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Chapter 1 : Federal Contracting Made Easy by Scott A. Stanberry

This second edition has been completely updated with the most current resources available to federal contractors. Whether you are an entrepreneur 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.

Learn how to break into and succeed in the federal government marketplace with this comprehensive guide outlining everything you need to know about federal contracting. Federal Contracting Made Easy, 3rd Edition, is an all-in-one source designed to give you a full understanding of how the federal government acquires supplies and services. This practical handbook provides references to contracting regulations, size standards, contracting activities, federal publications and forms, subcontracting opportunities, and much more! This fully updated, step-by-step guide will help you: Use the most current resource available for your organization today! After reviewing it and realizing that some of the information was dated and other just plain wrong, I sent it back to Amazon for a refund. Keep it handy, you will not regret having it on your desktop. This book got me a A in my class. 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. Great book, fast read By Matthew J. Spiess on Jan 03, Federal Contracting Made Easy is an extremely simple book to read and great to hit the ground running for a government contract specialist Simple and easy to understand the government contract process By Kim on Mar 05, This is a great source for understanding what involves in government contract. This does not necessary the perfect guide, but enough to comprehend the process. This is a great book if you want to see the blue prints of government contract process. The deeper knowledge and skills may require, but this will set you with the base to build on. By Dannielle Rash on Sep 04, Great resource to add to your library. I did not have to worry about not having my book all the time. This is something that I will keep to use as a reference. Aside from the costly red tape, a contractor will always be subject to the risk of penalties, fines, disbarment and even criminal proceedings should any impropriety be uncovered or even perceived. Simply following the amorphous and conflicting guidelines of FAR and this book will subject your company to substantial risk. You need a department specialized in federal contracting procedures and law to stay clean. Frank Nice By Miguel A. Diaz on Feb 14, Delivered as promised. Nice book Clear roadmap out of the quagmire By Mike Tarrani on Feb 20, 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. 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. 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. I also highly recommend augmenting this book with Robert S. 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

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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. Outstanding introduction to getting started in federal contracting By A Dad on Dec 17, As Scott Stanberry shows, federal contracting requires serious effort to break into. This market is really unique when compared to any other. Once a business gets established as a federal contractor, it gets easier and often profitable. Federal Contracting Made Easy explains how to get started step by step. Do you think government contracts are hard to get? Hobson on Aug 16, Scott Stanberry shows you just how easy it is to contract for the government. This book will take you step by step through the process of bidding government contracts. Once you get use to the paper work, which this book shows you some of, you have it made. Read this book and go out and make your fortune in government contracting. Add a Book Review Book Summary: This particular edition is in a Paperback format. It was published by Management Concepts and has a total of pages in the book. To buy this book at the lowest price, [Click Here](#).

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