  - https://www.youtube.com/watch?v=WqR865raAuA

- **Static reports** have been prepared on a fiscal year basis for the public. These reports combine data across the Federal Government and cover specific situations and/or socio-economic status, such as national interest actions, and small business goaling.

  - Here's how to generate static reports:
    https://www.youtube.com/watch?v=itXJY5CPHGY

How to Generate Reports:

- **Create an Account:** First, establish a user account in SAM. SAM.gov is a 100% free official Government website. Access SAM at https://go.usa.gov/xFRT5.

- **Use your Product Service Code (PSC):** Use your four-digit PSC to filter the tool for potential opportunities for your specific product or service.

  PSCs describe products and services in more detail (i.e., event management services, cloud storage and services, construction, etc.).

  - Your PSC will help you filter the data more directly.

  - Search the PSC Manual to find your PSC:
    https://go.usa.gov/xFRZd

- **Learn how to run reports:** Use this Contract Data Reports Training Video series to learn how to run your reports:
  https://go.usa.gov/xFREm.

For help with SAM.gov, contact the Federal Service Desk - https://www.fsd.gov/

Need more help?

Visit us at: **https://www.gsa.gov/osdbu**

Register for future OSDBU training and events at: **https://www.gsa.gov/osdbuevents**

Contact your local Small Business Specialist: **https://www.gsa.gov/smallbizsupport**

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Access more resources at: **https://interact.gsa.gov/groups/small-business-solutions**