



# **The Definitive Guide to Government Contracts: Everything You Need to Apply for and Win Federal and GSA Schedule Contracts (Winning Government Contracts)**

*Malcolm Parvey, Deborah Alston*

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Â?(A) thorough and informative how-to guideÂ?

Â?Houston Business Journal

Â?Although the topic is usually tedious and complicated, this book explains everything in plain and simple language for the everyday small business owner.Â?

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Ã?Â?I liked this book a lot. It is very well written and outlined.Â?

Â?Jeff Lippincott; tax attorney and SCORE.org volunteer

The U.S. government is the biggest customer in the world! How can your small business get a piece of the pie?

The Definitive Guide to Government Contracts begins at the beginning, and assumes no prior knowledge of the government marketplace. Written in a clear, easy-to-understand language by experienced sales and marketing professionals, it takes you through every step of the process--finding the opportunities; understanding the requirements; registering your company and submitting your bid; shipping, packaging, and invoicing requirements.

The same step-by-step approach is used to explain the increasingly popular GSA contract, from researching the schedules, preparing the paperwork, and submitting your proposal, to the all-important marketing that is required once the contract has been awarded.

Thinking about selling to the federal government but don't know where to begin? The Definitive Guide to Government Contracts is all the help you need.

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