



# How to Sell to the U.S. Military: Learn How to Bid and Win Lucrative Government Contracts

*Brian Cook*

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Topics include...

Getting Started:

Outlines many of the basics that you will need to know to successfully bid on contracts, including:

- how to acquire specifications;
- details on the Federal Supply System;
- how to sign up for the mandatory Central Contractor Registration;
- where to find subcontracting opportunities;
- sources of procurement information, and more.

Products and Services Purchased by the Military:

The types of products and services regularly purchased by the U.S. Military are provided. You also get detailed contact information for major buying offices in the Army, Navy, Air Force, and the DLA.

Research and Development Opportunities:

Find out what the Research and Development opportunities are with each of the major military research and development activities. The principal interests of each R&D activity are also listed for your convenience.

Special Purchasing Offices:

Examines the categories of goods and services which are purchased by special purchasing offices, including merchandise for defense commissary stores, resale merchandise for military exchange services, and motion pictures and videotape production.

Offices that Provide Assistance to Small Business:

An extensive list of Government offices that provide assistance to small businesses, including Defense Contract Management Commands, the Small Business Administration, and the General Services Administration. These offices can help you find subcontracting opportunities and identify DoD contracting offices that are likely to buy your products or services.

You also get a comprehensive register of nationwide Small & Disadvantaged Business Utilization Offices, a glossary of Defense acronyms, and more.

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