



The Complete Idiot's Guide to Getting Government Contracts

John C. Lauderdale III

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Inside strategies and tips for small businesses seeking government business.

This guide takes the small business owner through the different vehicles of the government procurement process, showing how the government selects a contract winner. It goes step-by-step from registration through the bidding process and beyond. And while the book is weighted to federal contracts, there is plenty of coverage on winning state and local contracts as well.

- In 2006, small businesses won \$77 billion in federal contracts
- Slow economy forcing small businesses to procure more contracts, at all levels of government
- Inside strategies and tips: a vast majority of small business owners know nothing about getting government contracts

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