

# Contract Data Mining in SAM.gov and USASpending.gov

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New Hampshire  
**PROCUREMENT TECHNICAL  
ASSISTANCE CENTER**



# Introduction and Participant Guide

- ▶ Stuff to know before we start
  - ▶ Muting
  - ▶ Chat function
- ▶ Slides will be posted at [www.NHEconomy.com/ptac](http://www.NHEconomy.com/ptac) under Training Presentations
- ▶ Session is being recorded
  - ▶ We will post the recording as soon as we're able



# What to Expect from Today's Webinar

- ▶ Introduction to SAM.gov
  - ▶ What is SAM.gov
  - ▶ How to access the Data Bank
  - ▶ Accessing the Contract Data
- ▶ Introduction to USASpending.gov
  - ▶ What is USASpending.gov
  - ▶ How to access Contract Award data
  - ▶ How to view data
  - ▶ Example of extracted EXCEL report
- ▶ FPDS
  - ▶ Specific Contract Data\* and solicitation data



# Introduction to SAM.gov

- ▶ General Services Administration (GSA) Integrated Award Environment initiative manages multiple systems as part of the federal award lifecycle.
- ▶ Until recently, the IAE managed ten online systems. Today, the number of IAE systems has been reduced to six. This will eventually be reduced to one system, which is known today as SAM.gov.
- ▶ The new consolidated system will use a single login to access the site. The integrated system will simplify daily tasks and increase business knowledge by providing users a powerful search tool, one robust reporting tool, and one workspace for managing their day-to-day work.
- ▶ This site is the official U.S. government website for people who make, receive, and manage federal awards.

The **Integrated Award Environment (IAE)** facilitates the federal awards processes in multiple online systems, including the **System for Award Management, or SAM.gov**. Those systems are used for registering to do business with the federal government, listing contract opportunities, capturing contractor performance, viewing contract data, searching assistance listings, reporting subcontracts, and more.

The System for Award Management (SAM.gov) is an official website of the U.S. Government. There is no cost to use SAM.gov. Eventually, SAM.gov will offer a single login to navigate the federal award lifecycle. Today, you can use this site to:

- Register to do business with the U.S. Government
- Update, renew, or check the status of your entity registration
- Get a Unique Entity ID
- Search for entity registration and exclusion records
- Search for assistance listings (formerly CFDA.gov), wage determinations (formerly WDOL.gov), and contract opportunities (formerly FBO.gov)
- Run contract data reports (formerly part of FPDS.gov).
- View and submit BioPreferred and Service Contract Reports
- Access publicly available data via data extracts and system accounts



- Former “FBO” transitioned late 2019
- FPDS Contract Data Reports transitioned late 2020
- Systems in green section have been merged into SAM
- Blue section are upcoming



# Introduction to Contract Data Reports

- ▶ The official notice below appears at FPDS:
  - ▶ **“Attention: FPDS reports module is now retired. Go to [SAM.gov](https://sam.gov) to access any Contract Data Reports”**
  - ▶ On **October 17, 2020**, the FPDS reports module retired and the [SAM.gov Data Bank](https://sam.gov) is the only place to create and run both standard and ad hoc reports on federal contract data.
  - ▶ If you are searching for details on specific contracts, continue using FPDS eZsearch as FPDS remains the authoritative source for entering and viewing details about contract award data.



# Introduction to Contract Data Reports

## ➤ Data Bank

- *The reports now available at SAM.gov can allow you to analyze certain types of federal spending data with a few clicks.*
- *Geographical report by vendor location, or place of performance*
- *Small business and other socio-economic spending*

## ➤ Contract Data Reports

- *The Data Bank consists of Contract Data Reports*
- *Reports on acquisition awards are available to the public\**
- *Reports allow you to analyze data by geography, agency, product/service type or other attributes.*

*\*some require a login*

# Contract Data Reports

- Access to many Contract Data Reports require you to create and utilize a personal log in. Login to this and other government data systems is provided through **login.gov**, and is the same as your login for **SAM.gov**.
- The **login.gov** sign-in process involves a two factor authentication – username and password; 6 digit confirmation code by voice, text or email
- **Tip** – provide multiple means of authentication – especially remote means. This provides lockout insurance.

