

Why Monitor Awards? Transcript

So why would you want to monitor awards? Great question.

Did you know that 19,374 awards will be made today and only 368 were posted on SAM.gov?

Did you know that over 14,000 will be competed between five or fewer companies?

Did you know that 6,974 will be awarded with zero competition?

That's because only 2% of opportunities will post to SAM.gov. And this is what gives the primes an unfair advantage.

This blew my mind 15 years ago when I started in the federal BD and is exactly why we built SAMradar. Because we who want federal business better be able to get to and position ourselves for the 98% under-the-radar contracts that never hit SAM.gov. You can't compete for something you don't know about.

SAMradar is the only lead generation engine that sifts the 19,000 daily awards and delivers you what matters most: the award, buyer, and prime. Stick with me for a minute and you'll see why this is so important.

Look, here's an example of an award that was posted yesterday.

Award Summary



Contract Amount: **\$250,632**
Date Executed: 05/25/2022
Awarded to: INTELLIPOINT CONSULTING INC
Base Plus Options: \$0
Agency: NATIONAL GALLERY OF ART
Title: DEFINITIVE CONTRACT NGA17FC2262MD (P00020) awarded to INTELLIPOINT CONSULTING INC, was modified for the amount of \$250,632.32
Requirements: EO 14042 ORACLE SUPPORT SERVICES
Number of Offers Received: 4

[Award Details](#)

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| <div style="text-align: center;">Buyer Details</div> <p>Rodney Cartwright National Gallery of Art Phone: 202-580-8863 email: ikan.winall@fpds.us</p> <p style="text-align: right; font-size: small;">Active in SAMradar since: 12/14/2020</p> | <div style="text-align: center;">Prime Details</div> <p>INTELLIPOINT CONSULTING INC www.intellipoint.com Unique Entity Identifier: DYGGPKVUAZ1 CAGE: 314E8</p> <div style="text-align: center; margin-top: 10px;">Track Prime</div> |
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[Contact Buyer](#) [Buyer Activity](#) [Prime Contacts](#) [Prime Activity](#)

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| <div style="text-align: center;">Role of Rodney on this Contract:</div> <p>Created By: No Modified By: Yes Approved By: Yes</p> <p style="text-align: center;">Rate Rodney Cartwright</p> <div style="text-align: center;"></div> | <div style="text-align: center;">Match Criteria</div> <p>NAICS Match: No 541618 - Other Management Consulting Services PSC Match: No R710 - Financial Services Vendor Match: No Keyword(s) Match: 1, oracle</p> <div style="text-align: center; margin-top: 10px;">Edit Match Criteria</div> |
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Now, when I showed the first SAMradar notification to one of my clients, he said, "Great. Now you're showing me I'm a loser."

I said, "Well, you've been a loser. You just didn't know it."

Then he called me something I can't say here.

And then he said, "Wait. I can use this lead right now to disrupt the prime on the next one."

I said, "Exactly."

Now you might be thinking, how can I disrupt this requirement? Well, SAMradar provides you the contact information for the buyer right here so you can act right now. SAMradar is the tool, and when you need additional help, our team and your fellow SAMradar users can help you with the process.

Sign up today, and you'll see for yourself that you can have the unfair advantage and go punch the primes in the mouth and steal their business.

You can try it for free. SAMradar monitoring starts at \$249 a month with no long-term commitment.

You know that just one federal relationship is worth at least a hundred times the cost of your subscription.

So, if you like 100 XRLI, sign up now, and when you act right now, you will lock in your subscription rate for as long as you stay subscribed.

Welcome aboard!