



International Association of U.S. Government Contractors Announces No-bid Federal Contracting Program Chip Ellis IAUSGC

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The International Association of U.S. Government Contractors (www.IAUSGC.org) announces a federal government training and coaching program for IAUSGC small business members to capture contracts without bidding and without all the mind-numbing red tape normally associated with federal contracting.

Chip Ellis IAUSGC explains that as an added benefit to the FEDVICTORY Contracting Program, small business owners will be trained and coached on how to find and capture no-bid federal contracts. These contracts are also called "Sole Source" or "Test" contracts.

By "Googling" the Federal Acquisition Regulation (FAR) subpart 6.3 "Other Than Full and Open Competition" a small business owner can read under what circumstances they can win a federal contract without bidding.

The seven major justifications for awarding no-bid federal contracts are:

6.302-1 Only one responsible source and no other supplies or services will satisfy agency requirements

6.302-2 Unusual and compelling urgency.

6.302-3 Industrial mobilization; engineering, developmental, or research capability; or expert services.

6.302-4 International agreement.

6.302-5 Authorized or required by statute.

6.302-6 National security.

6.302-7 Public interest.

?To have any hope of capturing a no-bid federal contract, a small business owner must build a strong relationship with the purchasing officer.? explains Chip Ellis IAUSGC. He goes on to say that it?s all about the relationship. ?Our FEDVICTORY Contracting Program has three modules to prepare, start and build the relationships with federal purchasing offices to provide the small business owner the best opportunities to be awarded no-bid federal contracts.?

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 focuses on helping small business owners to prepare, start and build strong relationship with federal purchasing officers. Chip Ellis IAUSGC explains, ?It?s all about bringing the skills and resources, like building relationships with federal purchasing officers, into a small business so they can do it themselves and not have to rely on expensive government consultants.?

Small business owners that would like to make serious money with federal government contracts and need help exploring if the federal contracting is the right fit for the business then the FEDVICTORY Contracting Program presented by the International Association of U.S. Government Contractors (Chip Ellis IAUSGC) 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 Associations? 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: IAUSGCChipEllis@iausgc.org 305-357-6478 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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