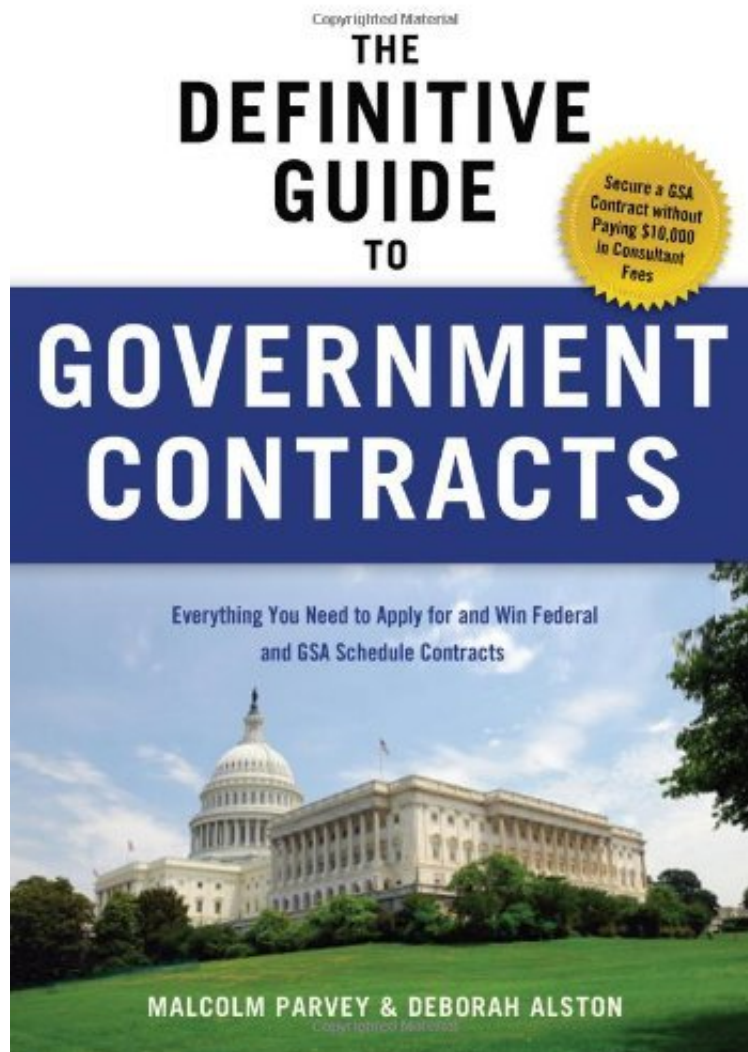


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# The Definitive Guide to Government Contracts: Everything You Need to Apply for and Win Federal and GSA Schedule Contracts (Winning Government Contracts)

Malcolm Parvey, Deborah Alston  
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Malcolm Parvey, Deborah Alston : The Definitive Guide to Government Contracts: Everything You Need to Apply for and Win Federal and GSA Schedule Contracts (Winning Government Contracts) before purchasing it in order to gage whether or not it would be worth my time, and all praised The Definitive Guide to Government Contracts: Everything You Need to Apply for and Win Federal and GSA Schedule Contracts (Winning Government Contracts):

4 of 4 people found the following review helpful. Some good info, but very outdated and not well organized  
By SuSu  
Overall, this book would have been great 15 years ago. Though it was written in 2010, it references the Dept. Of Veterans Affairs as the "Veterans Administration" which it hasn't been called since the late 80's. Not only that, it barely touches on IT contracting - one of the largest sectors at over \$100,000,000,000.00 annually! It references websites and technologies that have long ago been replaced and doesn't mention, even at a passing glance, any of the new contract vehicles such as the VA's \$12B T4 contract. It spends too much time on manufacturing contracts and GSA and not NEARLY enough on IT and subcontracting opportunities. Only use this book if you are interested in the HISTORY of government contracting.  
4 of 4 people found the following review helpful. Good reference, but already behind the curve  
By Customer  
This is a good book for the contract manager, contract administrator or contract lawyer, but for someone new to the game, this may be a bit overwhelming. There is tons of information about all things GSA; however, it falls short in providing information on how to write a GSA proposal. While I wouldn't discourage anyone from buying this book, as some of the information in it truly is invaluable, purchasers need to have realistic expectations about what is covered. Additionally, the GSA MAS program is constantly changing and some of the information in the book I got is already outdated.  
0 of 0 people found the following review helpful. VERY GOOD INFORMATION  
By E. Lopez  
GOOD INFORMATION

(A) thorough and informative how-to guide  
Houston Business Journal  
Although the topic is usually tedious and complicated, this book explains everything in plain and simple language for the everyday small business owner.  
FindLaw.com  
I liked this book a lot. It is very well written and outlined.  
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.