# Contract Data Reports

- ▶ From the **SAM.gov** home page to access the **Contract Data** content:
  - ▶ Select **Data Bank** from the menu under SAM.gov logo
  - ▶ The **Data Bank** landing page will appear, which provides a brief description and presents an option to sign in or sign up
  - ▶ Left-hand menu will have “Standard” reports selected
  - ▶ Appears to require that you sign-in or create an account (unless you are signed in)
    - ▶ You are successfully logged-on when the Profile icon (upper right) has two options: **Profile** and **Sign Out**.

# Data Bank Landing Page

## Show Reports For

Assistance Listings
Contract Opportunities
<b>Contract Data</b>
Federal Hierarchy

## Report Type

Static

Standard

Administrative

Ad Hoc

Favorites

 What you think matters!

[Provide Feedback](#)

## Data Bank

Sam.gov reports can be used to support analysis of federal spending including geographical analysis, market analysis, and analysis on the impact of the congressional and presidential initiatives in socio-economic areas such as small business spending. The data is also a reliable basis for measuring and assessing the impact of Federal acquisition policy and management improvement.

## Contract Data Reports

Reports on acquisition awards are available to the public. Your reports provide detailed information on awarded contracts and associated modifications. Reports can assist with market analysis including data by federal organization, geographical area, business demographics, and product/service type.

Sign in to access Contract Data Reports

[Sign In](#)

Don't have a user account?

[Sign Up](#)

[Find out more](#)

# Contract Data – Static Reports

- From the left hand menu (under Report type), selecting **Static** will load a page with several reports that the Government provides on a Fiscal Year basis:
  - National Interest Actions (natural disasters, Covid-19, Ukraine Mission Support)
  - Small Business Goaling Reports
  - Top 100 Contractors
  - Federal Procurement history (1981 to 2007, in PDF format)

# Contract Data – Standard Reports

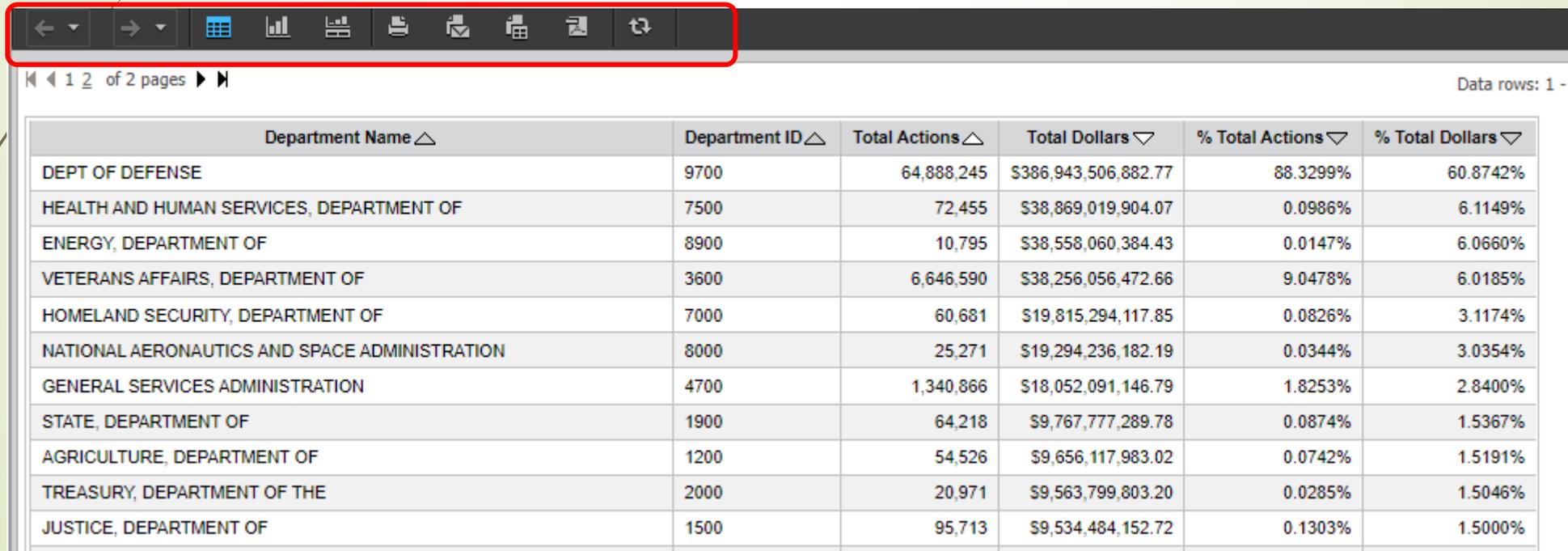
- From the left hand menu again, select “Standard”
- Now you must be signed in to access the reports
- There are currently 37 **Standard** Reports available listed in alphabetic order by name.
  - Some appear duplicative of the Static Reports, these allow you to use your own date range/criteria
    - Small Business Goaling
    - National Interest Actions
  - Others that may be of interest:
    - Buying Through Government Acquisition Vehicles
    - Total Actions by NAICS
    - Purchase Card as Payment Method

