

SIMPLIFIED ACQUISITIONS

Thanks for calling the Federal Contracting Center, this is _____ - are you calling in reference to an email you received about federal contracting?

Great – I'd like to start by pulling up your federal profile – may I have either your 5-digit CAGE Code or your 9-digit DUNS Number?

And may I have your first name? Thank you. Again, my name is _____.

Let me explain why we sent that email.

*In our experience, most of the small business leaders we speak with have two primary ways they bid on federal work – first, they look for opportunities to bid on at SAM.gov, or they look for bid opportunities through the GSA eBuy system. **Is this how you currently find opportunities?***

*However, what many of these businesses are never taught is that most of the small business contracts that are awarded every year don't go through either of these systems. **Has any taken the time to explain this to you yet?***

*That's why we sent the email – to make you aware that most of the contracts in your industry are awarded using a process called Simplified Acquisition Procedures, or SAP. It's a federal contracting rule that basically says for most contracts under \$7M, the Contracting Officer can choose whether or not to post the bid publicly vs. just reaching out to three small business vendors and getting direct quotes. **Has anyone explained this rule to you before?***

*One of the ways to ensure you're participating in the SAP market is that you'll get quote requests directly from federal buyers...**have you received any direct quote requests from federal contracting officers, either by phone or email?***

*That's the first step in this whole process – figure out which Agencies are using Simplified Acquisition Procedures to buy in your industry, and help you connect with them so you can start receiving those direct, non-posted quote requests...**after all, you'd have a lot better odds winning a contract if you were just directly competing against one or two other small businesses vs. the 17 companies that respond to the average SAM.gov bid, right?***