



# Federal Contracting Made Easy, Fourth Edition

*Scott Stanberry*

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## **Federal Contracting Made Easy, Fourth Edition** Scott Stanberry

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

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