

Registering to Become a U.S. Government Contractor (SAM, CAGE, DUNS, UEI and NAICS)

Presenters:

Marie Salamone, Partner

Sammie Warnecki, Manager

May 14, 2025





Capital Edge Consulting Overview

Capital Edge Consulting LLC

- ✍ Established in 2010
- ✍ Headquartered: National Capital Region
- ✍ Organized in: Delaware
- ✍ Employs 50+ professionals
- ✍ Actively supports 200+ clients per year
- ✍ Recognized nationally and regionally:
 - Inc. 5000 3X
 - Inc. 5000 DC Metro: 2020
 - Washington Business Journal Fastest Growing Companies: 2020
- ✍ Go-to-resource for Government Contracting Compliance Expertise
- ✍ Go-to-resource for Government Contracting Compliance Public Training



Key Senior Leaders

Capital Edge employees combine their unique backgrounds and experience in public accounting, industry, DCAA and DCMA to provide unmatched government contracting expertise.



Chad T. Braley
CEO & Managing Partner

Mr. Braley is the company founder and leads the company's services and growth initiatives. He specializes in business and organizational improvement strategies within the constraints of federal procurement regulations. He is a frequent lecturer and expert in cost accounting and business systems compliance.



Stephen "Chase" Kunk, J.D.
Managing Partner

Mr. Kunk has both industry (Defense and Intel Community) and consulting experience. He has extensive experience in purchasing system compliance, CPSR readiness and risk mitigation, contract and subcontract negotiations, administration and management. He also serves as an expert witness and has been admitted under GAO protective order.



Sean O'Connor
Managing Partner

Mr. O'Connor spent several years in the Forensic Advisory practice for a Big 4 firm and currently works with both contractors and grantees. He has represented multiple clients with OIG settlements with disputes regarding GSA contracts and has considerable experience working with internal audit teams, re-engineering business processes, SOX compliance, and business systems compliance.



Paul M. Bailey, CPA
Partner

Mr. Bailey has served in executive leadership positions for major Defense contractors and several Big 4 firms. He is a published author on government contracting topics, has broad experience with federal procurement rules, has provided expert testimony, assists contractors and counsel with due diligence and resolution of contract disputes, accounting non-compliances and business systems compliance.

Marie Salamone, CCP, MBA
Partner

Ms. Salamone has more than 30 years of government contract cost accounting and compliance consulting as well as cost engineering, construction claims analysis and litigation experience in an array of industries that include pharmaceutical, defense, manufacturing, service, energy, and much more. Ms. Salamone's expertise includes FAR, CAS, agency supplemental regulations, incurred cost and forward pricing rate proposals, contract terminations, business system compliance, indirect rate modeling, cost engineering, and construction-related claims.



Gene Hansen, MBA, MS-Eng, Esq.
Partner

Mr. Hansen applies his 20+ years of experience in Aerospace & Defense (A&D) program managing large-scale system implementations, process improvement and change initiatives. He is experienced with multiple ERP, MES, and PLM systems and combines his machining, manufacturing engineering, business, and legal background into integrated process and systems development capability.



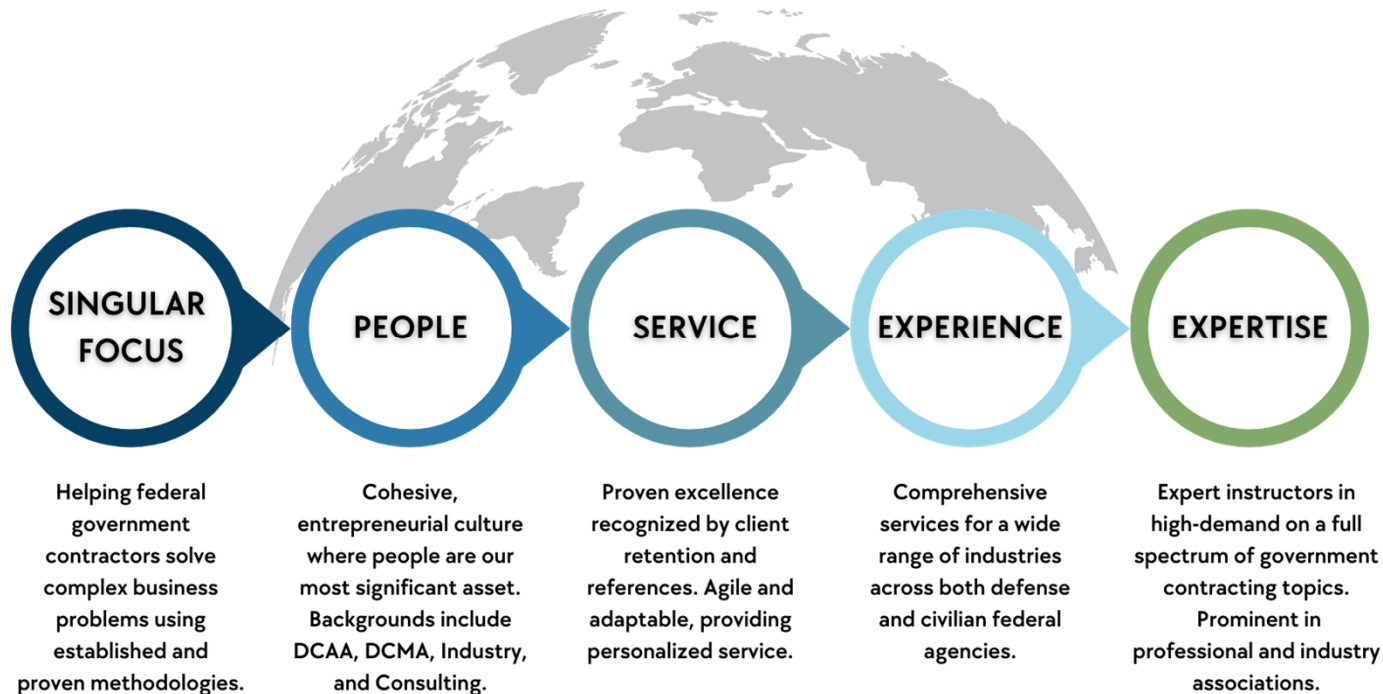
Tony Worick
Partner

Tony Worick specializes in enabling businesses to work with the United States Government, particularly in the aerospace, defense, and commercial sectors. He leverages his expertise in Federal Acquisition Regulation (FAR), Cost Accounting Standards (CAS), and Defense Federal Acquisition Regulation Supplement (DFARS) to help companies establish internal controls, monitor compliance, and achieve successful audit outcomes.