# Contract Data – Standard Reports

- First we will go to page 2 and select “**Federal Contract Actions and Dollars**”
- Enter criteria: data range and organization/agency
  - **10/01/2020 to 9/30/2021** (for FY21 data available to date) and
  - no specific Organization or Contracting Office Region
  - Click execute
  - Results show **\$635 Billion** as of **4/21/2022** for all Agencies representing all contract spending for FY21
    - (note that when reviewing current data DOD has 90 days to report)
- Displays contract spend by federal agency in descending (\$) order

# Federal Contract Actions and Dollars

- Top of the report has multiple options
  - Default view is Grid, may choose to view as a graph, or both
  - May print, email, export, send to PDF or refresh data (listed in order of icons)

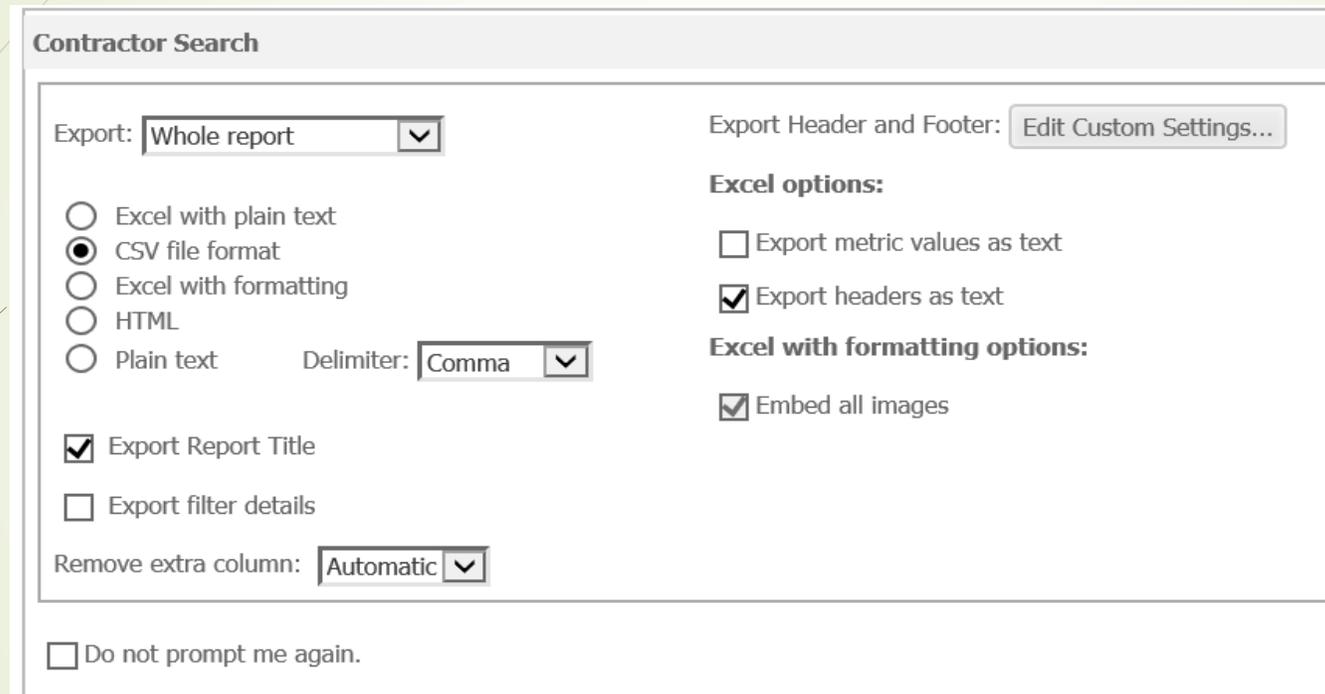


The screenshot shows a report interface. At the top, a toolbar contains several icons: a left arrow, a right arrow, a grid icon (highlighted with a red box), a bar chart icon, a pie chart icon, a printer icon, an envelope icon, a document icon, and a refresh icon. Below the toolbar, the page number is 1 of 2 pages. The data table below shows the following information:

