



IAUSGC Announces Three Federal Government Contracting Consequences of the Trump Election -Chip Ellis

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Donald J. Trump is likely to make many positive changes for small federal government contractors. The International Association of U.S. Government Contractors (www.IAUSGC.org) looks at three positive changes in this article.

Cancel Executive Orders Affecting Federal Government Contractors

President Obama has issued quite a few Executive Orders and Presidential Memoranda regarding federal government contracting. These Executive Orders impose tremendous additional requirements or restrictions on government contractors. Many government contractors, in turn, have objected to the use of Executive Orders to impose these additional, sometimes costly, requirements. In his "Contract with the American Voter," President-elect Trump stated that he will "cancel every unconstitutional executive action, memorandum and order issued by President Obama." Similarly, President-elect Trump's campaign website vowed to "cancel immediately all illegal and overreaching executive orders." Chip Ellis, Fort Lauderdale explains, "President-elect Trump has shared precisely the Executive Orders he sees as unconstitutional,

illegal, or overreaching, his planned actions could potentially result in lifting numerous restrictions placed on government contractors.?

Rejection of Obama Administration Procurement Policies

The Obama Administration's overt and categorical "preference for fixed-price type contracts" enunciated in President Obama's March 4, 2009, Memorandum for the Heads of Executive Departments and Agencies, is likely to be replaced by direction for public contracting professionals to effectively implement the guidance and requirements set forth in Federal Acquisition Regulation ("FAR") Part 16 regarding the selection of the appropriate contract type. Similarly, the current embrace of Lowest Price, Technically Acceptable ("LPTA") contracts in FAR Part 15 negotiated procurements can be expected to wane, and in its place, contractors may see a renaissance for traditional Best Value negotiated contracts based on reasonable and vigorous technical/cost trade-offs. Under President-elect Trump, public procurements will likely again seek to secure the best combinations of quality, delivery, price, and capabilities in negotiated procurements for products and services, eschewing the too often ill-fitting or underperforming solutions driven by a price-only acquisition strategy. Chip Ellis, Fort Lauderdale explains, "Price-only acquisition strategies embraced by city, county and state governments are not appropriate for the federal government. We welcome these changes?"

Focus on Commercial Item Contracting

Under President-elect Trump, the statutory preference for Commercial Items can be expected to enjoy a renewed emphasis and resurgence. Contractors can expect significant changes to current federal guidance aimed at constricting the products and services deemed to fall within the ambit of "Commercial Items." The "of a type" aspect of the Commercial Item definition will likely be emphasized and advanced to provide federal agencies and offerors alike with great latitude in characterizing specific products and services as Commercial Items. Chip Ellis, Fort Lauderdale explains that this will lead to more contracts for small businesses.

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 Certification Program is prepared to enable small businesses to take advantage of Donald J. Trump's federal contracting changes. Chip Ellis, Fort Lauderdale explains, "It's all about sharing the skills and resources and trends with the small business so that they can do it themselves and not have to rely on expensive government consultants.?"

For small business owner's who would like to increase revenues with federal government contracts and those in need of help exploring if the federal contracting is the right fit for their particular business type, than the

FEDVICTORY Certification 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 IA U.S. GC Chip Ellis Fort Lauderdale

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.

Contact Chip Ellis Fort Lauderdale

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IAUSGC

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

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