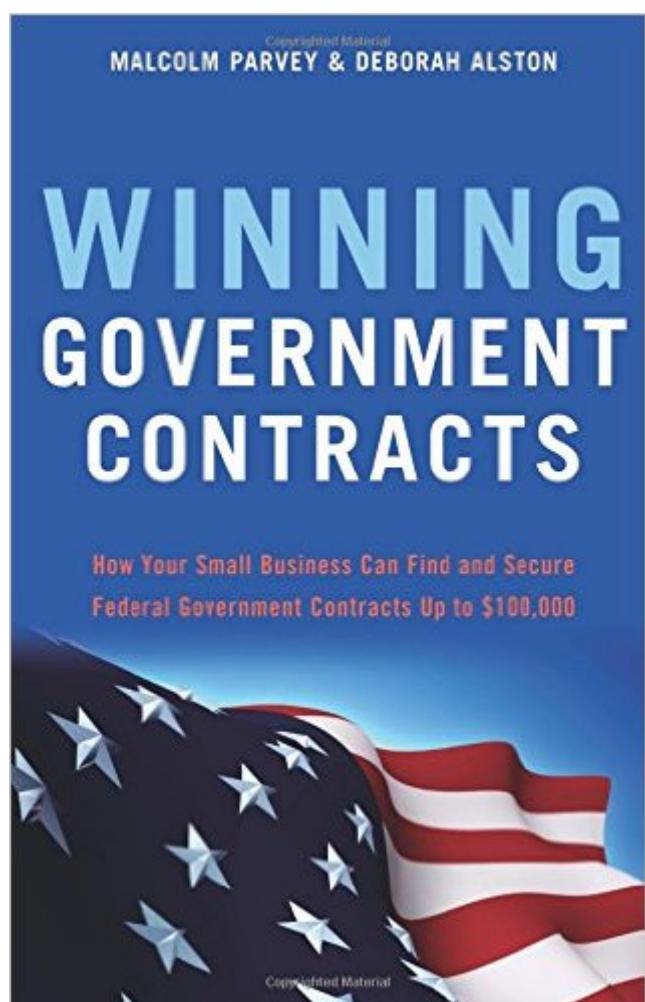


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# Winning Government Contracts: How Your Small Business Can Find And Secure Federal Government Contracts Up To \$100,000



## **Synopsis**

The United States federal government is the biggest customer in the world. It buys 20% of all the services and products produced in the U.S. But of the 22 million registered U.S. companies, fewer than 2% of them seek out this market. Why? Because small business owners don't know where and how to get these contracts. *Winning Government Contracts* will change that. It begins at the beginning, assuming no prior knowledge of the government marketplace and its sometimes complicated terminology. Written in a clear, easy-to-understand language by experienced sales and marketing professionals, this book takes you through the registration and bidding process step-by-step. All the terms used in government contracts are explained in plain English. *Winning Government Contracts* shows you where to find the sales opportunities on the Internet, then guides you through every step in your quote, whether submitted electronically or on paper--explaining the jargon and outlining the exact information that needs to be entered. You will learn how to download drawings and specifications, understand shipping and packaging requirements, and find out how much the government is currently paying for an item before you submit an offer. The book also highlights areas where beginners need to be particularly careful, such as remembering to include shipping costs when you offer the government your best price! After the offer has been submitted, the book explains how to find the results of the bid--which company was awarded the contract and its price, as well as the names and prices of all the other bidders. Included is the government's system of inspection, acceptance, invoicing, and payments, as well as the specific requirements for service contracts such as Statements of Work, Wage Determinations, and Technical Proposals. Whatever your business, the federal government is a marketplace you can enter. *Winning Government Contracts* will show you the way.

## **Book Information**

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## Customer Reviews

I liked this book a lot. It is VERY well written and outlined. It tells you up front what it is going to talk about, and then it does it in a logical sequential manner. Something I have not been finding a lot of in books I have been reviewing lately. This book is a training manual for small business owners who want to take advantage of government contracts of \$100,000 or less. It is comprised of the following chapters and appendices:

- 0. Introduction & How to use this book
- 1. Introduction to the federal government sales
- 2. Search the federal government sales
- 3. Searching and quoting in the Defense Logistics Agency's Internet Bid Board System (DIBBS) Web site
- 4. Additonal procurement sites
- 5. Submitting your hard copy after using federal standard forms (SF18, SF1449, & SF33)
- 6. Service contracts
- 7. Fulfulling the terms of your contract
- 8. Stepping up to the next level

A. Central contracor registration worksheet

B. Offerer's representations and certifications applications worksheet

C. US Trade Agreements Act, designated countries

D. Unit of issue codes

If most small business owners are like me, then they don't know much about government contracts. The author says most small business owners are like me, and he was too about 30 years ago. Back then he decided to educate himself on government contracting and soon thereafter became a consultant to small business owners dispensing the knowledge and expertise he accumulated through research. Now some 30 years later he has decided to write the instant book so he doesn't have to verbally educate his clients on the basics of what he does for a living. The book has a number of URLs (Web links) included between its covers.

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