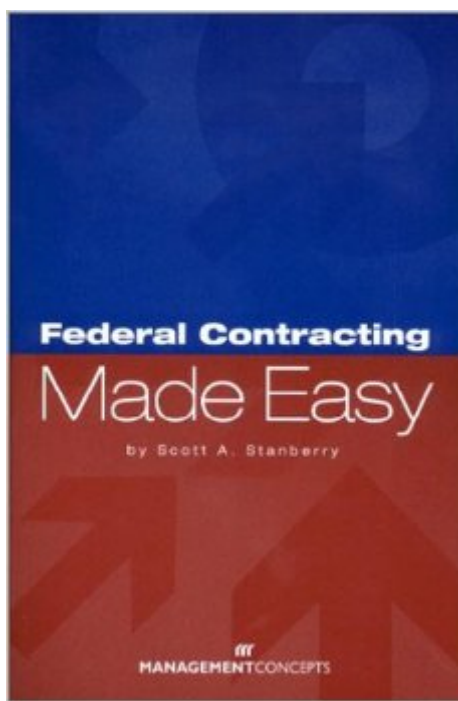


The book was found

# 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

Hardcover: 310 pages

Publisher: Management Concepts Inc (January 2001)

Language: English

ISBN-10: 1567260993

ISBN-13: 978-1567260991

Product Dimensions: 1 x 6 x 9 inches

Shipping Weight: 1.5 pounds

Average Customer Review: 4.4 out of 5 starsÂ Â See all reviewsÂ (15 customer reviews)

Best Sellers Rank: #4,577,077 in Books (See Top 100 in Books) #75 inÂ Books > Law >

Administrative Law > Public Contract #2844 inÂ Books > Business & Money > Processes &

Infrastructure > Government & Business #15948 inÂ Books > Business & Money > Education & Reference

## 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).

[Download to continue reading...](#)

Federal Contracting Made Easy Federal Contracting Made Easy, Second Edition Federal Contracting Answer Book, Second Edition Federal Contracting Answer Book WordPress Web Design Made Easy: Intermediate Level - (Part II of Wordpress Made Easy Series): Designed with the latest version of WordPress 4.5.3 - (Intermediate Level) - Also includes bonus material Instagram Marketing Made (Stupidly) Easy ("Social Media Marketing Made Stupidly Easy" Book 5) 21 Famous Portuguese Dessert Recipes -Made Quick and Easy- Portuguese food - Portuguese cuisine- Portuguese Recipes: World Famous Recipes Made Quick and Easy Beautiful Roses Made Easy Northwestern (Jackson & Perkins Beautiful Roses Made Easy) U.S. Immigration Made Easy (U. S. Immigration Made Easy) Health Sciences Literature Review Made Easy (Garrard, Health Sciences Literature Review Made Easy) Astral Projection Made Easy: Overcoming the fear of death (Made Easy (O Books)) 2015 Federal Circuit Yearbook: Patent Law Developments in the Federal Circuit The Federal Courts and The Federal System (University Casebook Series) The Work Breakdown Structure in Government Contracting Contracting with Sovereignty: State Contracts and International Arbitration (Studies in International Law) World Class Contracting (How Winning Companies Build Successful Partnerships in the e-Business Age) The New Public Contracting: Regulation, Responsiveness, Relationality Contracting Out Government Services (Privatizing Government: An Interdisciplinary) California Construction Law and Public Contracting in California: A Primer in how NOT to get Screwed Relaxing and Contracting Factors: Biological and Clinical Research (The Endothelium)

[Dmca](#)