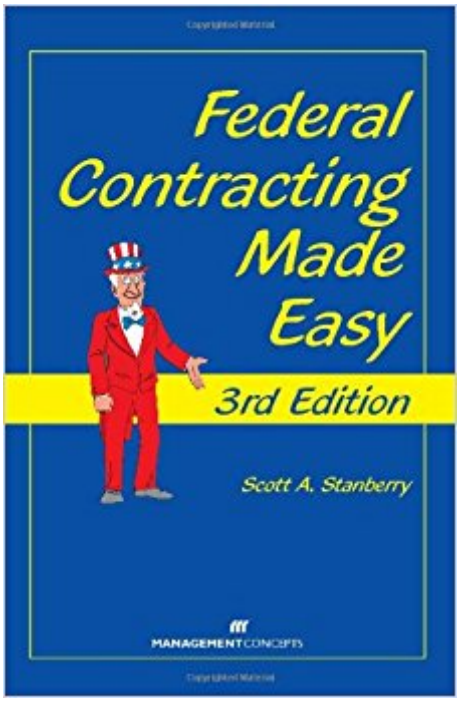
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Federal Contracting Made Easy, 3rd Edition



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Synopsis

Succeed in the Federal Government Marketplace Today! 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: -Understand how the government issues procurement opportunities -Navigate the red tape to speed your way to a successful contract -Decode confusing rules -Get to know the key players -Learn the various types of contracts -Overcome contracting obstacles Federal Contracting Made Easy, 3rd Edition, will guide you through the inevitable challenges of federal contracting. Use the most current resource available for your organization today!

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Customer Reviews

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ProCom: A Proposal Communication CompanyI 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

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.

This 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.

Exactly as described and shipped quickly.

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.

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.

As a contracting official with the feds, I have found that this is a super resource for someone who wants to or is already dealing with the Federal Gov't in the contracting arena. You can't go wrong with this book. Keep it handy, you will not regret having it on your desktop.

Delivered as promised. Nice book

Federal Contracting Made Easy is an extremely simple book to read and great to hit the ground running for a government contract specialist

Great resource to add to your library.

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