

Understanding the Processes of Government Contracting

Not only does government contracting seem difficult with its myriad of rules and regulations, some people even hold the erroneous notion that the government gleefully pounces upon the innocent potential contractor in the event the tiniest regulation misstep is made, reports Federal Vesting Government Consultants in a white paper.

“This simply isn’t true,” the paper says. “The government not only actively seeks out small business participation when it buys products and services, but it also goes to great lengths and spends lots of money in outreach programs to find good, qualified small businesses to be its suppliers. For example, it will provide information that will help you bid with minimal risk. Just by asking, you can find out how much the government bought the last five to 10 times, who they bought from, and how much they paid. That information certainly wouldn’t be available from your commercial customers.”

The paper examines these procedures and rules:

- Government procedures
- Government laws and regulations
- How FASA effects you
- Chart of laws affecting government contracting
- FAR: Federal Acquisition Regulation

Read the white paper.