

UNPUBLISHED CONTRACTS

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*That's why we sent the email – to make you aware that most of the contracts in your industry are awarded as unpublished awards – meaning they were not put out for bid prior to award...**you're probably wondering how they can do that legally, right?***

*Have you ever heard of the Simplified Acquisition Process 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. **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*That's the first step in this whole process – figure out which Agencies are awarding the most unpublished contracts for the products or services you offer, and help you connect with them so you can start receiving those direct, unpublished quote requests...**after all, you'd have a lot better odds winning a contract if you were just directly competing against one or two other small businesses vs.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?***