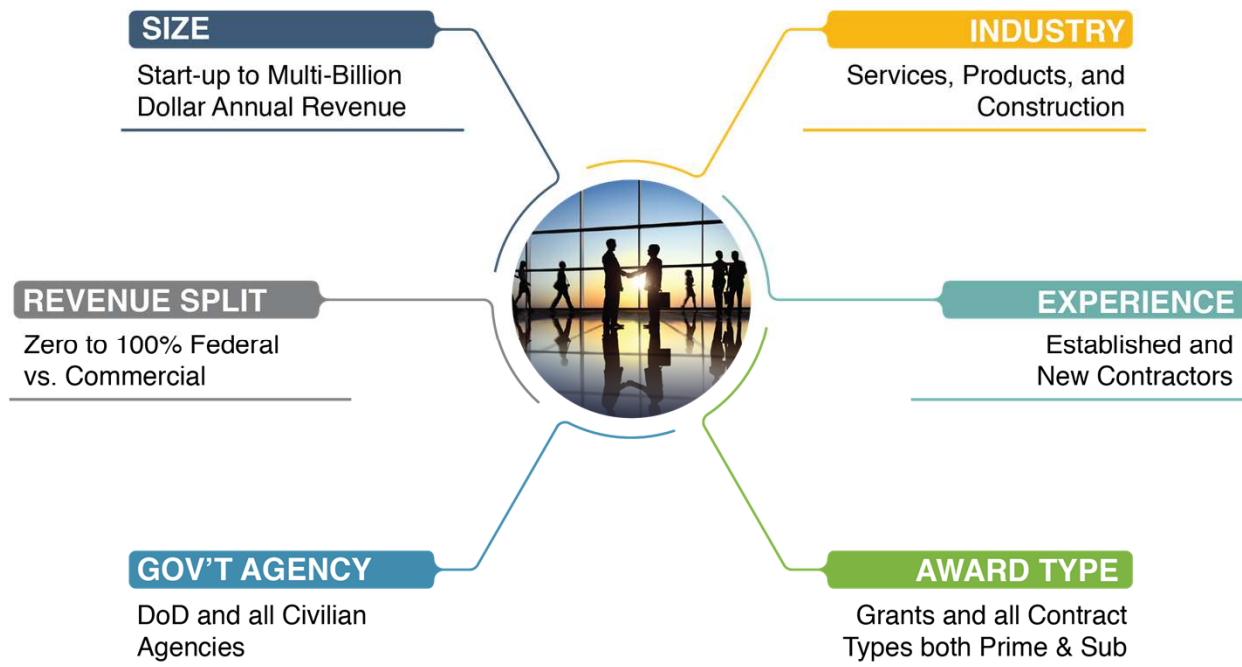
Value Proposition

As the largest consulting firm-of-its-kind, Capital Edge assists **government contractors** and **federal grant recipients** in navigating **regulatory and contractual compliance** across all industries that serve **local, state and federal government**. We are singularly focused on **delivering proven excellence**, successful outcomes and outstanding client experiences.



Who We Work With

All entities receiving Federal funding



Comprehensive Solutions

Capital Edge provides both full service integrated solutions as well as selected services within four main areas:

Organizational Strategy

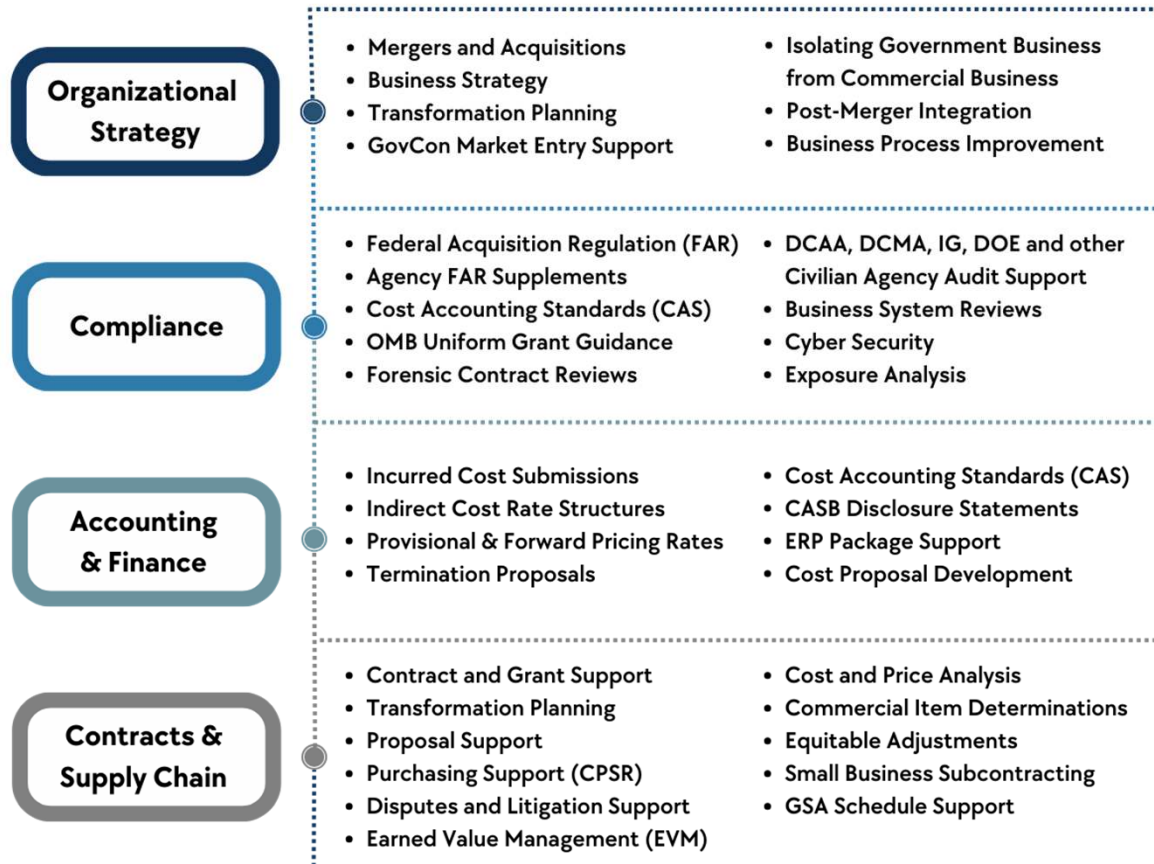
Compliance

Accounting & Finance

Contracts & Supply Chain



The Solution Model



The background features abstract geometric elements: a light blue circle, three parallel diagonal bars in light grey, and dark blue triangular shapes in the top right and bottom left corners.

Organizational Strategy

Organizational Strategy

Key Functional Areas

Define the organization, policies, business processes, systems/technology, and monitoring/oversight of each element of the business structure.



**SCAN THE BARCODE TO ACCESS
CAPITAL EDGE CONSULTING RESOURCES**

- Checklists • Guides • White Papers •
- Articles • Complimentary Webinars •
- Regulatory Updates • Newsletters •
- Upcoming Events & Training •



Today's Presenters



Marie Salamone, CCP, MBA, Partner

Marie has more than 30 years of government contract cost accounting and compliance consulting as well as cost engineering, construction claims analysis and litigation experience in an array of industries that include pharmaceutical, defense, manufacturing, service, energy, and waste management. Utilizing her expertise in the construction industry, Marie serves clients of all size by providing accounting, contracts, compliance, and claims support. She has developed numerous incurred cost proposals for a wide variety of clients, ranging from very simple to very complex rate structures with mix of contract types. Marie has also developed termination proposals, forward pricing proposals and policies and procedures for both large and small contractors across a number of industries.



Sammie Warnecki, Manager

Sammie has experience providing professional support to government contractors and award recipients in government contract cost accounting, regulatory compliance, estimating, procurement, and training. Sammie is skilled in the areas of the Federal Acquisition Regulations (FAR), Defense Federal Acquisition Regulation Supplement (DFARS), Department of Energy Acquisition Regulation Supplement (DEARS), Uniform Guidance, Davis-Bacon Act, Service Contract Labor Standards (formerly SCA), Davis-Bacon Act, SAM.gov Registrations, and Contractor Purchasing System Reviews (CPSR). She has also supported clients with the preparation of Incurred Cost Submissions (ICS), Forward Pricing Rate Budget estimates, and Provisional Rate Models.

Agenda

- ✍ Overview – What is SAM.gov?
- ✍ SAM.gov Capabilities
- ✍ Entity Registration
- ✍ Types of Information Required for Registration
- ✍ NAICS Codes
- ✍ DUNS → UEI
- ✍ Entity Validation Process

Agenda (cont.)

- ✍ Administrator Transfer / Assignment
- ✍ Reps and Certs
- ✍ Common Pitfalls and Tips for Success
- ✍ Summary of Changes to SAM.gov
- ✍ Federal Service Desk Support

The background features abstract geometric shapes. A large, light blue circle is partially visible on the left side. Several diagonal lines in shades of gray and blue cross the frame. In the top right corner, there is a dark blue triangle. In the bottom left corner, there is a dark gray triangle.

Overview - What is SAM.gov?

What is SAM.gov?

- ✍ The System for Award Management (SAM.gov) is an official website of the U.S. Government.
- ✍ There is no cost to use SAM.gov.
- ✍ You can use this site to:
 - Register to do business with the U.S. Government
 - Update, renew, or check the status of entity registration
 - Search for entity registration and exclusion records
 - Search for assistance listings (formerly CFDA.gov), wage determinations (formerly WDOL.gov), contract opportunities (formerly FBO.gov), and contract data reports (formerly part of FPDS.gov).
 - View and submit BioPreferred and Service Contract Reports
 - Access publicly available award data via data extracts and system accounts



SAM.gov

[Home](#) [Search](#) [Data Bank](#) [Data Services](#) [Help](#) [Sign In](#)



Official U.S. Government Website
100% Free

The Official U.S. Government System for:

Contracting
Contract Opportunities, Contract Award Reports ONLY from fpds.gov and Subcontract Reports (was FSRS.gov)

Wage Determinations

Federal Hierarchy
Departments and Subtiers

Federal Assistance
Assistance Listings and Subaward Reports (was FSRS.gov)

Entity Information
Entities, Disaster Response Registry, Exclusions, and Responsibility/Qualification (was fapiis.gov)

Entity Reporting
SCR and Bio-Preferred Reporting

Are you searching for Federal Acquisition Supply Chain Security Act (FASCSA) orders?

[View FASCSA Orders](#)

Register Your Entity or Get a Unique Entity ID

Register your entity or get a Unique Entity ID to get started doing business with the federal government.

[Get Started](#)

[Renew Entity](#)

[Check Entity Status](#)

Already know what you want to find?

Select Domain...

e.g. 1606N020Q02

Q



SAM.gov Capabilities

SAM.gov Capabilities

Federal Hierarchy

- The federal hierarchy is the authoritative source for managing and referencing federal funding and awarding organizations.
 - A directory that organizes federal government users and establishes relationships between each department or independent agency's sub-tiers and its offices.

Federal Assistance Listings

- Assistance listings are detailed public descriptions of federal programs that provide grants, loans, scholarships, insurance, and other types of assistance awards. You may browse assistance listings across all government agencies to learn about potential funding sources.

Data Services

- Data Services provides File Extracts that can be downloaded.
 - Provide the full data set dated back to 2014.

SAM.gov Capabilities (cont.)

