



International Association of U.S. Government Contractors Announces New Federal Sole Purpose JV Matchmaking Service, Chip Ellis IAUSGC

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The International Association of U.S. Government Contractors (www.IAUSGC.org) announces a new federal Sole Purpose Joint Venture Matchmaking Service to pair small business owners with disabled veterans, American Indians and HUB zone companies in order to participate in federal government set asides to enable them to win large contracts from federal agencies like the VA Hospital System, Army and Air Force to name a few.

IA U.S. GC has announced today a new Sole Purpose Joint Venture Matchmaking Service to enable small business owners to speed the sale of their products and services to the federal government by joining with other small businesses who have federal set aside preferences. "Joint Venture rules let more participate in Federal Set-Asides," said Chip Ellis IAUSGC.

Here is how it works. Companies that do not themselves qualify for federal preferences can joint venture with other companies that are qualified with preferences, and thereby enjoy many of the benefits these preference programs offer. The focus is on matching regular small businesses with small businesses that have federal

preferences for disabled veterans, American Indians, or HUBZone (Historically Underutilized Business Zones). "This is an excellent way to take growing with federal contracting to a whole new level," explains Chip Ellis, IAUSGC.

The Sole Purpose Joint Venture must consist entirely of members that are "small businesses" under the applicable Small Business Administration (SBA) size standard, and one or more preference companies must have a majority of the profit interest.

Since 2008, the International Association of U.S. Government Contractors has coached over 1,500 small businesses successfully launch into the federal government marketplace. Chip Ellis believes that small business owners must have professional coaching to learn how to properly market their products and services to the federal government and now the FEDVICTORY Contracting Program is using Sole Purpose JVs to enable small businesses to take federal contracting a whole new level. Chip Ellis IAUSGC explains, "It's all about bringing the skills and resources like Sole Purpose Joint Ventures into a small business so they can do it themselves and not have to rely on expensive government consultants."

Those who are a small business owner and would like to make serious money with federal government contracts and need help exploring if the federal contracting is the right fit for their business than the FEDVICTORY Contracting Program presented by the International Association of U.S. Government Contractors may be a good option.

For more information, please use the contact information provided below.

About Chip Ellis IAUSGC:

The International Association of U.S. Government Contractors is located in Fort Lauderdale, FL. The Association's Mission is to enable small business to seriously grow profits by training and coaching owners to capture as many \$5,000 to \$25,000 federal contracts as they can handle by building relationships instead of bidding cold, misusing the GSA, enduring massive red tape or needing to hire expensive government consultants.

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For more information about IAUSGC, contact the company here: IAUSGCChip Ellis 305-357-6478 wellis@iausgc.org Fort Lauderdale, FL 33308

IAUSGC

Since 2008, we've been enabling small business owners to grow by selling to multiple giant federal government agencies.

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