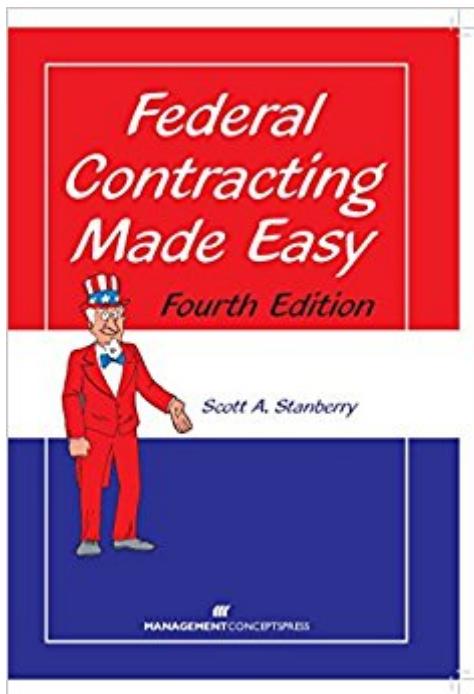


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# Federal Contracting Made Easy



## Synopsis

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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## **Customer Reviews**

I bought this book in 2006 when I was getting out of active duty and preparing to start my company. I had purchased several books before this one and this is the best book I have found on Federal Contracting 101. It gave me the basics and was a great tool for me in the beginning stages. My company is now doing \$10Million annual revenue and I have recommended this book to everyone I meet wanting to get into Federal Contracting. It's not going to tell you what to do, but it will explain the basics of Federal contracting and will allow you as a business owner to decide if this industry is right for you.

Chapters feel like they are out of sequence, certain phrases contradict other phrases that sound like they are key points, the author break his professional tone a times and tries to be funny, feels like he rambles at times and never gets to the point.

Nothing new or earth shattering but it covers all the topics you need to know to start in this field. Great info for a learning tool. Seasoned pros will not find anything new.

Had great references for getting into government contracting... had most of the govt links and suggestions for succeeding with govt contracts

I believe this is a must read for anyone who would like to work with our government!

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.

Exactly what I needed

Lots of great info

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