Department Name ▲	Department ID ▲	Total Actions ▲	Total Dollars ▼	% Total Actions ▼	% Total Dollars ▼
DEPT OF DEFENSE	9700	64,888,245	\$386,943,506,882.77	88.3299%	60.8742%
HEALTH AND HUMAN SERVICES, DEPARTMENT OF	7500	72,455	\$38,869,019,904.07	0.0986%	6.1149%
ENERGY, DEPARTMENT OF	8900	10,795	\$38,558,060,384.43	0.0147%	6.0660%
VETERANS AFFAIRS, DEPARTMENT OF	3600	6,646,590	\$38,256,056,472.66	9.0478%	6.0185%
HOMELAND SECURITY, DEPARTMENT OF	7000	60,681	\$19,815,294,117.85	0.0826%	3.1174%
NATIONAL AERONAUTICS AND SPACE ADMINISTRATION	8000	25,271	\$19,294,236,182.19	0.0344%	3.0354%
GENERAL SERVICES ADMINISTRATION	4700	1,340,866	\$18,052,091,146.79	1.8253%	2.8400%
STATE, DEPARTMENT OF	1900	64,218	\$9,767,777,289.78	0.0874%	1.5367%
AGRICULTURE, DEPARTMENT OF	1200	54,526	\$9,656,117,983.02	0.0742%	1.5191%
TREASURY, DEPARTMENT OF THE	2000	20,971	\$9,563,799,803.20	0.0285%	1.5046%
JUSTICE, DEPARTMENT OF	1500	95,713	\$9,534,484,152.72	0.1303%	1.5000%

# Exporting Contract Data Reports

- Selecting Export brings you to a page of options for exporting:



The screenshot shows a web interface titled "Contractor Search" with various export options. The "Export" dropdown is set to "Whole report". Under "Excel options", "Export metric values as text" is unchecked, and "Export headers as text" is checked. Under "Excel with formatting options", "Embed all images" is checked. Other options include "Excel with plain text", "Excel with formatting", "HTML", "Plain text", "Delimiter" set to "Comma", "Export Report Title" (checked), "Export filter details" (unchecked), and "Remove extra column" set to "Automatic". A "Do not prompt me again" checkbox is at the bottom.

**Contractor Search**

Export:

Excel with plain text  
 CSV file format  
 Excel with formatting  
 HTML  
 Plain text      Delimiter:

Export Report Title  
 Export filter details

Remove extra column:

Export Header and Footer:

**Excel options:**

Export metric values as text  
 Export headers as text

**Excel with formatting options:**

Embed all images

Do not prompt me again.

- Select options, as desired, and choose export (right hand side of page)

# Contract Data – Standard Reports

- Return to the Standard Reports (using link above report name)
- We will now view **Geographical Report by Vendor Location**  
(also Page 2)
  - Using [State of New Hampshire](#), and the same [FY21 date range](#),
  - The results show over **\$1.9 Billion** of total contract spend going to vendors with their *primary office geographic location* in New Hampshire (and 8,682 actions).
  - Scroll to the right (from bottom of report) to view further details (Actions, Dollars, Percentage for each 'subcategory')
    - Women Owned Small Business
    - Service-Disabled Veteran Owned Small Business
    - Educations Institutions
    - State Government
    - Local Government

# Contract Data – Standard Reports

- From Standard Reports now lets review **Geographical Report by Place of Performance** (for comparison)

Using [State of New Hampshire](#), and the same [FY21 date range](#),

The results show the total spend for New Hampshire as *Place of Performance* is **\$1.736 Billion** for the FY21 date range. (>6600 actions)

- Returning to standard reports, our final report to review is **Contractor Search** (bottom of page 1)
  - Criteria: **10/01/2020 to 9/30/2021** (for FY21 data available to date)
- Results are provided by Vendor Name
  - In descending order by Total Dollars awarded
  - This may result in multiple lines for the same contractor  
(Ex. On page 1, #4 = BOEING COMPANY, THE and #7 = THE BOEING COMPANY)

# Introduction to USASpending.gov

- Relatively new data source is described as *“the official open data source of federal spending information. We track how federal money is spent in communities across America and beyond. Learn more about government spending through interactive tools that explore elements of the federal budget, such as federal loan, grant and contract data”*.
- This database grew out of the federal spending activity reporting arising out of the “great recession” era of 2007-2008 era. During that time, there was great public interest in where federal funds were being provided and spent through various programs including contracting and grants/loans, etc.
- This database contains detailed data for the vast, vast majority of federal funds transactions. For our purpose, Contract Data, contract award information is able to be compiled/reported in .csv format in great detail. If my math is correct, each contract transaction listed contains 282(+/-) columns of data relating to the contract transaction.

