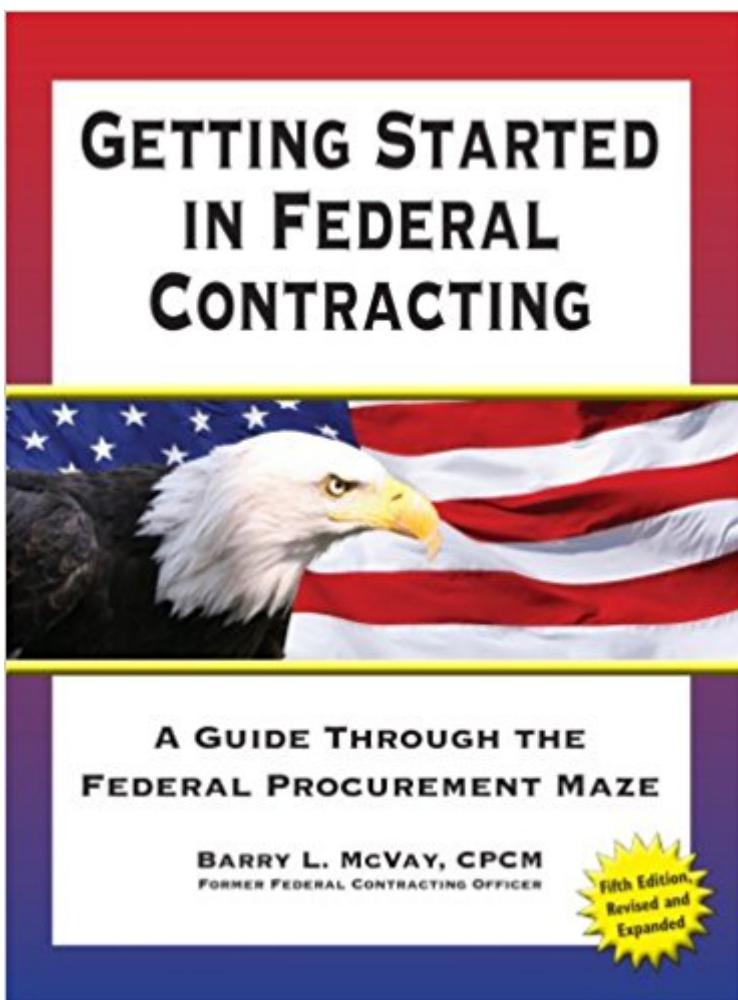


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# Getting Started In Federal Contracting: A Guide Through The Federal Procurement Maze, Fifth Edition



## **Synopsis**

The Federal Government contracts for \$450 billion worth of supplies and services each year from 500,000 contractors. The Federal Government is one of the very few areas of the economy that is growing its contract spending has doubled in the last decade and is expected to increase even more! The Government has established goals of \$100 billion in contract awards to small businesses, \$25 billion to minority-owned businesses, \$25 billion to women-owned businesses, and \$15 billion to veteran-owned businesses! For 25 years, **GETTING STARTED IN FEDERAL CONTRACTING** has been the standard reference for government contract information, guidance, and advice. Now, this revised and expanded fifth edition provides all the help you need to win your fair share of Federal Government business: How to locate contracting opportunities Key personnel Key regulations Internet sources of information Different types of contracts Electronic contracting Special set-aside programs for small, minority-owned, and service-disabled veteran-owned businesses Small business subcontracting goals for large businesses Simplified procedures under \$100,000 Bids and proposals Selling commercial supplies and services Selling foreign products Federal Supply Schedules Unique procedures for architect-engineering contracts and construction contracts Labor laws Protests against contract awards Contract administration How to protect your rights Integrity and ethics rules PLUS: Sample solicitation; Forms; Examples; Key websites; Abbreviations; Glossary; Detailed index; and Much More!

## **Book Information**

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## **Customer Reviews**

There may be as many manuals on how to do business with the government as there are federal

specifications for "dispenser, drinking water, nonmechanically cooled" or for "cups and lids, paper, cold drink." Most are similar, attempting to "translate" dense, bureaucratese-laden regulations and filled with reproduced forms necessary for federal contracting. One of the standout guides has been McVay's, now updated from the 1987 edition. McVay, a certified professional contracts manager and former federal contracting officer, covers the Federal Acquisition Streamlining Act (something of an oxymoron) passed in October 1994. Part of the intent of the new legislation is to make it easier for smaller businesses to sell to the government, and McVay provides invaluable guidance on how to take advantage of the new rules. David Rouse --This text refers to an out of print or unavailable edition of this title.

This revised, expanded third edition reflects new laws signed last October, which have made sweeping legal changes in the field: as such it's essential that this latest edition be consulted over prior titles. The new changes are fully explained and explored in a fine review of federal purchasing procedures and how they relate to contractors' efforts. --Midwest Book Review

This book was a godsend for me in that it is so thorough and written for those who are not experts in the field of federal contracting which certainly makes it better than other books I have tried. It is incredibly thorough in covering all aspects of federal contracting in an easy to read manner. I would highly recommend it as an introduction to the field, a desk reference, or a textbook. It is certainly worth more than it's current price.

Really useful. My professor had us read parts of an earlier edition and when I got a job in contracting, I got the new one. Great book!

I have a copy of the 3rd edition dated 1995. I suspect some of the Federal contracting information was outdated. I want to buy the latest edition. I saw this 4th edition on your web but cannot find the "year of publishing". Can you tell me? California buyer. 3/11/09

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