

Your Small Business Can Get Federal Government Contracts!

The United States federal government is the biggest customer in the world. It buys 20 percent of all the services and products produced in the United States. But of the 22 million registered U.S. companies, fewer than 2 percent of them seek out this market. Why? Because small business owners don't know where or how to get these contracts.

Winning Government Contracts shows you the way. 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.

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, you will see how to find the results of the bid—which company was awarded the contract, the price of that contract, and the names and prices of all other bidders. Included in this book 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. Come on in!

As an independent sales and marketing professional, **Malcolm Parvey** has more than 30 years of experience helping small businesses sell their products and services to the United States federal government. He has completed hundreds of offers for clients from many different industries—from individual distributors to sub-contractors and service companies. Malcolm Parvey works exclusively in assisting small businesses with every aspect of the federal government marketplace. **Deborah Alston** has worked closely with Malcolm Parvey for the last four years putting this book together.

Also Available:

