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Government Contracting 101 with Shakeia Kegler

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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.

Elements of Government Contracting combines two previous books, Elements of Contract Formation and Elements of Contract Administration, to make one comprehensive resource. This convenient reference covers the entire procurement spectrum from the beginning of the process through claims and disputes in a straightforward, easy-to-read manner. The first part of this book explains the important elements and issues involved in the formation of government contracts, including the two primary methods of contracting. The next part addresses the factors critical to contract inception, performance and completion, and outlines the rules for contractors in the administration of a government contract. Fully updated, Elements of Government Contracting includes sample letters to contracting officers, as well as practical tips at the end of each chapter. In addition, it has an appendix on how to get a Multiple Award Schedule Contract and avoid pitfalls in performance.

Go Beyond the FAR! The guidance contained in the almost 2000 pages of the Federal Acquisition Regulation and the various agency supplements are just a part of the resources government acquisition professionals need to do their jobs effectively. Accessing and understanding case law is equally important to a thorough understanding of government contracting. Legal decisions explain the Government Accountability Office's and the courts' views on how procurement statutes and regulations apply in a wide range of situations. Case law also gives potential bid protesters and agencies a way to gauge the likely outcome of a protest. Until now, it has been difficult to find and understand the legal decisions that could be relevant to a particular situation. Key Case Law Rules for Government Contract Formation changes that by organizing and explaining the most important protest grounds in a readily accessible and comprehensible way. With an emphasis on more recent cases, the book is organized around the key protest grounds, such as pricing issues, allegations that the government wrongfully prevented competition, or improper sealed-bidding procedures. Bridging the gap of understanding between the legal and the contracting communities, this book is a much-needed addition to the essential resources for acquisition professionals.

This key text for the building team is an authoritative guide and gives a detailed account of the team's roles and responsibilities, with best industry practice required to ensure that building projects meet clients' expectations on time, cost and quality. The second edition of The Aqua Group Guide to Procurement, Tendering and Contract Administration has been edited, enlarged and updated by a high-profile author team with unparalleled experience of both private and public sectors, as well as of teaching on QS courses. It covers the entire building process from inception to final account and throughout, the emphasis is on current best practice. This edition has new material on the CDM regulations; JCT contracts; the RIBA Plan of Work; the RICS New Rules of Measurement; BIM; and Sustainability - as well as a general update for industry changes, especially on procurement, internationalisation, and PFI. With clear and thorough explanations, you are taken through self-contained chapters covering the detail of the briefing stage, procurement methods, tendering procedures, and contract administration. The period from starting a college course to successful completion of professional examinations represents a long and steep learning curve. The range of skills and the knowledge required to perform work efficiently and effectively might, at first, seem rather daunting. Although designed as an introductory textbook for undergraduates in construction, architecture and quantity surveying, The Aqua Group Guide offers an excellent overview of contract administration and will provide you with sufficient understanding to hold you in good stead for your early years in professional practice.

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.

Equal Employment Opportunity Compliance Guide, 2020 Edition is the comprehensive and easy-to-use guide that examines all the major administrative and judicial decisions, interpretive memoranda, and other publications of the EEOC, providing complete compliance advice that is easy to follow - as well as the full text of the most important EEOC publications - and more - on CD-ROM. This one-stop "EEO solution" delivers completely current coverage of compliance developments related to: Harassment - Including thorough coverage of the employer's prevention responsibilities Disability - Fully comply with all requirements including the accommodation of work schedules Religious discrimination - Keep current with the most recent developments, including "reverse" religious discrimination Gender-identity discrimination - Avoid high profile and potentially costly mistakes Previous Edition: Equal Employment Opportunity Compliance Guide, 2019 Edition, ISBN 9781543800043

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This new, fully updated sixth edition of Investors' Guide to the United Kingdom provides an authoritative and essential guide to the current investment climate in the United Kingdom. The Guide includes the principal sectors of opportunity for foreign investors, the grants and incentives available, the financial sector and the laws and business regulations that affect foreign investors, as well as guidance on taxation and financial accountability. In its World Investment Report 2013, the United Nations Conference on Trade and Development (UNCTAD) reported that global foreign direct investment (FDI) shrank by 18% in 2012. Against the trend, while FDI inflows to the USA declined by 26% and to the EU by 42%, the UK secured an annual increase of 22%, attracting US\$62 billion. Independently, Ernst & Young and the Financial Times confirm that the UK remained the number one FDI location in Europe in 2012. Aimed at foreign businesses of all sizes, from multinationals to SMEs and private investors in the UK, this unique guide offers in-depth briefings on the technical aspects of investment as well as business start-up, covering topics such as: Grants and incentives Competition law Company formation Financial reporting Business taxation Banking and Finance Commercial law Intellectual property Immigration Pensions and benefits Mergers & acquisitions Joint ventures The AIM market of the London Stock Exchange Investors' Guide to the United Kingdom is published in association with UK Trade & Investment and includes a Foreword from Michael Boyd, Managing Director Investment, UKTI.

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