

How To: Using SAM.gov to locate and maximize potential subcontracting opportunities

Note: This guide is general and is not USACE specific. If you want to narrow your searches to only USACE awards, please follow the instructions at SAM Tips located on the “How to Do Business” page.

1. Use award notices to reach out to the successful awardee, provide target marketing and discuss potential subcontracting opportunities on the specific contract.
 - a. Log In to your account.
 - b. Ensure you are searching in “contract opportunities”.
 - c. Select your search parameters (NAICS, Keywords, Agencies etc.)
 - d. Under “Notice Type” choose “Award Notice”
 - e. Review results and determine projects that may include potential subcontracting opportunities.
 - f. Note: If you are following a specific solicitation, you should receive a notification when it is awarded, at which time you can simply review that award notice.
2. Include your company on the Interested Vendors list for projects of interest.
 - a. The Interested Vendors List can be used by the contract specialist, but the main purpose is for companies to have some awareness of potential primes and subs for projects.
 - b. Once you have located projects of interest/solicitations using **SAM Tips**, click into the notice and on the left you should see “Interested Vendors List”.
 - c. Add your company name to the list, and also use the list to potentially reach out to others on the list for partner/teaming/subcontracting opportunities for the specific or other projects.
3. Ensure you respond to all sources sought notices and RFI, even if you are only interested in being a subcontractor.
 - a. Include your name on the Interested Vendors list even for sources sought notices.
 - b. Respond to the Sources Sought/RFI with your specific capabilities and interest in participation as a subcontractor. What does this do?
 - i. The agency and the small business office has information to support subcontracting market research.
 - ii. The agency has specific information to provide to potential primes and/or partners for subcontracting.
 - iii. The agency has your information for other potential projects, and it does demonstrate overall interest in the mission/contracting agency.
 - iv. In the event the agency changes the procurement between the market research phase and the solicitation, and maybe breaks off certain work for separate actions, your capabilities will be known to the agency to assist with acquisition strategy.