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

*Olessia Smotrova-Taylor*

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**Olessia Smotrova-Taylor : How to Get Government Contracts: Have a Slice of the 1 Trillion Dollar Pie** before purchasing it in order to gauge whether or not it would be worth my time, and all praised How to Get Government Contracts: Have a Slice of the 1 Trillion Dollar Pie:

1 of 1 people found the following review helpful. Well written, well organized By KGFOur company has been lightly involved with government business as a sub-contractor for years. This book is fairly current (2012) in a rapidly changing environment, comprehensive with excellent ideas and direction as to how to develop an overall plan to

approach government business. It is direct, clear, credible and provides an excellent road map of all issues that must be faced in developing an effective plan. There is a lot to comprehend and many issues to consider when building a government business development initiative and this book provides an excellent start. It is rich with sites to visit to perform research and gather critical information. It provides great insight as to how the contracting process really works and how to participate effectively. It is light on providing direction to the sub-contractors but it is important to understand how the Prime's work in order to successfully approach them for teaming and/or sub-contracting work. The writing is very readable, understandable. Well worth the price. 3 of 3 people found the following review helpful.

Excellent Resource  
By Steve W. We own our own business primarily doing work for the federal Government that has been in business for over 10 years. I lead a majority of the business development effort, and as a result, I have a large library of reference books that support my efforts. Olessia's book is one of the most comprehensive available, and is useful enough that I not only have a hard copy, but also the kindle version that I have highlights in and can access on my iMac, Macbook Pro, and iPad if so desired. A worthy contribution to anyone's business development library, and a MUST for anyone starting out in small business contracting. 0 of 0 people found the following review helpful.

Outstanding Resource for Small Businesses  
By Mrs. Ilona Goanos I had the pleasure of participating in one of Olessia's workshops this past year at a national conference. Her presentation was so impressive that I wanted to access more of her work. I am a small business federal contracts consultant, and was very pleased with her information-packed book "How to Get Government Contracts". She covers most EVERYTHING contractors need to know on how to get into the federal contracts market. She infuses her book with practical advice whether you are a sole proprietorship just starting out, or a larger sized business. She gives web site references, as well as software recommendations, and step-by-step guidance to help small businesses navigate the federal contracts world. This is a very well-researched all inclusive resource, and she packs a ton of information into her 253 page book. Well worth the investment.

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 insider's 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 naivete; 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 seasoned government contractors do it. After reading this book, you will know exactly what to do to position your company to win a government proposal before a solicitation becomes public, including building customer relationships, gathering intelligence, developing a "win strategy," performing competitive analysis, selecting the best teammates, and developing a solution. As a result, you will apply professional techniques to organizing your proposal effort, outlining a proposal document, and writing RFPs that persuade evaluators to award the contract to you. What you'll learn

The scope of federal contracts and grants and where to find information about them. How to get information about potential contracts before they are advertised. How to prepare your company to win contracts before submitting proposals. How to abide by federal acquisition rules that guide your proposal and govern your work for the government. How to take advantage of set asides for businesses owned by women, veterans, minorities, and others. How to prepare a proposal that wows government customers and wins contracts. How to get a steady stream of work from the government. Who this book is for

This book is for individuals and companies wishing to get a piece of the \$1 trillion the U.S. federal government spends each year in contracts and grants.

About the Author  
Olessia Smotrova-Taylor, AF, APMP, president and CEO of OST Global Solutions, Inc., has 18 years of experience in business development, communications, and marketing, including 12 years in contract capture and proposal management. She led winning bids for four out of the five top government contractors, winning more than \$19 billion over the course of her career. She consults and teaches others how to get contracts with the government and large commercial organizations, as well as developing processes, tools, and Bid Proposal Academy courses that enhance business developers abilities to win business. She serves as the President of the Association of Proposal Management Professionals (APMP) National Capital Area Chapter. She is recognized as an APMP Fellow for her contributions to the field of capture and proposals the highest honor in the business development profession. Prior to supporting a number of Fortune 500 companies and small businesses as a proposal consultant and growing her own company, she worked as a business developer for Raytheon and Lockheed Martin and wrote for the Financial Times of London.