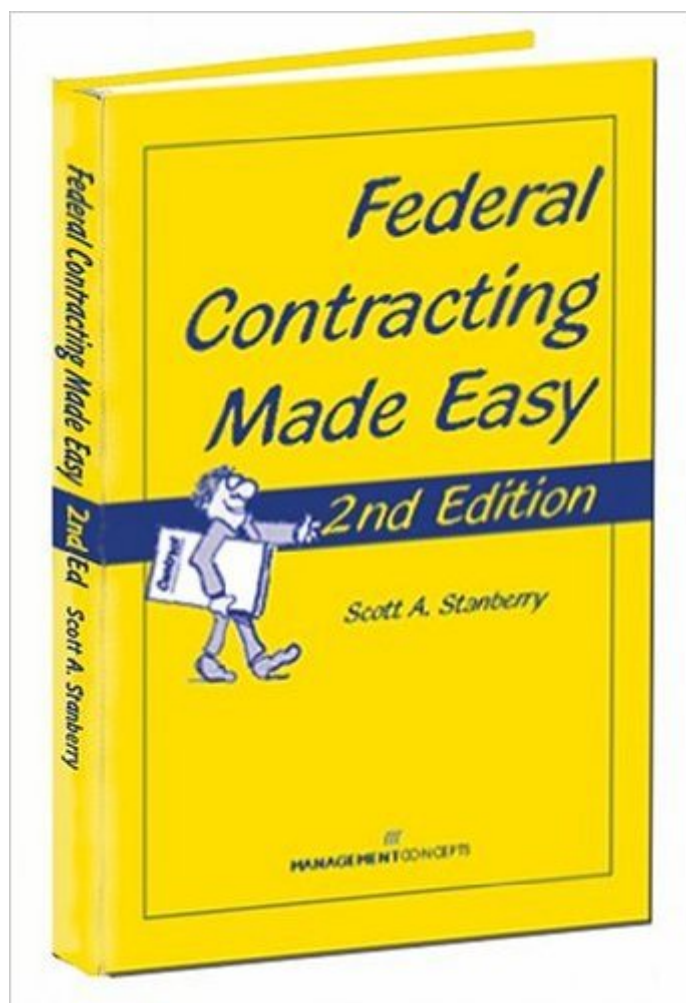


The book was found

# Federal Contracting Made Easy, Second Edition



## Synopsis

How to Find, Apply for, Win, Manage, and Get Paid for a Government Contract Here is a step-by-step guide to doing business with the biggest customer of all: the U.S. government. Written in plain English, not government jargon, *Federal Contracting Made Easy* explains the process in terms that are easy to understand and follow. This second edition has been completely updated with the most current resources available to federal contractors. Whether you are an entrepreneur seeking government business for the first time or a current contractor with years of experience, *Federal Contracting Made Easy* offers you a treasury of proven methods. You'll learn how to identify new contracting opportunities, enhance your efficiency, and boost your profitability when doing business with the federal government. With over 2,500 buying offices nationwide, the federal government needs a huge array of products and services. This practical handbook will help you find your opportunity.

## Book Information

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Average Customer Review: 4.4 out of 5 stars [See all reviews](#) (15 customer reviews)

Best Sellers Rank: #5,201,210 in Books (See Top 100 in Books) #88 in [Books > Law >](#)

[Administrative Law > Public Contract](#)

## Customer Reviews

Currently a member of the Federal Acquisition workforce, I see this book covers the gamut, as we know it. Particularly impressive is its coverage of GSA. GSA is a prime Federal market research tool. This can give prospective contractors an idea of what government organizations regularly buy, and government contacts for soliciting business. As an insider, there does still exist widespread indirect nepotism; cronyism; military who roll into contracts, and other versions of same (so much so that various government bodies such as Government Accounting Office handle contests of unfair play), so the better you know the rules of the game, the better your chances of getting in and getting your fair play of public funds. Government is pro small business; however, you have to slog thru

bureaucracy, and that means having the information to even get started and what to do. The driving force is supposed to be acquiring the "best value" for public funds for a requirement. This book can be a map to help you on your journey to propose how you can get the job done. If you know where you want to go, pick up this map, and get the edge to get there.

Having had several months of government contracting experience prior to reading, I found that this book covers its bases very well, explains all necessary concepts clearly (elaborating where necessary and with precise examples), and solidifies the structural framework of how contracting works. I would definitely not group this book with the "--- for Dummies" books, which are often vague and leave you lingering with questions. Written from the ground up; great as a fundamentals book for the seasoned contractor or as a starting block for those considering/beginning in the field.

**HIGHLY RECOMMENDED!**

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.

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.

This is a book for people who want government contracts. It does not help contract managers.

Quick summary: If you intend on getting into Federal contracting, this is a very simple starter book.

Lots of useful information and I've found quite helpful. Highly recommend this as a "must read" for all newbies in the business - you won't be disappointed. If you're experienced, don't bother getting this book - it's too basic and serves as an Intro 101 course summary.

Had great references for getting into government contracting... had most of the govt links and suggestions for succeeding with govt contracts

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