



Contracting with Uncle Sam: The Essential Guide for Federal Buyers and Sellers

Bill C. Giallourakis

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This guide refreshes the procurement specialist as well as the experienced contractor, and prepares the beginner. The text serves as an excellent primer for qualified companies both inside and outside the U.S. that may bid on U.S. funded work. It gives a readable account of the U.S. Procurement system and allows one to easily understand what is expected when dealing with the U.S. government. The text is intended to remove the complexity and mystery from Federal contracting, both source selection and contract administration once the contract is awarded. The Book covers the “acquisition basics” from both the perspective of Buyers and Vendors. The book is not a dry repeat of federal regulations and statutes; nor is it a step-by-step marketing text. It can serve the buyer, engineer, business developer, logistics planner, entrepreneur, disadvantaged business, disabled veteran, the sole proprietor, or small business, profit or non-profit, as presented through the experiences of a lawyer-engineer practitioner. Detail Resource Notes for each chapter are included at the end of the book along with a Topic Index for expanded quick reference.

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