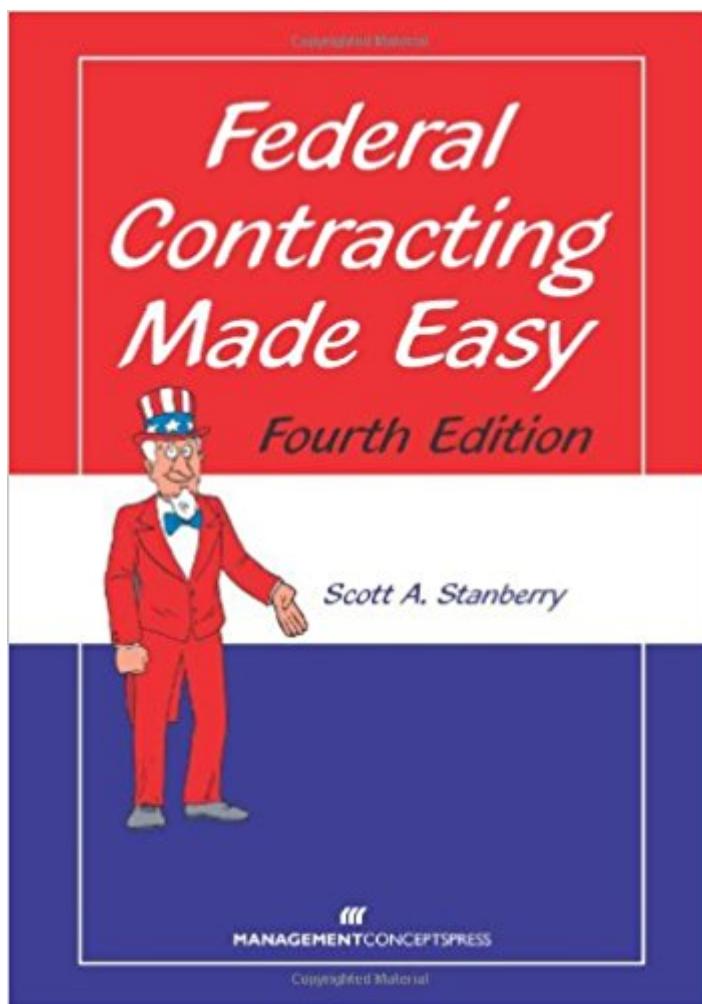


The book was found

# Federal Contracting Made Easy, Fourth Edition



## **Synopsis**

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. You'll find a discussion of government-wide acquisition contracts (GWACs), updates on women-owned small businesses, new status of service-disabled veteran-owned small business, an expanded list of relevant websites and resources, and an 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 on contracts for years, this is the book you need to help you win federal government 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 Procedures - Sealed Bidding - Negotiated Procurements - The Uniform Contract Format
- Fixed-Price Contracts - Cost-Reimbursement Contracts - Other Contract Types
- Contract Administration - Acronyms

## **Book Information**

Paperback: 315 pages

Publisher: Management Concepts Press; 4 edition (November 30, 2012)

Language: English

ISBN-10: 1567263887

ISBN-13: 978-1567263886

Product Dimensions: 0.8 x 7 x 10 inches

Shipping Weight: 1.4 pounds (View shipping rates and policies)

Average Customer Review: 4.2 out of 5 stars 15 customer reviews

Best Sellers Rank: #855,448 in Books (See Top 100 in Books) #15 in Books > Law > Administrative Law > Public Contract #5978 in Books > Textbooks > Reference #8541 in Books > Textbooks > Law

## **Customer Reviews**

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.

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

[Download to continue reading...](#)

Federal Contracting Made Easy, Fourth Edition Getting Started in Federal Contracting: A Guide

Through the Federal Procurement Maze, Fifth Edition Federal Contracting Made Easy, 3rd Edition Federal Contracting Made Easy, Second Edition Federal Contracting Made Easy Ten Steps to a Federal Job: Navigating the Federal Job System, Writing Federal Resumes, KSAs and Cover Letters with a Mission Federal Contracting Answer Book, Second Edition Easy European Cookbook Box Set: Easy English Cookbook, Easy Greek Cookbook, Easy French Cookbook, Easy Irish Cookbook, Easy German Cookbook, Easy Portuguese ... Portuguese Recipes, Irish Recipes 1) Easy Asian Cookbook Box Set: Easy Korean Cookbook, Easy Filipino Cookbook, Easy Thai Cookbook, Easy Indonesian Cookbook, Easy Vietnamese Cookbook (Korean ... Recipes, Asian Recipes, Asian Cookbook 1) Federal Resume Guidebook 6th Ed.; Writing the Successful Outline Format Federal Resume The Federal Courts and The Federal System (University Casebook Series) Iowa Rules of Court Federal 2013 (Iowa Rules of Court. State and Federal) WPA Guide to Florida : The Federal Writers' Project Guide to 1930s Florida, Written and Compiled by the Federal Writers' Project of the Works Progress Administration for the State of Florida Theory Made Easy for Kids, Level 1 (Made Easy (Alfred)) The Music of Eagles Made Easy for Guitar: Includes Their Greatest Hits (The Music of... Made Easy for Guitar Series) Mosaics Made Easy (Crafts Made Easy) Theory Made Easy for Kids, Level 2 (Made Easy (Alfred)) Pantry Stuffers Rehydration Calculations Made Easy: U.S. Measurements / Pantry Stuffers Rehydration Calculations Made Easy: Metric Measurements 21 Famous Portuguese Dessert Recipes -Made Quick and Easy- Portuguese food - Portuguese cuisine- Portuguese Recipes: World Famous Recipes Made Quick and Easy Health Sciences Literature Review Made Easy (Garrard, Health Sciences Literature Review Made Easy)

[Contact Us](#)

[DMCA](#)

[Privacy](#)

[FAQ & Help](#)