

The small-business guide to government contracts: how to comply with the key rules and regulations . . . and avoid terminated agreements, fines, or worse

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Abstrak

Each year, the federal government awards billions of dollars in small-business contracts. It's both the lifeblood of hundreds of thousands of companies and a quagmire of red tape. One misstep can result in hefty fines, cancelled contracts - even jail time. "The Small-Business Guide to Government Contracts" puts a wealth of specialized legal counsel at readers' fingertips. It's the one book that looks beyond winning a piece of the \$500 billion pie and concentrates on the crucial but complex Federal Acquisition Regulation (FAR) and other rules required for keeping the contract alive and avoiding penalties. Clear answers to the most important compliance questions are inside, including: is a small business really small?; Who is eligible for the HUB Zone, 8(a), SDVO or WOSB programs?; What salaries and benefits must be offered?; What ethical requirements must be followed?; When does affiliation become a liability? No one can afford to be lax with the rules or too harried to heed them. This book helps contractors meet their compliance obligations - and keep the pipeline flowing.