Wage Determinations

- Wage determinations are mandated minimum wage rates and fringe benefits determined by the Department of Labor (DOL) that must be paid by federal contractors to their employees based on the county the work is performed for work on federal contracts.
 - Executive Order 14236 - Impacts to Wage Determinations: President Trump issued an Executive Order to revoke Executive Order 14026 which increased Minimum Wage to \$15/hour

Contract Opportunities

- Federal Contract Opportunities or listings greater than \$25,000 with their synopses of proposed contract actions, solicitations and associated information can be accessed on SAM.gov by the public
 - Search specific contracts by number, or any opportunity using keywords.

SAM.gov Capabilities (cont.)

Contract Data

- Contract data reports provide detailed information on awarded contracts and can be downloaded for detailed analyses.
 - Contract data provides detailed information on all contract actions that are required to be reported by federal agencies.

Entity Information

- Prime Contractors, Organizations, any U.S. federal government agencies desiring to do business with the government can be found on SAM.gov if they have completed their registration and indicated they would like to make their entity information public within their registration.
 - Suspended or debarred parties can also be found on SAM.gov using the excluded parties list.

Entity Registration

- Current and potential U.S. Government contractors, subcontractors, and vendors must register in SAM.gov to be awarded U.S. Government contracts.



Subaward Reporting Moves from FSRs.gov to SAM.gov

- ✍ Effective March 8, 2025, the General Services Administration (GSA) moved Subaward Reporting from FSRs.gov to SAM.gov
- ✍ FSRs.gov will be retiring in Spring 2025
- ✍ All subaward reporting data and functionality are now on SAM.gov
- ✍ Contractors and Grant Recipients need to connect FSRs.gov user accounts to SAM.gov
- ✍ What has not changed?
 - No regulations have changed
 - Subaward reports can still be made through user interface or via a bulk API option
 - Subaward information is still available on USAspending.gov

SAM.gov Subaward Capabilities

- ✍ Manage reporting of all entities from one SAM.gov account;
 - Companies needed multiple email addresses for each entity that needed to be reported
- ✍ Share reporting responsibilities across your team;
- ✍ Use existing data in SAM.gov to reduce reporting burden;
- ✍ Get warnings of potential issues with reports; and
- ✍ Search and view reports more easily

Subaward Updates to SAM.gov



 Requests
  Notifications
  Workspace
  Sign Out

[Home](#)
[Search](#)
[Data Bank](#)
[Data Services](#)
[Help](#)

Search

All Words



Search Results
 Saved Searches
 Actions

Filter By

Keyword Search

For more information on how to use our keyword search, visit our [help guide](#)

Simple Search

Search Editor

☐ Any Words
 ☒ All Words
 ☐ Exact Phrase

"Capital Edge Consulting"
 

Federal Organizations



Status

☒ Active
 ☐ Inactive

Reset

All Domains
 Contracting
 Federal Assistance
 Entity Information
 Federal Hierarchy
 Wage Determinations

Showing 1 - 11 of 11 results

Sort By

Date Modified/Updated

CAPITAL EDGE CONSULTING, LLC
Active Registration

Unique Entity ID QMFRYGHNCNT76	CAGE Code 718D0	Physical Address 8521 Leesburg Pike Ste 425, Vienna, VA 22182 USA	Entity Expiration Date Sep 6, 2025 Purpose of Registration All Awards
-----------------------------------	--------------------	---	--

CAPITAL EDGE CONSULTING, LLC
Subaward ID: 0000894132

Subrecipient CAPITAL EDGE CONSULTING, LLC Unique Entity ID: QMFRYGHNCNT76	Prime Assistance Award ID (FAIN): DECD00000043 Total Award Value: \$29,681,912.00	Date Subaward Date: Apr 24, 2024 Date Submitted: Feb 4, 2025
Prime Recipient BATTELLE MEMORIAL INSTITUTE Unique Entity ID: F125YU6SWK59	Assistance Type: 05 - Cooperative Agreement (B) Awarding Subtier: 8900 - Department of Energy	Assistance Listing Number(s): 81.255 Awarding Office: 892436 - OFFICE OF CLEAN ENERGY DEMONSTRATIONS (OCED)

CAPITAL EDGE CONSULTING, INC.
Subcontract ID: BARDA207

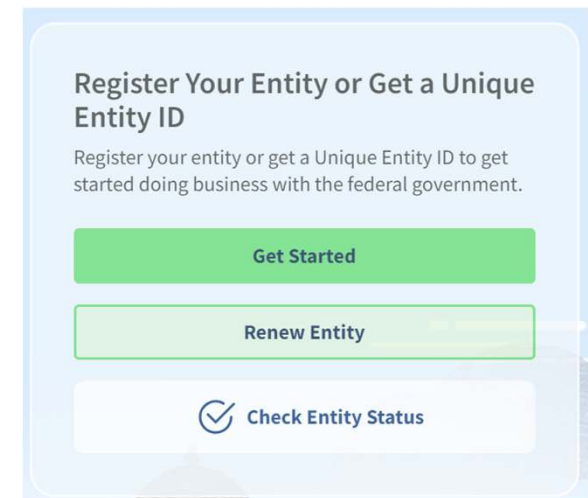
Subcontractor CAPITAL EDGE CONSULTING, INC. Unique Entity ID: QMFRYGHNCNT76	Prime Contract Contract ID(PIID): 75A50120C00180 Total Contract Value: \$28,521,971.80	Date Subcontract Date: Feb 28, 2024 Date Submitted: Apr 30, 2024
Prime Contractor VAXXAS PTY LTD Unique Entity ID: Y7KNH2UW56R5	Referenced IDV(PIID): Not Applicable Contracting Subtier: 7505 - OFFICE OF ASSISTANT SECRETARY FOR PREPAREDNESS AND RESPONSE	

The background features abstract geometric elements: a large, light blue, semi-transparent circle on the left; three parallel, light gray diagonal bars crossing the center; and dark blue triangular shapes in the top right and bottom left corners.

Entity Registration

SAM Entity Registration

- ✍ Current and potential U.S. Government contractors, subcontractors, and vendors must register in SAM.gov to be awarded U.S. Government contracts.
- ✍ Registering with SAM.gov enables U.S. Government agencies and contractors to search for companies based on:
 - Entity
 - Purpose of Registration
 - Entity Type
 - Socio-Economic Status
 - Product or Service Information
 - Location
 - Entity Status



SAM Entity Registration (cont.)

