



Federal Contracting Made Easy

Scott A Stanberry

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Federal contracting . . . easy? With the fourth edition of Federal Contracting Made Easy, it is!

Whether or not you consider federal contracting easy, it is certainly easier with this guide. Used successfully by thousands of contractors and feds, this book offers practical, hands-on, no-nonsense advice.

Now in its fourth edition, Federal Contracting Made Easy lays out the entire federal contracting process in a readable and easy-to-understand style. This book covers how government procurement works, what you can do to cut through the red tape to speed your way to winning a contract, who the key players are, and tips for overcoming obstacles.

New in this edition:

Discussion of government-wide acquisition contracts (GWACs)

Updates on women-owned small business

New status of service-disabled veteran-owned small business

Expanded list of relevant websites and resources

Introduction to the new System for Award Management (SAM)

Whether you are about to enter the competitive world of federal contracting or have been bidding for contracts for years and are now looking for updated information and ideas, this is the book you need.

The federal government awards billions of dollars in contracts for goods and services every year. This book will help you win a piece of that business.

Contents

How Does Federal Government Contracting Work? • The Rules of the Game • The Key Players • Opportunities for Small Businesses/Independent Contractors • Small Business Preference Programs • Subcontracting Opportunities • Federal Supply Schedules/GSA Schedules • How to Market to the Federal Government • Support Programs and Services for Contractors • Simplified Acquisition or Small Purchase • Sealed Bidding • Negotiated Procurements • The Uniform Contract Format • Fixed-Price Contracts • Cost-Reimbursement Contracts • Other Contract Types • Contract Administration • Acronyms • Federal Agencies and Departments • Glossary

About the Author

Scott A. Stanberry has been working with government contractors for more than 20 years. He specializes in providing auditing and accounting services for commercial clients with federal government contracts and in assisting government agencies in the administration of federal contracts. Scott is a certified public accountant.

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