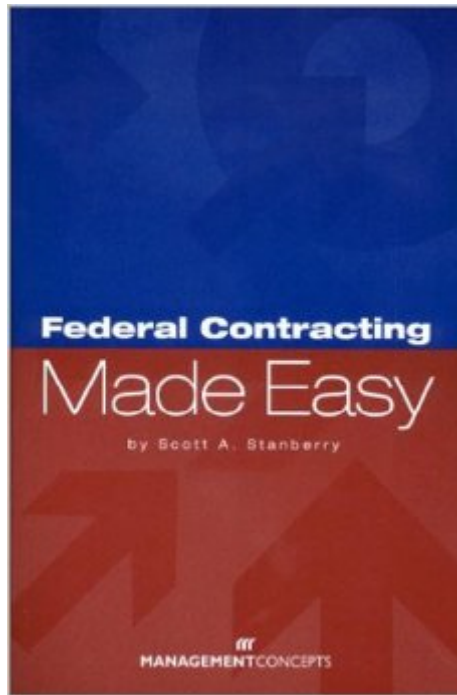


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# Federal Contracting Made Easy



## Synopsis

Everything you need to know to win a job from the biggest client of all. Finally, a basic, readable guide to federal contracting: Outlines the government contracting process in clear, understandable steps. Shows you how to find the ideal niche for your product or service. Walks you through the process of submitting a bid. Explains government requirements, laws, and regulations in plain English. The secrets of success in federal contracting - revealed in this must-have basic handbook: Walks you through every step - from spotting new opportunities to getting paid. Easy to use and understand - with clear, step-by-step instructions and no confusing government jargon. For any company, large or small - from seasoned contractors to companies seeking government contracts for the first time.

## Book Information

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## Customer Reviews

This book is not only an essential guide for small and medium businesses seeking federal contracts, but also serves as an excellent resource for companies that bid for commercial contracts. The five parts to this book form a clear roadmap to doing Federal Government business. Part I gives the big picture and rules of the game. These rules cover the sources of contract terms and conditions that you are going to see in any federal contract, including applicable laws with which you need to comply and the role of agencies such as the Defense Contract Auditing Agency. If you've never engaged in a federal contract these rules will determine whether you should even be in the game. Part II describes special programs and opportunities available to certain businesses,

subcontracting (especially useful if your business model is to team with prime contractors), and Federal Supply/GSA opportunities for companies selling finished products. Part III describes marketing strategies for federal business. This area is vastly different from marketing to commercial entities, but is similar in many respects for going after business at the state and county government level. This information is also useful when you're marketing to large companies that do government contracting, such as aerospace. Their procurement policies and processes will probably mirror those of the Federal Government. Although Part IV is about government procurement and acquisition procedures, most large companies have similar procedures, so this part of the book is useful for both government and commercial contracting. Part V is my favorite because it explains in great detail each contract type (fixed price, cost reimbursement and other types and variations).

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