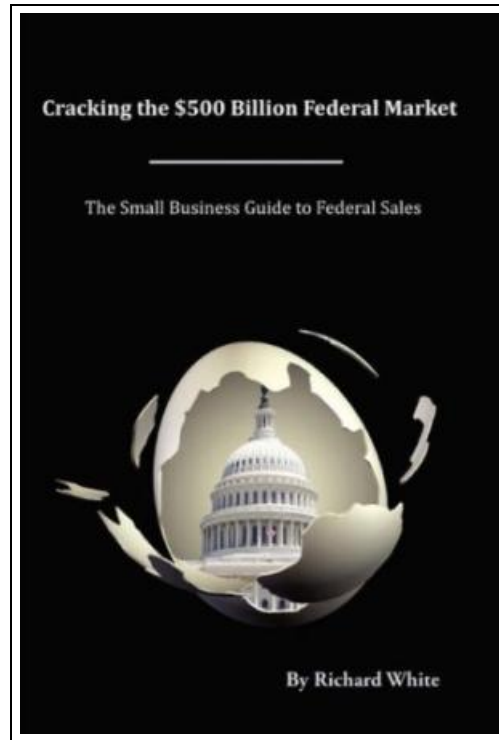


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Richard White, United States, 2008. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****. Cracking the Federal Market examines the challenges faced by small businesses hoping to break into the federal market. The thought of entering the federal market strikes fear in the hearts of many citizens. Most outsiders view it as a competition dominated by behemoths such as Halliburton and Lockheed Martin. While it is true that the market is dominated by insiders and the red tape involved with the selling in the market can be confusing, none of the barriers to market entry make it impenetrable in any way. Many small businesses have watched the federal market from the sidelines with envy. Why not get off the sidelines and join the game? All you need to figure out is how the game is played. It is not that difficult once you clear away the fog of red tape. See through the haze and win your share of federal business. The author is the CEO of and has more than forty years of experience in federal contracting.

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