

GET THE CHEESE, AVOID THE TRAPS: An Interactive Guide to Government Contracting

Chapter II The Language of Government Contracting

Think about your business and answer each question before moving on. Record your results.

As you enter into the governmental system you must also understand how they interact with each other. It is understood that the process can be quite confusing, but gauge your expertise by taking this pre-test. Once you read the meanings, come back and answer these questions again.

Here We GO!

1. What does procuring means and how does it tie into the governmental system?

2. What is contracting and how does it tie into the governmental system?

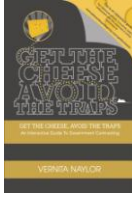
3. What is the difference between procuring and contracting?

4. In working with the government who is classified as the buyer and their level of responsibility?

5. What is a supplier? How does it tie into working in the governmental system?

6. Who are the key players from contract solicitation to payment?

7. Who is the key player responsible for signing off on a contract?



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8. Who is the key player responsible for managing a contract?

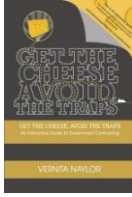
9. What key player is responsible for taking extensive training and staying up-to-date on the latest rules and regulations of government contracting?

10. Do you know the steps in the contracting cycle? Why is it important?

11. Whose job is it to advocate on your behalf and provide you guidance in working with the government?

12. How much assistance is this advocate able to provide you?

As previously mentioned consider the many combinations of how your product or services can be used in a classification search. Once you find them, see how the cross-references play into your business as well. Remember the objective is to cover as many classifications for your business as you can. Using your own business locate opportunities using the codes previously discussed. Put your results here:



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There could be others, but these are merely some examples of how to think differently. By allowing yourself to think differently you open the doors to other opportunities for your business. You never know what could happen unless you try. Look for some indirect opportunities for your business. Put your results here:

Get acquainted with the classification tools. More codes, better chance. One incorrect or missing code could be as close as missing out on additional revenue for your business.

Now test it again using your product or services (direct and indirect) using the codes below:

NAICS

SIC

PSC

FSC
