

Selling to the Federal Government: A guide for business



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There s money to be made in selling to the federal government. But if you don t know the ropes, getting it can be more difficult than getting the gold out of Fort Knox. In this long-needed book Jack Robertson shows you the ropes.

He cuts through the legal mumbo jumbo of clauses, conditions, terms, and specifications that characterize a Request for Proposal-and shows

you how to get your share of the profits to be made in selling to Uncle Sam.

Step by step, the author reviews the bid process from an agency's bid package to the preparation of a proposal to the final contract award. He explains the various types of bids and shows you how to handle each one, using actual case histories to demonstrate how the process works. And he shows you how to live with-and recoup from-a bid that was too low.

The book shoots down such myths about doing business with the government as all qualified bidders are equal and bureaucrats and contractors want to save money for the taxpayers! It also explodes the myth that small business newcomers can't beat out the big business veterans in the world's biggest marketplace.

作者介绍:

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