# Introduction to USASpending.gov

- ▶ As example, the database can be searched for Contract Awards to New Hampshire Small Businesses in FY21 Contract Awards
- ▶ Data elements are too numerous to detail but include, as example, the FAX number that the Vendor has included in their SAM registration, and the Salary amounts for the top 5 executives in publically held companies – again a SAM data element for other-than Small businesses.
- ▶ A key data element is the Solicitation Number and the Awarding Office Code of the specific contracting action (most but not all transactions, particularly pre-2007 actions) which is highly useful in competitive research. Note that the first 6 digits of the Solicitation number is generally the PIID (Procurement Instrument Identifier) of the Awarding Office Code.
- ▶ Circling *back to SAM.gov*, you can use the PIID as a keyword to search for procurements out of the buying office you want to work with going forward. There are even names of buyers.

# Introduction to USASpending.gov

- ▶ If greater drill-down is desired, Award Searches can be created in a more targeted manner.
- ▶ For example, for a small Electrical Contracting firm (NAICS 238210) wanting to do contract work in New Hampshire, this search can be performed using the applicable Advanced Search categories. Results show annual amounts ranging from less and \$1 mil to upward of \$20 mil.
- ▶ Results of thus far in FY20 show \$6.8 Million in contracts in 62 specific transactions able to be viewed/downloaded.
- ▶ If run over past 3-5 years, a prospective contractor would be able to gain a good sense of the federal contract market for the specified NAICS service, and who/where the activities are that put these contracts out to bid.



# Introduction to USASpending.gov

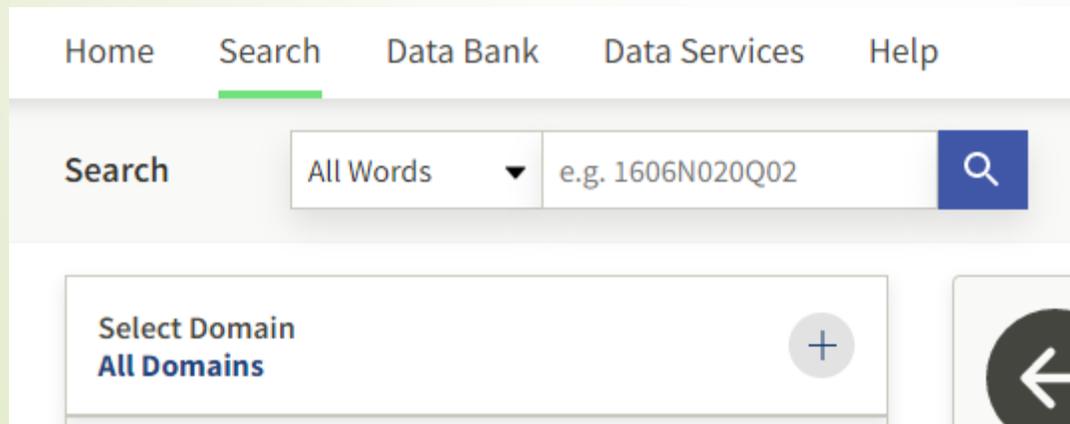
- In closing, it is worth mentioning that for these potentially large data documents which are available, use of the EXCEL Pivot Table function is very valuable.
- Creating pivot tables which include the data elements of greatest value to the user, for example, the NAICS Code for Electrical Contracting cited above, a pivot table is a very useful vehicle by which targeted opportunities searches become increasingly simple to create.

