

5 Little Details That Will ruin Your Day if You Ignore Them in SAM

The annual government registration update is the business equivalent of flossing. You know you have to do it, you know it's good for you, but you'd essentially rather be doing anything else. However, unlike skipping the floss, skipping the details in your SAM profile doesn't just give you cavities—it gives you a frozen bank account. Federal Contracting Center is here to walk you through the five tiny data points that act as banana peels waiting for you to slip.

First up, the "Address Match Game." You live at 123 Maple Street. The Post Office thinks you live at 123 Maple St. The government database thinks you live at 123 Maple STR. If you don't pick the winner, you lose. During your **SAM renewal**, you have to match the validation database character for character. It's a fun game where the prize is "being allowed to exist." Check your address against the USPS lookup tool before you type a single letter.

Second, the "Where's My Money?" section. This is your banking info. If you typo your routing number, the government will try to send your money to a stranger. That stranger will be very happy. You will be very sad. Double-check those digits like your livelihood depends on it—because it does. Also, make sure the bank name isn't from three mergers ago.

Third, the "Who Are You?" query. This is your NAICS codes. If you sell IT services but your primary code says "Landscaping," the government computers are going to be very confused. They won't send you IT bids; they will send you requests to mow lawns at the Pentagon. Unless you want to buy a tractor, update your codes to match what you actually do for a living.

Fourth, the "Ghost Employee" problem. Check your Points of Contact. If the listed contact is "Gary," and Gary was fired for stealing staplers in 2022, you have a problem. Gary is getting your government emails. Gary doesn't care about your renewal. Replace Gary with someone who still works there and actually likes their job.

Fifth, the "Are You Still Small?" reality check. Your revenue numbers. If you had a great year (congrats!), you might not be a small business anymore. If you forget to update this and bid on a small business set-aside, you are effectively crashing a party you weren't invited to. The bouncer (the SBA) will throw you out. Be honest about your size.

Look, nobody writes songs about data verification. It's boring. But you know what's exciting? Getting paid. Getting paid is very exciting.

Call to Action

Let us handle the boring stuff so you can get back to the exciting part. We'll verify the data, you cash the checks. Get started at www.federalcontractingcenter.com.