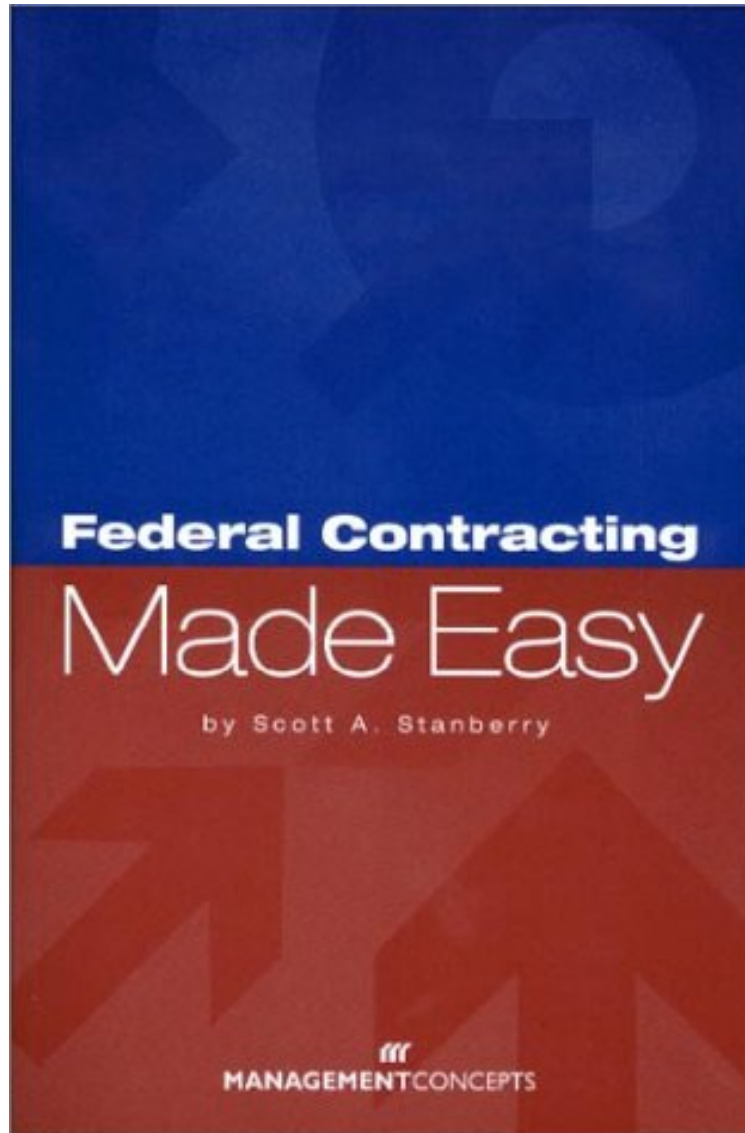


(Download) Federal Contracting Made Easy

Federal Contracting Made Easy

Scott A. Stanberry

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Scott A. Stanberry : Federal Contracting Made Easy before purchasing it in order to gage whether or not it would be worth my time, and all praised Federal Contracting Made Easy:

23 of 23 people found the following review helpful. Best General Book on Subject for Small BusinessesBy GreenyThis review is updated for the 3rd Edition.I've read many books on government contracting. I think this is the best primer on the market for small business owners and managers. Chapters are well-organized and the writing is succinct. The graphics are useful, including government forms, rate calculations, sample cost formulas, and more. The

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
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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.

Every 20 seconds the government awards a contract to a company like yours - with an average value of nearly half a million dollars. That's a very big pie, and thousands of companies want a piece. The fact is, it's not as hard to get a contract as you may think. With facilities in all 50 states, 2,500 buying offices nationwide, and millions of contracts awarded each year, the government has a need for an enormous array of goods and services. Chances are that if you offer a product or service, the government needs it somewhere! And competition is not as stiff as you might assume. With 60% of all government contracts sole-sourced, yours may be the only company responding to a solicitation. Yes, the government contracting process includes a significant amount of paperwork - but the payoff is BIG! Let *Federal Contracting Made Easy* lead you easily and smoothly through the stages to a winning contract.

From the Publisher
To many companies, the process of winning a government contract seems impossibly complicated. But while it's true that the process does require a lot of paperwork, the financial rewards are well worth the effort. With 2,500 buying offices nationwide, the federal government needs a huge array of products and services. Whatever supplies or services your company offers, chances are that the government needs them somewhere. This practical handbook will help you find your opportunity. *Federal Contracting Made Easy* explains the process in terms that are easy to understand and follow. It shows you how to navigate the red tape and speed your way to a successful contract. Whether you are a new start-up seeking government business for the first time or a current contractor with years of experience, *Federal Contracting Made Easy* offers you a treasury of proven methods. You'll learn how to identify new contracting opportunities, enhance your efficiency, and boost your profitability when doing business with the federal government.

From the Author
Federal Contracting Made Easy is designed to help you break into and succeed in the federal government marketplace. Written in real English, not government jargon, it gives the reader a basic understanding of how the federal government acquires supplies and services. This book also provides references to contracting regulations, size standards, contracting activities, government personnel, federal publications and forms, subcontracting opportunities, and much more!

About the Author
Scott Stanberry, CPA, has nearly 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.