



# ABOUT THE AUTHORS

## ABOUT MALCOLM PARVEY

As an independent sales and marketing professional for 30 years, Mal specializes in helping small businesses sell their products and services to the federal government. Based in Franklin, Massachusetts, he works exclusively with small businesses, assisting them in every aspect of the government marketplace, from finding appropriate opportunities and locating drawings or specifications, to completing the paperwork and following up on the awards. He offers services to submit the General Services Administration's "GSA Schedule" proposal and the Department of Defense's "E-Mall" program, as well as his expertise in all aspects of the federal government marketplace.

"I started looking into this market in 1977. I read everything I could find, went to seminars, visited agencies, and spoke to anyone that would talk to me. At a time when computers weren't on everyone's desk, much of the work had to be done through the mail. Written requests for information about a pending bid opportunity could take as long as 10 days to receive! While holding down a

full-time job and maintaining a wife and two kids it took me over two years to submit my first offer. After a few false starts, I put in an offer on behalf of a food broker to supply dairy products to five Veteran Administration hospitals, and we were awarded the contract! One reason for the success of this bid was that I was able to find out the current price of the contract through the Freedom of Information Act *before* we submitted our bid. A year later I had six clients and quit my job.”

Mal has worked with many different small businesses, in many diverse markets since then, so that his experience is not limited to just one type of business, but rather spans a wide range of companies in the commercial marketplace.

Mal has published this training book that gives small businesses the opportunity to get involved in this marketplace. By taking a step-by-step approach, the book allows small businesses with no previous knowledge of this marketplace to begin selling to the federal government.

“Many small businesses wish to get involved in this market, but have no-one to help them get started. This book shows someone with no experience in this marketplace exactly where to begin.”

#### ABOUT DEBORAH ALSTON

Deborah Alston was born in Great Britain, and attended the University of Wales in Swansea, where she obtained her Bachelor of Arts degree in English literature with honors. She has lived in the United States for more than 20 years. She has previously worked in the Information Department of a large biotechnology company, and has worked closely with Mr. Parvey for the last four years putting together this book. Deborah currently lives in Louisville, Kentucky, with her husband and two children.