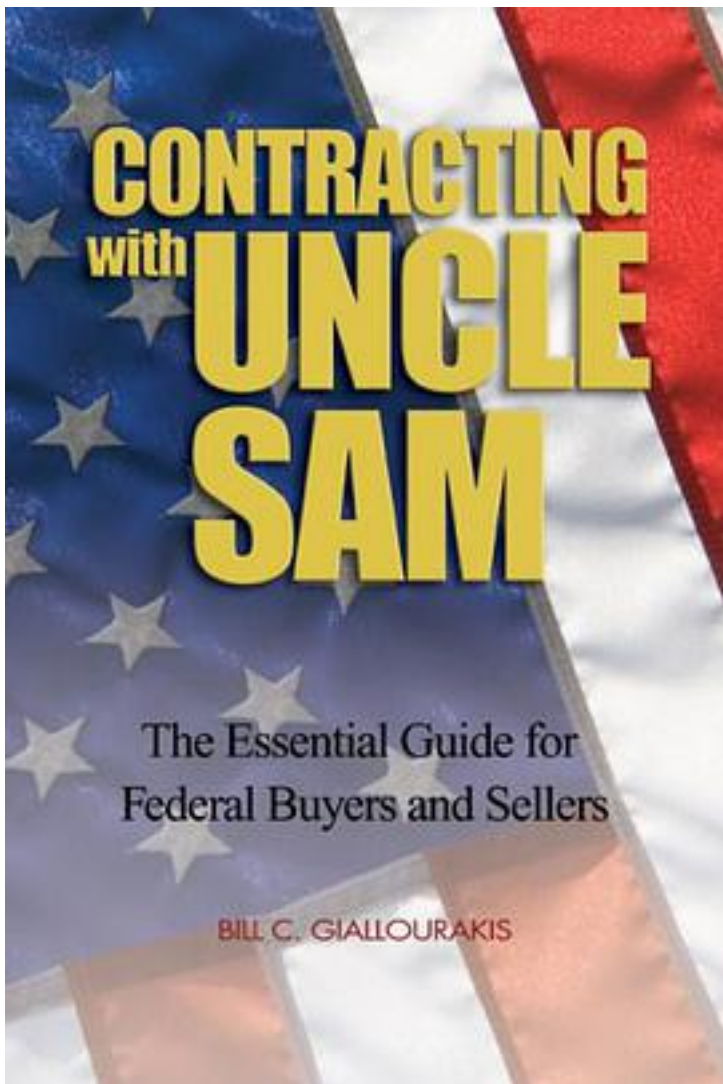


Contracting with Uncle Sam



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Written for federal contractors and their government counterparts who bid on, award, execute, or administer contracts, this guide makes complex federal contracting easy to understand. With many different eGovernment databases available on the Internet, the author realizes that those wanting to buy and sell with the government can easily get overwhelmed. Giallourakis, however, makes sense of the information presented on the Internet, alleviating much of the stress involved. An excellent primer for companies inside and outside the U.S., his book covers acquisition basics from the perspective of both buyers and vendors. Supported by numerous diagrams and illustrations, the text includes selected examples from the author's firsthand experiences and offers time-proven, established principles to use in trading with Uncle Sam.

作者介绍:

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