NJIT

PROCUREMENT TECHNICAL ASSISTANCE CENTER — PTAC

July 2018

Tip of the Month:

SAM.GOV Changes & Updates

Effective June 29th, 2018, if you haven't already created a LOGIN.GOV account, you will find that your SAM.GOV login and password may no longer work, and you will be directed to set up a new LOGIN.GOV user account. According to the General Services Administration who owns and manages the SAM.GOV website, this update will "further increase security and deter fraud."

IMPORTANT! When you create an account at LOGIN.GOV, you will need to use the same email address that you used for SAM.GOV.

TIP! If you can't remember what email you used with your SAM.GOV account, and you have multiple email accounts, try searching your accounts for any previous emails you received from samadmin@sam.gov. When you find an email from samadmin@sam.gov, you will know that this is the email account you used to register/ update your SAM.GOV profile.

On a separate note, if you will be updating your entity registration during this process, and it's been a while since you've done so, you may receive an

"Action Required" email from samadmin@sam.gov asking you to submit a notarized letter to appoint your entity administrator. This change is another step that GSA has taken in recent months to increase their site's security and to protect vendors registering in the SAM.GOV website.

If you have questions or need assistance with either of these new requirements, your NJIT PTAC Procurement Specialist is a great resource.

Referenced articles and websites:

General Services Administration (GSA) - SAM Update

Association of Procurement Technical Assistance Centers (APTAC) - New Process for SAM Notarized Letters

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PTAC News You Can Use:

A Word of Caution Regarding SAM.GOV Registration

We frequently warn our clients about the issues arising when paying 3rd party firms to get their business registered in SAM.GOV. In light of the recent changes and the known instances of fraud involving vendors registered in the SAM.GOV database, it's worth another mention.

Here are five reasons why you should maintain full control of your SAM.GOV registration.

1. Registration is FREE, and if you need assistance in getting registered, your NJIT PTAC Procurement Specialist can assist you at no cost.

2. There are several scams related to SAM.GOV and FEMA Vendor Registration. Many set up a website to look like an official government website.

3. If you are a small business owner, you should maintain control of your registration so that if an employee leaves your firm, you are still able to log in and make updates to your account.

4. When you pay a 3rd party to register your business in SAM.GOV, you hand them full control over your account. What are the guarantees they don't lock you out of your SAM.GOV account?

5. Your SAM.GOV account contains your banking information. So, it will be easy for a scam registration site to register your business in SAM.GOV, then add their banking information in the applicable fields, and get your government contract payments. It appears that this is precisely what happened to some vendors thus prompting GSA to implement recent changes to tighten up the security of their site. You can read more about this fraud and the agency' suggestions to vendors in our recommended reading section of this newsletter.

How will you know if you are registering on the government website or receiving official email correspondence? It's simple! Always look for the **.GOV** extension either on a website or at the end of an email address.

Webinars

Contact your NJIT PTAC Procurement Specialist for FREE code.
For contact information go to http://www.njit.edu/ptac/contacts

How to Win More Federal

Contracts with Competitive Pricing

Date: July 12, 2018
Time: 1:00 p.m. EDT
Trainer: Jenny Clark, Solvability

CLICK HERE TO LEARN MORE

How To Engage and Position During Government Prospect Meetings

Date: July 26, 2018
Time: 1:00 p.m. EDT
Trainer: Joshua Frank, RSM Federal

CLICK HERE TO LEARN MORE

Events and Workshops

July 26, 2018 8:00 AM - 12:00 PM (EDT)
PSEG Supplier Diversity Procurement Fair - Salem, NJ

Recommended Reading:

GSA IG Investigating SAM.GOV Site Fraud

A recent article published on Fedscoop.com highlights several fraud issues that occurred with some SAM.GOV vendor accounts. It also reports GSA's recommendations to vendors as a result of the recent fraudulent activity. Click here to read full article.

About Your PTAC:

The New Jersey Institute of Technology Procurement Technical Assistance Center (NJIT PTAC) is funded in part through a cooperative agreement with the Defense Logistics Agency's Office of Small Business Programs. Our mission is to help small businesses succeed in the government marketplace. To get assistance and support from the NJIT PTAC, you must first become a client by completing our online client application at http://njitptac.ecenterdirect.com/signup.
You can also contact us via phone at (973) 596-3105.
For additional information online, please visit our website at www.njit.edu/ptac.

Client Prerequisites:
Any business seeking to become an NJIT PTAC client must meet the following requirements:
1. New Jersey-based small business (excluding Union County businesses)
2. Established at least two years
3. Customer base that demonstrates past performance
4. Must not be delinquent with child support or taxes
5. Creditworthy
6. Business bank account
7. Computer literate
8. Company website and email preferred