# Contract Details - FPDS

- ▶ Now that we have overall data, how do we drill down?
- ▶ We can go to [FPDS](#) (Federal Procurement Data System) to view details of the contract
- ▶ FPDS Homepage provides a “Google like Search” box
- ▶ Paste the PIID (a/k/a Contract Number) into the search field
  - ▶ Note, you need to clear the search box first
- ▶ Using the PIID [W15QKN21C5029](#), from the USASpending data, we get multiple results because of a modification
  - ▶ Click view next to the award with (0) modifications we obtain more details
    - ▶ Contractor Name: [Monument Construction](#)
    - ▶ Contracting Office: [Dept of the Army](#)
    - ▶ Solicitation ID: [W15QKN21R5038](#)
    - ▶ Prepared by: KAWANA.A.SIMMS.CIV.W15QKN@MAIL.MIL

# Locating the Solicitation

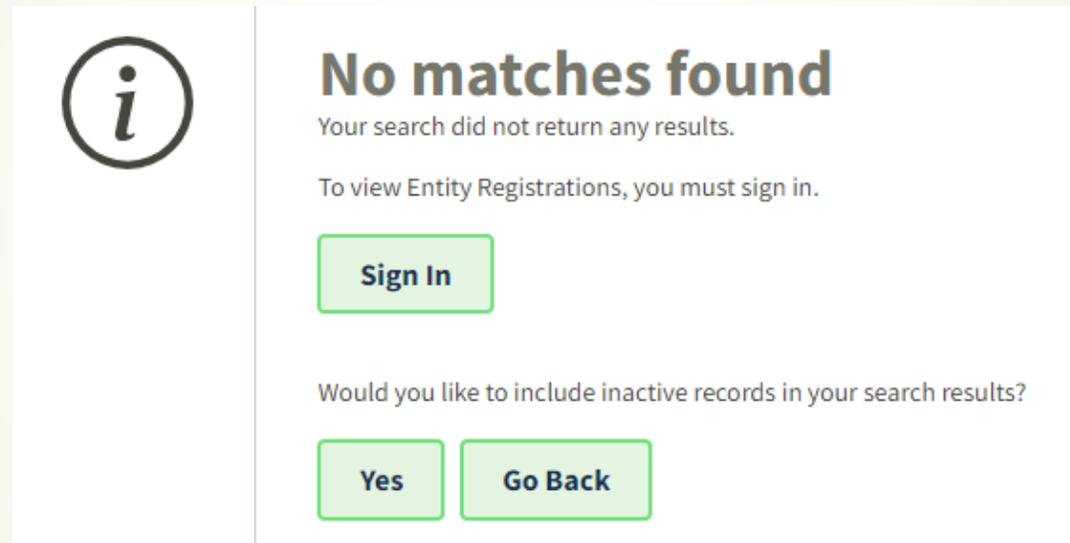
- Reviewing the original solicitation can be helpful in preparation for future proposals
- Usually can obtain from the USASpending Data, and also in the FPDS Record
- Copy the Solicitation Number ([W15QKN21R5038](#)) and navigate to [SAM.gov](#)
  - Enter in general search (or use Contract Opportunities domain)



The screenshot shows the SAM.gov search interface. At the top, there are navigation links: Home, Search (highlighted with a green underline), Data Bank, Data Services, and Help. Below the navigation is a search bar with the label "Search". To the left of the search input is a dropdown menu set to "All Words". The search input contains the text "e.g. 1606N020Q02". To the right of the search input is a blue search button with a magnifying glass icon. Below the search bar is a "Select Domain" section with a dropdown menu currently set to "All Domains" and a plus sign icon to its right. To the right of the "Select Domain" section is a black circular button with a white left-pointing arrow.

# Locating the Solicitation

- Initial search for the solicitation yields “No matches found”
- Provides option to include inactive records in your results:



- select **YES**  
Now 3 results: Original Award Notice, Updated Solicitation and Original Presolicitation

# Shameless Commercial:

- ▶ NH PTAC offers free assistance with all this & more.
  - ▶ You must have a physical presence in New Hampshire.
  - ▶ You have to [sign up online](#).
  - ▶ To continue “active client” status, you have to use us as a resource.

- ▶ Our Contact Information:

[New Hampshire Procurement Technical Assistance Center](#)

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# How do I get started with NH PTAC?

- Go to the website and answer our questionnaire ([www.nheconomy.com/ptac](http://www.nheconomy.com/ptac))
- Email us at: [govcontracting@livefree.nh.gov](mailto:govcontracting@livefree.nh.gov)
- Meet with us in Concord, or via zoom
- Request a site visit – we'll come to you.

