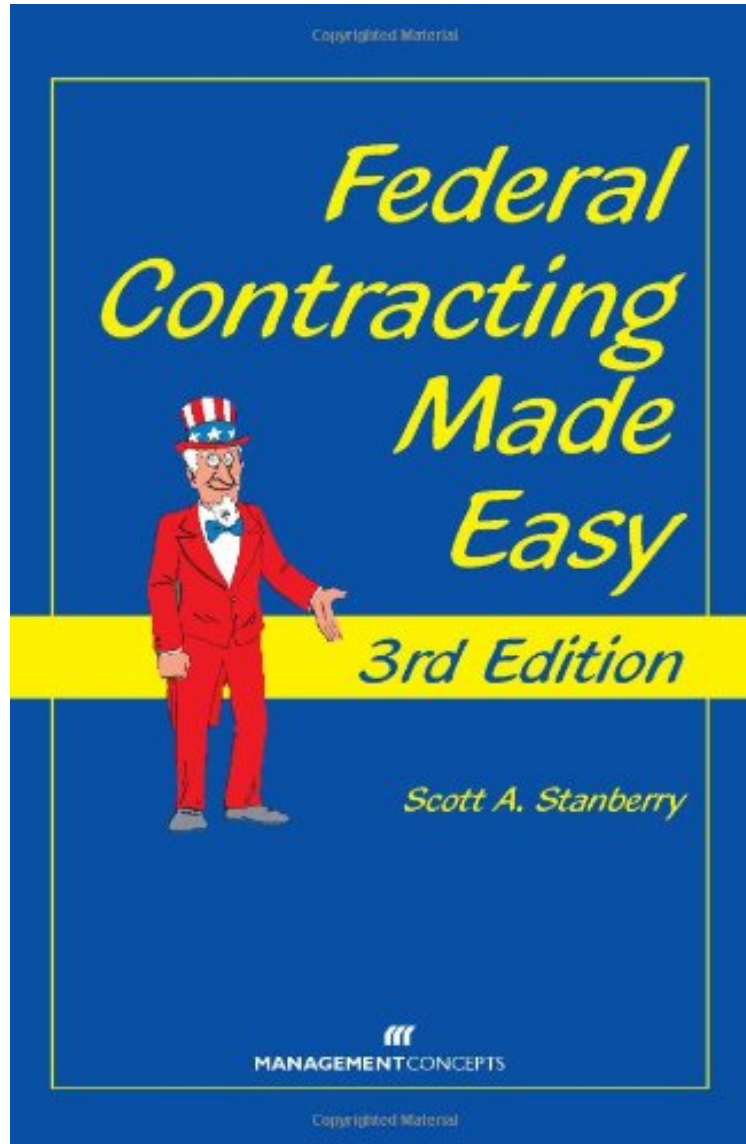


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## Federal Contracting Made Easy, 3rd Edition

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bid formula example for a small disadvantaged business and the progress payment schedule are just 2 of many excellent and easy-to-understand graphics. The author, Scott Stanberry, is well-known in the field because his successes in helping businesses to get established as government contractors. His book, now in its 3rd edition, has been the favorite beginning book for small business owners for several years. Federal contracting has grown steadily for many years now for various reasons. Even though the government is now bringing a lot of this work in-house instead of continuing to outsource it, most economists expect the sector to remain a large part of the national economy. Since the scope of federal procurement is so large, it makes sense for many businesses to evaluate the potential benefits of becoming vendors to the federal government. 0 of 0 people found the following review helpful. Five Stars By SM Exactly as described and shipped quickly. 0 of 0 people found the following review helpful. This book got me a A in my class. By Customer This book truly saved my butt. Many of the questions asked in my class, was answered in this book. I know for a fact I would not have gotten an "A" in this very difficult course, If it were not for this single book.

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I have read and re-read [this] book and find it to be a treasure trove of information on the 'how to' of federal contracting very well done! It has a place of pride on my desk as a reference. --Michael Thompson, Configuration Management Supervisor, Computer Sciences Corporation I have spent more than a dozen years working in the federal contracting industry, and Stanberry has penned the only book on government contracting that has earned a permanent place in my reference library my well-thumbed and annotated copy is on my desk, right next to my computer. --Michelle L. Hutchens, ProCom: A Proposal Communication Company I have read and re-read [this] book and find it to be a treasure trove of information on the 'how to' of federal contracting very well done! It has a place of pride on my desk as a reference. --Michael Thompson, Configuration Management Supervisor, Computer Sciences Corporation About the Author Scott Stanberry, CPA, has more than a decade of experience working in government contracting. In his practice he has helped all types of companies land profitable contracts. In doing so, he has developed and perfected a method for getting noticed, winning the job, and managing the contract from beginning to end.