- ✍ One-time registration providing basic information
- ✍ Registration must be updated/renewed annually to keep an active status
****Start Early****
- ✍ If a company had an active record in CCR (Central Contractor Registration), they have an active record in SAM.gov
 - CCR transitioned to SAM.gov July 30, 2012.

SAM Entity Registration (cont.)

✍ A change in business circumstances require a records update in SAM.gov.

✍ Examples include but are not limited to:

- Change in Addresses and Phone Numbers
 - Full registration renewal
- Personnel Changes - Electronic & Government Points Of Contact (POCs)
 - New option to update only POCs and not renew entire registration
- Changes in Goods & Services
 - Full registration renewal

Significance of Identical Info Alignment

- ✍ When recording information in the SAM.gov registration, it must match identically to the support used to fill out the information.
 - For example: Address on entity's tax information is 1234 GovCon Street Suite 100
 - Street – not St. or St
 - Suite – not Ste., Ste, St
 - For example: Company name on entity's Articles of Incorporation is Capital Edge Consulting, LLC.
 - Capital Edge Consulting LLC. – not Capital Edge Consulting or Capital Edge Consulting, Inc.
- ✍ SAM.gov, Defense Logistics Agency (DLA), and other service platforms will not return the correct company and information or may not return any results at all if the information does not match identically.



Types of Information Required for Registration

What is a CAGE Code?

- ✍ CAGE codes support various mechanized systems throughout the U.S. Government and provide a standardized method of identifying a given legal entity at a specific location.

CAGE CODE
1L4R1
Registered

CAGE Codes and their Purpose

- ✍ A Commercial and Government Entity (CAGE) Code is a 5-character ID number assigned by the DLA used extensively within the U.S. Government.
- ✍ CAGE codes support various mechanized systems throughout the U.S. Government and provide a standardized method of identifying a given legal entity at a specific location
- ✍ Used for facility clearance or a pre-award survey

How to Obtain a CAGE Code for New Entities

- ✍ When a company submits its Entity Registration for processing in the SAM.gov for the first time, SAM.gov will send the submitted entity information to the DLA for CAGE Code assignment.
 - Once SAM.gov receives the code from the DLA, they will apply it to the respective Entity Registration.
 - No Cost for obtaining a CAGE Code.
 - No CAGE Code needed prior to registering with SAM.gov.
 - DLA may request more information for assignment of the CAGE code.
- ✍ CAGE code can also be renewed or requested at [Commercial and Government Entity Program \(dla.mil\)](https://dla.mil).
- ✍ U.S. entities NOT receiving federal contracts/grants can request CAGE Codes for:
 - Requesting Facility Security Clearance
 - Assignment of a Department of Defense Activity Address Code (DODAAC)
 - Fulfill the FAR Subpart 4.18 requirement for Ownership of Offeror to identify their Immediate Owner and/or Highest-Level Owner
 - If a company's immediate owner does not intend to do business with the Government directly, the immediate owner will need to request a CAGE code directly from the DLA Branch by completing their request online.
 - DLA Customer Interaction Center:
 - Dlacontactcenter@dla.mil
 - Commercial 1-877-352-2255 or DSN 661-7766

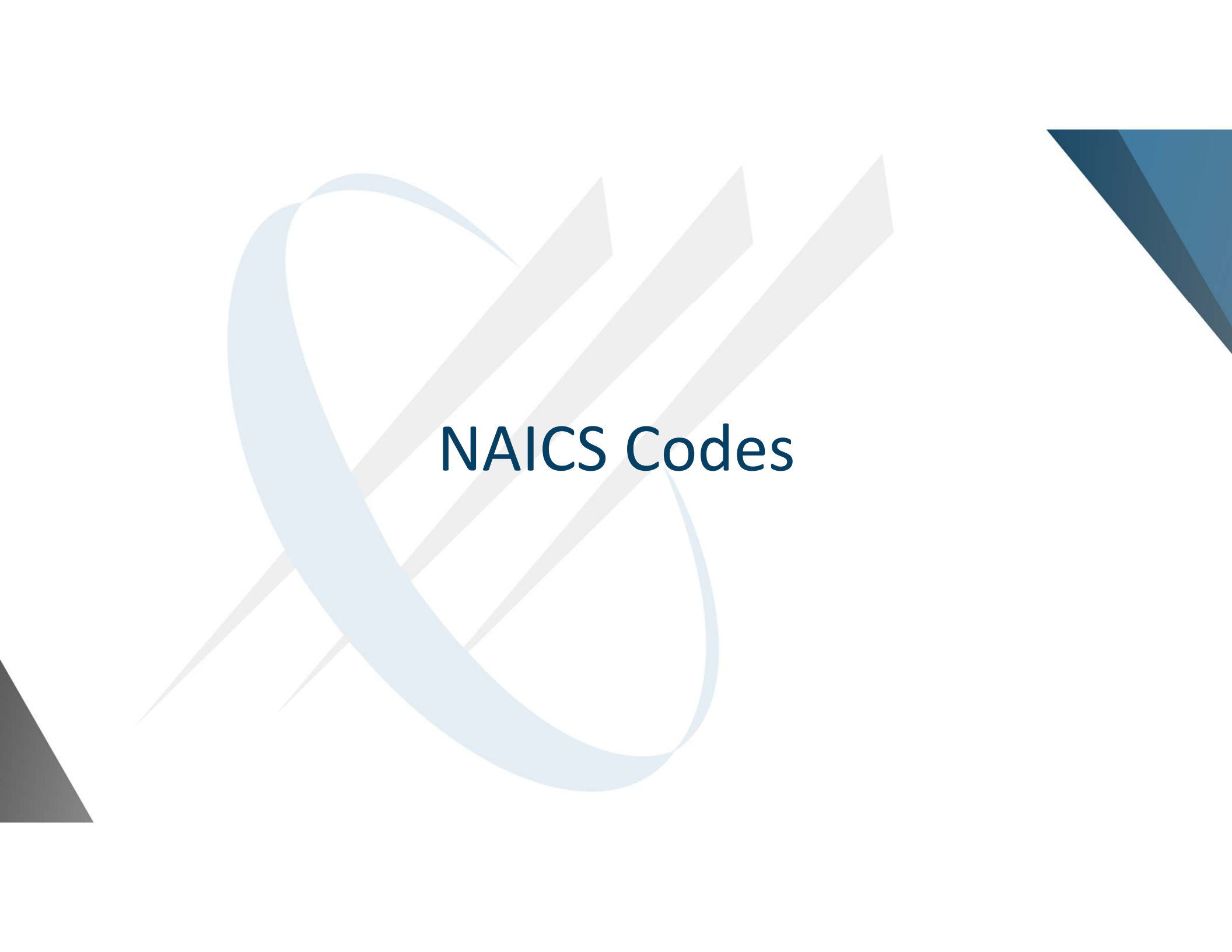


What are NCAGE Codes?

