

## Government Contract Guidebook 2013 2014

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The facts, myths and perceptions of contracting with the Federal Government of Canada.

The United States federal government is the biggest customer in the world. It buys 20% of all the services and products produced in the U.S. But of the 22 million registered U.S. companies, fewer than 2% of them seek out this market. Why? Because small business owners don't know where and how to get these contracts. Winning Government Contracts will change that. It begins at the beginning, assuming no prior knowledge of the government marketplace and its sometimes complicated terminology. Written in a clear, easy-to-understand language by experienced sales and marketing professionals, this book takes you through the registration and bidding process step-by-step. All the terms used in government contracts are explained in plain English. Winning Government Contracts shows you where to find the sales opportunities on the Internet, then guides you through every step in your quote, whether submitted electronically or on paper—explaining the jargon and outlining the exact information that needs to be entered. You will learn how to download drawings and specifications, understand shipping and packaging requirements, and find out how much the government is currently paying for an item before you submit an offer. The book also highlights areas where beginners need to be particularly careful, such as remembering to include shipping costs when you offer the government your best price! After the offer has been submitted, the book explains how to find the results of the bid—which company was awarded the contract and its price, as well as the names and prices of all the other bidders. Included is the government's system of inspection, acceptance, invoicing, and payments, as well as the specific requirements for service contracts such as Statements of Work, Wage Determinations, and Technical Proposals. Whatever your business, the federal government is a marketplace you can enter. Winning Government Contracts will show you the way.

Contract and procurement fraud, collusion, and corruption are worldwide problems. Such wrongdoing causes federal, state, and local governments, as well as private-sector corporations and businesses, to lose funds and profits, while the wrongdoers unjustly benefit. Bid riggers conspire to eliminate fair and open competition and unjustly increase prices, allowing some to monopolize industries. Too often, contracting officials and others responsible for placing orders or awarding contracts compromise their integrity and eliminate fair and open competition to favor vendors offering bribes or gifts. This results in unfair playing fields for vendors and causes financial losses for businesses, government agencies, and taxpayers. Charles Piper's Contract and Procurement Fraud and Corruption Investigation Guidebook educates readers on fraud and corruption schemes that occur before, during, and after contracts are awarded. This book teaches not only how to identify such wrongdoing, but also how to investigate it and prevent recurrence. Piper shares the Piper Method of Conducting Thorough and Complete Investigations, his innovative and proven method of investigating contract and procurement fraud, and demonstrates its principles with personal, on-the-job examples (which he calls "War Stories") woven throughout the text. Intended for criminal justice students, as well as investigators, auditors, examiners, business owners, policy-makers, and other professionals potentially affected by fraud, this book is a must-read guide to effective procurement and contract fraud investigations from inception to testimony.

Public-Private Partnerships for Infrastructure - Principles of Policy and Finance, Second Edition explains how public private partnerships are prepared, procured, financed, and managed from both the public- and private-sector perspectives. As the use of public private partnerships continues to develop world-wide, both in the area of public policy and private financing and contracting, the Second Edition of this leading textbook: Captures and explains the latest approaches, providing a comprehensive all-round guide for those on both the public- and private-sector sides of the table Emphasises a step-by-step approach within a comprehensive, cross-referenced format Includes clear explanations of PPP evaluation, structuring and financing concepts for the benefit of those new to the topic: no prior knowledge is assumed or required Provides detailed reference points for more experienced practitioners Draws from the authors' experience and practice in PPP markets worldwide to provide a perspective on practical application of the key underlying principles Includes an extensive glossary of technical and financial terms used in the PPP sector Includes more technical information and a stronger legal perspective than other books Emphasizes a step-by-step approach within a comprehensive, cross-referenced format Expands and updates the historical backgrounds and political contexts of public-private partnerships

Our national security increasingly depends on access to the most sophisticated and advanced technology. Yet the next time we set out to capture a terrorist leader, we may fail. Why? The answer lies in a conflict between two worlds. One is the dynamic, global, commercial world with its thriving innovations. The other is the world of national security, in which innovation is a matter of life or death. The conflict is about secrecy. Innovating in a Secret World is a detailed examination of the U.S. government and innovation landscapes and of the current trends in often secret national security-related research and development (R&D). Based on case studies, detailed research, and interviews with executives at Fortune 500s, startup entrepreneurs, and military directors and program managers, this accessible and timely book is a must-read. Tina P. Srivastava evaluates whether the strategy of technology innovation in the world of national security leaves certain innovations behind or unintentionally precludes certain classes of innovators from participating. She identifies the unintended consequences and emergent behaviors of this conflict. This examination unfolds in a complex, dynamic system that includes the legal framework in which technology innovation must exist. For more than a decade Srivastava has been on the front lines of cutting-edge technology innovation. She suggests focusing on an emerging class of R&D strategy called "open innovation"—a strategy that broadens participation in innovation beyond an individual organization or division traditionally assigned to perform R&D activities. Through compelling stories of commercial and early government applications, she shows how open technology innovation strategies can enable, accelerate, and enhance technology innovation. Successful incorporation of open innovation into the previously closed U.S. government R&D landscape can yield profound benefits to both national security and global leadership.

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Draws on behavioral psychology and economics to trace U.S. policy changes that reflect smarter and simpler government practices while preserving freedom of choice in areas ranging from mortgages and student loans to food labeling and health care.

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