

Contents

| | |
|---|-----|
| <u>A Word From the Authors</u> | 5 |
| <u>Introduction</u> | |
| The 25 Biggest Misconceptions About Federal Contracting | 7 |
| <u>How to Use This Book</u> | 12 |
| <u>Chapter 1</u> | |
| Introduction to Federal Government Sales | 15 |
| <u>Chapter 2</u> | |
| Searching the Federal Business Opportunities Website | 35 |
| <u>Chapter 3</u> | |
| Electronic Quoting: the Defense Logistics Agency's Internet Bid Board System (DIBBS) Website | 77 |
| <u>Chapter 4</u> | |
| Additional Procurement Sites | 103 |
| <u>Chapter 5</u> | |
| Step by Step Through a Typical Solicitation Document | 125 |
| <u>Chapter 6</u> | |
| Service Contracts | 145 |
| <u>Chapter 7</u> | |
| Fulfilling the Terms of Your Contract | 159 |

| | |
|-------------------------------------|-----|
| <u>Chapter 8</u> | |
| An Introduction to the GSA Contract | 175 |
| <u>Chapter 9</u> | |
| Preparing Your Submission | 197 |
| <u>Chapter 10</u> | |
| After the Award | 233 |
| <u>Appendix</u> | 253 |
| <u>Index</u> | 283 |
| <u>About the Authors</u> | 287 |