



New IA U.S. GC Program Enables Small Business Owners to Win Federal Contracts Launched by William Ellis IAUSGC

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The International Association of U.S. Government Contractors (www.IAUSGC.org) announces a new small business coaching program to enable small business owners to win Federal Government Contracts within 12 months.

Small business entering the Federal Government market place now have a new coaching service available to them that can make it easier, faster and less expensive to win federal contracts. In the Federal Acquisition Regulation (FAR 19.502-2) it states ??that each acquisition of supplies or services that has an anticipated dollar value exceeding \$3,500 but not over \$150,000 is automatically reserved exclusively for small business concerns and shall be set aside for small business?? Yet last year, almost 9 out of 10 these contracts under \$150,000 went to big businesses instead. ?One reason for so many contracts that are set aside for small businesses going to big businesses is because small businesses just don?t show up,? says William Ellis IAUSGC.

The Small Business Administration (SBA) states that only 2% of small businesses in the U.S. that could and

should get a federal contract have even bothered to register. Another reason is when small businesses do show up, they don't show up properly. Small businesses need to ensure that their federal registrations are perfect.

William Ellis President of the International Association of U.S. Government Contractors experience is that if the federal registrations are done improperly then there is little confidence that the small business can do anything else right.

There are two federal registrations that must be completed before a small business can be awarded federal contracts. The first is the System for Award Management (SAM.gov) and the second is the SBA Profile inside the SAM.gov registration. The challenge is that very few small businesses can complete these two registrations properly. William Ellis IAUSGC explains, "After reviewing over 1,000 SAM Registrations over the past 8 years literally only a handful have completed them properly!"

This is where the new FEDVICTORY Contracting Program comes in. Since 2008, the International Association of U.S. Government Contractors has helped over 1,500 small businesses successfully launch into the federal government marketplace. William Ellis IAUSGC believes that small business owners must have professional help with the federal registrations and now the FEDVICTORY Contracting Program competes the SAM.gov and SBA Profile for the small business so that they can boldly go after federal contracts.

Early reports from happy clients seem to be confirming his sentiments: "William Ellis IAUSGC had my SAM.gov and SBA Profile federal registrations done properly within 8 weeks. Within a month I had sold \$40,000 to the Federal VA Hospital Administration and within 6 months I've sold over \$1 million to the VA!" says Arturo, a General Contractor.

With the current economy, obviously there is a growing desire for small businesses to enter the recession proof federal market place. This demand will only be increasing in the years to come as small business owners become more and more aware of the benefits of the growing by selling their products and services to the US Federal Government.

"The FEDVICTORY Contracting Program is the fastest, easiest lowest cost way for a small business to grow by selling to the Federal Government," says Association President William Ellis IAUSGC.

Small business owners that would like to understand if federal contracting is a fit for their business and if they can make serious money with federal contracts should explore IAUSGC Federal Contracting Follow-up Program presented by the International Association of U.S. Government Contractors.

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

About William 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: 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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