- ✧ NATO Commercial and Government Entity (NCAGE) Codes are CAGE codes for entities outside of the U.S.
- ✧ NCAGE Codes are a part of the NATO Codification System (NCS), and are required for foreign entities **before** completion of SAM.gov registration.

How to Obtain a NCAGE Code

- ✍ Before requesting an NCAGE Code visit [US-Instructions-for-NSPA-NCAGE.pdf \(usembassy.gov\)](#)
- ✍ Application for the NCAGE Code for entities outside the U.S.: [NCAGE Code Request Tool \(nato.int\)](#)

The background features abstract geometric elements: a light blue oval, three parallel diagonal bars in light gray, and dark blue triangular shapes in the top right and bottom left corners.

NAICS Codes

What is a NAICS Code?

- ✍ NAICS (North American Industry Classification System) is a classification system developed by the United States, Canada, and Mexico to standardize the collection, analysis, and dissemination of industry statistics.
- ✍ Adopted in 1997 to replace the Standard Industrial Classification (SIC) system and improve the comparability in business statistics among North American countries.

What is a NAICS Code (cont.)

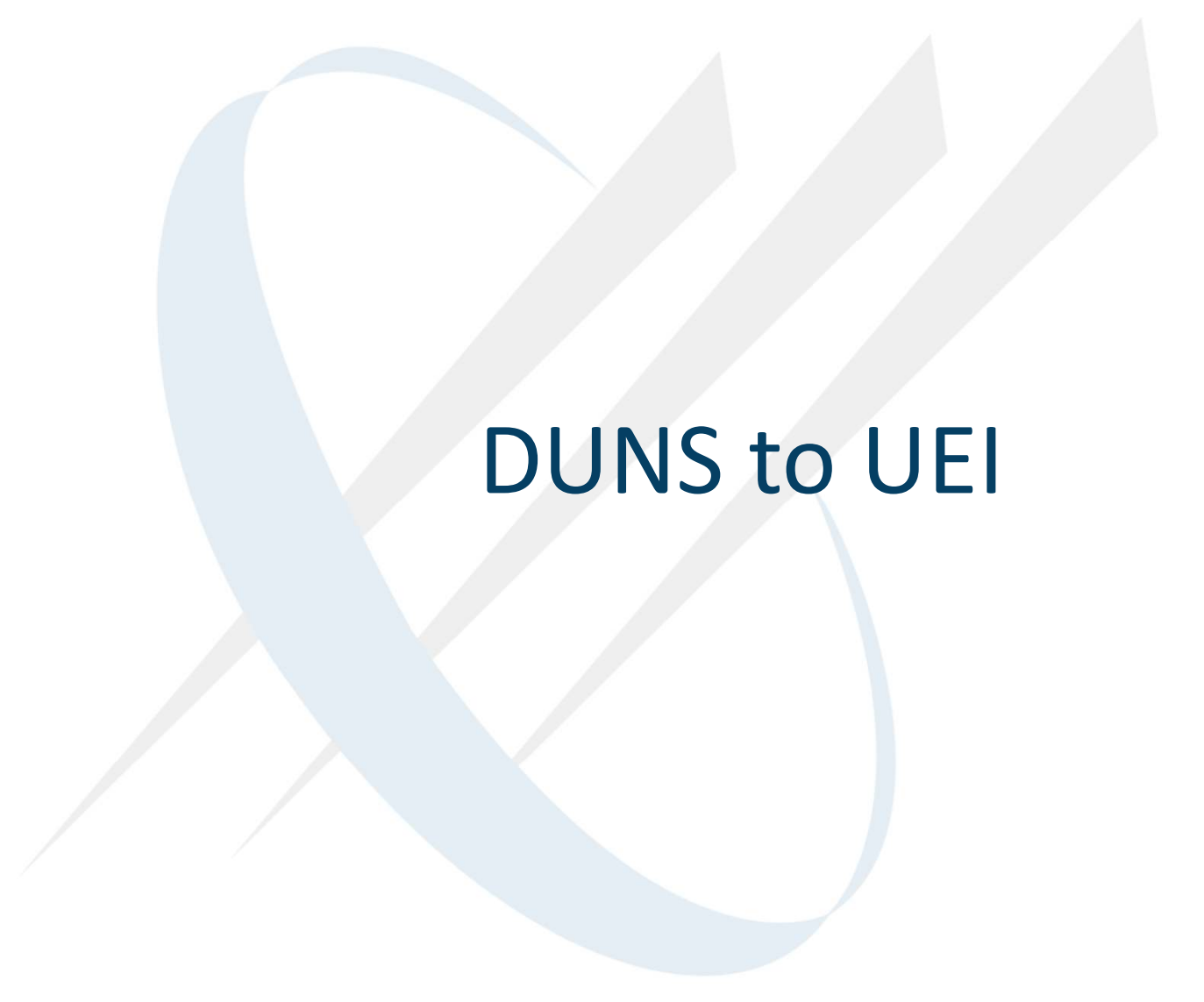
- ✍ Helps in classifying business establishments for the purpose of collecting, analyzing, and publishing statistical data related to the business economy.
- ✍ Used:
 - by government agencies for statistical purposes,
 - by businesses for strategic planning, and
 - by researchers for economic analysis.

