



How to Get Government Contracts: Have a Slice of the 1 Trillion Pie

By Olessia Smotrova-Taylor

Apress. Paperback. Book Condition: New. Paperback. 288 pages. Dimensions: 9.0in. x 6.0in. x 0.9in. How to Get Government Contracts demystifies the process of how a company can enter the government market, win its first and subsequent contracts, and then grow itself into a multi-million-dollar government contractor within a couple of years. It offers an insiders view into the latest best practices that government contractors use to succeed in an increasingly competitive market, and it shows exactly how your company can apply these techniques to build a strong business. Many companies venture into the government market with a certain naivet and pay a hefty price to find out that there is much more to winning a contract than writing last-minute proposals in response to publicly posted solicitations. To stop the bleeding of precious resources, they need to step back to learn how professionals win business in the federal arena. This book shows you how to find, for example, the best potential customers and opportunities for your company. It also explains the secret to winning consistently by conducting pre-proposal preparation (also called capture) and practicing a disciplined, process-based approach to proposal development. This book provides a recipe for winning government contracts over and over again, the way...



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