

# ZERO TO A BILLION

61 Rules Entrepreneurs  
Need to Know  
to Grow a  
Government  
Contracting  
Business



**David Kriegman**  
former Chief Operating Officer  
SRA International

Foreword by  
Stan Soloway

# Zero Billion Entrepreneurs Government Contracting

**United States. Office of Management  
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## **Zero Billion Entrepreneurs Government Contracting:**

**Zero to a Billion** David Kriegman, 2018-07-27 The federal professional services market is one of the world's largest and one of the most competitive. Companies struggle to compete and prosper. In *Zero to a Billion*, David Kriegman, former SRA International executive, presents techniques to help companies succeed where many have failed. His book goes beyond standard compliance books to provide answers to questions like these: Why do some companies grow while others stagnate or go out of business? How do you differentiate yourself and compete with much larger companies? Why do you lose work when the customer says you are doing a good job? How do you attract, retain, and motivate top talent? Why do some acquisitions succeed while others are considered less than a success or even a failure? Kriegman draws on his thirty years of experience to illustrate the essential lessons of strategy, business development, cultural issues, and operations with real-world examples and actionable ideas. The book is recommended for new and mid-career managers as well as seasoned executives. [The Effectiveness of the Small Business Administration](#) United States. Congress. Senate. Committee on Homeland Security and Governmental Affairs. Subcommittee on Federal Financial Management, Government Information, and International Security, 2006 **The Role of Small Business in Recovery Act Contracting** United States. Congress. Senate. Committee on Small Business and Entrepreneurship, 2011 **Federal Contracting** United States. Congress. House. Committee on Oversight and Government Reform. Subcommittee on Government Management, Organization, and Procurement, 2008

*Federal Contracting Made Easy* Scott A. Stanberry, 2012-12-01 Federal contracting easy. With the fourth edition of *Federal Contracting Made Easy*, it is whether or not you consider federal contracting easy, it is certainly easier with this guide. Used successfully by thousands of contractors and feds, this book offers practical, hands-on, no-nonsense advice. Now in its fourth edition, *Federal Contracting Made Easy* lays out the entire federal contracting process in a readable and easy-to-understand style. This book covers how government procurement works, what you can do to cut through the red tape to speed your way to winning a contract, who the key players are, and tips for overcoming obstacles. New in this edition: Discussion of government-wide acquisition contracts (GWACs); Updates on women-owned small business; New status of service-disabled veteran-owned small business; Expanded list of relevant websites and resources; Introduction to the new System for Award Management (SAM). Whether you are about to enter the competitive world of federal contracting or have been bidding for contracts for years and are now looking for updated information and ideas, this is the book you need. The federal government awards billions of dollars in contracts for goods and services every year. This book will help you win a piece of that business.

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