NAICS Codes & Small Business Size Determinations

- ✍ Size standards and corresponding NAICS codes are provided in 13 CFR 121.201.
- ✍ NAICS code classifications are used in correlation with the SBA size standards to determine the “threshold” to satisfy as a small business.
 - Determined on either revenue or headcount
 - Example: Pharmaceutical company small business determination might be 2,500 heads, while a consulting firm might be \$25,000,000 in revenue.
- ✍ SBA considers economic characteristics comprising the structure of an industry, including degree of competition, average firm size, start-up costs and entry barriers, and distribution of firms by size.

How NAICS Codes are Updated

- ✍ NAICS undergoes reviews and updates every five years to reflect changes in the economy.
- ✍ Revisions might include the addition of new industries or reclassification of existing ones.
- ✍ The 2022 revision:
 - Created 111 new NAICS industries by splitting, merging, or modifying the codes or industry titles/definitions of 156 exiting industries under the NAICS 2017 structure, of which nine industries were split to two or more NAICS 2022 industries.



DUNS to UEI

What are the DUNS and UEI?

- ✍ DUNS is the Data Universal Numbering System by Dun and Bradstreet.
- ✍ DUNS is a 9-character official identifier to a business entity and was historically used for doing business with the U.S. Government.
- ✍ The DUNS number allowed the U.S. Government to track how money is allocated.
- ✍ UEI is the SAM-generated Unique Entity Identifier that has replaced the DUNS as the official identifier for doing business with the U.S. Government as of 4/4/2022.

Who is the New Provider?

- ✍ Ernst and Young (EY) is the current entity validation services provider that replaced Dun and Bradstreet in 2022.
- ✍ EY validates that entities are unique, though the definition of “unique” will not change.
- ✍ Based on the uniqueness determination, a UEI is assigned to that entity.

Why Change?

- ✍ Creates a more efficient process to request a UEI in order to do business with the U.S. Government.
- ✍ Validates entity uniqueness.
- ✍ Streamlines the process of obtaining a UEI and registering by going to a single place - SAM.gov.





Entity Validation Process

Entity Validation

- ✍ With the UEI change in April 2022 came a new process that occurs before the registration renewal begins – “Entity Validation”
- ✍ Entity Validation is required in SAM.gov when you:
 - Register an entity for the first time
 - Renew entity registration annually
 - Get a Unique Entity ID (UEI)
 - Update or change the entity’s name or address
- ✍ Whether you are a new entity or an entity already registered in SAM.gov, you will need to complete this Entity Validation.
 - Provide entity information
 - Confirm entity results are correct (update if required)
 - Submit documentation to support validation

Entity Validation (cont.)

- ✍ Entity Validation is the first step in getting a UEI Number, registering in SAM.gov, or renewing an entity's registration.
- ✍ The DLA wants to be confident that each company is a unique entity, and that the SAM.gov system has the correct legal business name and physical address.
 - Confirm by finding an exact match in the database.
 - Most entities find a match immediately, some may require additional documentation which will require a manual review.
- ✍ Reviews as of 2/25/2025 are taking around two (2) business days (for less complex instances).

Entity Validation Options

Entity is in
results and all
info is correct

Entity is in
results but some
info incorrect

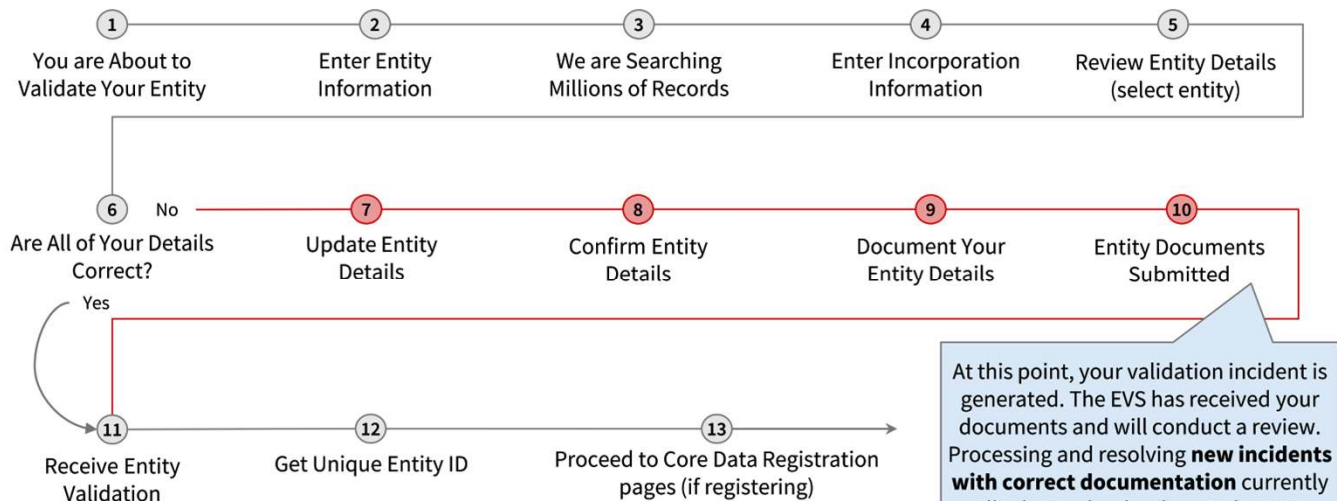
Entity not in
results

No results

**Each entity results will be different. With any of the different results, you may be able to finish registering right away, or you may need to stop, submit documentation to the EVS, and wait for a resolution before you continue.

The Process

How Does Entity Validation Work in SAM.gov?



At this point, your validation incident is generated. The EVS has received your documents and will conduct a review. Processing and resolving **new incidents with correct documentation** currently will take 7 calendar days. Submitting incorrect documents will delay incident resolution timeframes.



IAE Stakeholder Forum

System for Award Management | For People Who Make, Receive, and Manage Federal Awards

6



Entity Validation Documents

- ✍ The documentation you will need to provide will depend on submitted answers, but the documents may need to prove an entity's legal business name, physical address, start year, and state of incorporation or national identifier. Some examples include:
 - Certified articles of incorporation/formation
 - Certified business filing from the Secretary of State's office
 - EIN assignment letter from IRS
 - Recent bank statement (less than 5 years old)
 - Recent utility bill (less than 5 years old)
- ✍ You will not be able to save the Entity Validation like you can the registration and it must be submitted before you can begin renewing the registration.
- ✍ Entity Validation is not complete until you go back into SAM.gov and redo the Entity search.



Administrator Transfer/Assignment

Administrator Transfer

- ✍ An Entity Administrator is the person in charge of renewing and submitting the registration each year.
- ✍ Only an administrator can submit the Entity Validation and SAM Registration.
- ✍ There are two ways to complete an Administrator Transfer or Assignment:
 - Through a Current Administrator (either at existing company or a parent company)
 - Through a Notarized letter
- ✍ A time may come when the previous Administrator is no longer at the company or is anticipating leaving and someone else may need to replace an Administrator to complete the registration.

Administrator Transfer (cont.)

- ✍ If there is a current person at the company that holds the Administrator role, the current Administrator can simply assign a new person at the company the role as well.
 - “Assign Role” button in the “Workspace” area of SAM.gov account.
- ✍ A Notarized Letter is required when:
 - An organization has an active or inactive registration, but no one has the Entity Administrator role.
 - You want to register an entity that is part of a larger organization and there is no active Entity Administrator to review the request.

 Requests |  Notifications |  Workspace |  Sign Out

Administrator Transfer (cont.)

- ✍ When a Notarized Letter is required, it must be submitted to the Federal Service Desk (FSD) with the following requirements:
- Be on an FSD approved template
 - Be on company letterhead and signed by President, CEO, or authorized signature authority
 - Contain the entity's assigned UEI
 - Contain the new Administrator's name, phone number, and email address
 - Provide a justification for the change.



Reps & Certs

Reps & Certs

- ✍ Reps and Certs are completed during the SAM.gov registration and can be found by others if entity information is chosen to be made public.
- ✍ When searching for Entity Information, a company's reps & certs can be found and downloaded from SAM.gov.
- ✍ This includes debarred or suspended parties - should be avoided.

Reps & Certs (cont.)

- ✍ Complying with the FAR Subpart 4.12, Representations and Certifications, during the SAM.gov entity registration process:
 - Eliminates the administrative burden for contractors of submitting the same information to various contracting offices;
 - Establishes a common source for this information to procurement offices across the U.S. government; and
 - Allows the contracting officer to incorporate by reference the contractor's representations and certifications in the awarded contract.
- ✍ If a company misrepresents itself in order to obtain a contract, the entity may be subject to criminal prosecution under Section 1001, Title 18 of the United States Code. Criminal Penalties could include imposition of a fine, imprisonment, or both.

The background features abstract geometric elements: a large, light blue circle on the left, three parallel diagonal bars in light gray and white extending from the top right towards the center, and dark blue and gray triangular shapes in the corners.

Common Pitfalls and Tips for Success

Common Pitfalls

- ✍ Failure to engage others in the organization in the process:
 - Legal, Contracts, IT, HR, and potentially other key stakeholders
- ✍ Inadvertently answering Reps and Certs questions incorrectly.
- ✍ Incorrectly entering entity information when completing the Entity Validation process.
- ✍ Waiting too long to start the SAM.gov registration.
- ✍ Trying to complete the registration in one sitting.
- ✍ Mistaking the option to “Receive a UEI” as registering.

Tips for Success

- ✍ Begin initial and renewed registrations early.
 - Gather information early
 - UEI
 - EIN/TIN
 - Banking Info (name, routing number, account number)
 - Entity Info (Legal business name, physical and mailing address, business start date)
- ✍ Each SAM.gov registration should have at least two active entity administrators identified.
 - Redundancy ensures continued access to registrations and lowers risk of registration going inactive
- ✍ Keep your eye out for SAM.gov phishing scams.
 - May try to offer to complete your registration for a fee
 - Offer services without the intention of paying
 - Phishing for private information (bank account, SSN, names, etc.)



Summary of Changes to SAM.gov

Summary of Changes to SAM.gov

- ✍ DUNS to UEI Transition
- ✍ Entity Validation Process
- ✍ Integrated Award Environment
- ✍ POC Update
- ✍ Subaward Reporting
- ✍ Contracts/Awards per UEI

The background features abstract geometric shapes. A large, light blue circle is partially visible on the left side. Three parallel, light gray diagonal bars cross the circle and the text. In the top right corner, there is a dark blue triangle. In the bottom left corner, there is a dark gray triangle.

Federal Service Desk Support

Federal Service Desk

- ✍ Federal Service Desk Supports SAM.gov - Q&As, release notes, and an associated phone number or chat option to answer any and all questions about SAM.gov.
 - [GSAFSD Service Portal Landing - GSA Federal Service Desk Service Portal](#)
- ✍ The Q&As consist of Knowledge Articles where popular questions are answered online. May link to other articles to help answer any questions in further detail.
 - Guides to certain SAM.gov capabilities are also available at FSD.gov.
 - Ex. Registering as a New Entity, Registering as an International Entity, etc.
- ✍ Release notes consist of periodic changes to SAM.gov.
- ✍ The FSD phone line is available to answer any questions that the FSD online portal cannot answer.
 - U.S. calls: 866-606-8220 and International calls: +1 334-206-7828
- ✍ The FSD chat line is also available to answer any questions.





Questions?

Today's Presenters



Marie Salamone, CCP, MBA, Partner

Email: msalamone@capitaledgeconsulting.com

Phone: (215) 932-3372



Sammie Warnecki, Manager

Email: swarnecki@capitaledgeconsulting.com

Phone: (703) 200-6167

CONTACT US

CORPORATE HEADQUARTERS

8521 Leesburg Pike

Suite 425

Vienna, Virginia 22182

info@capitaledgeconsulting.com

www.capitaledgeconsulting.com

National Satellite Offices

Phoenix, AZ • San Diego, CA • Philadelphia, PA

San Francisco, CA • Denver, CO • Atlanta, GA

Melbourne, FL • Tampa, FL • Dayton, OH

Pittsburgh, PA • Nashville, TN • Dallas, TX

