



# Federal Contracting Answer Book

*Terrence M O'Connor, Mary P Wangemann*

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## **Federal Contracting Answer Book** Terrence M O'Connor, Mary P Wangemann

Thousands of contracting professionals have relied on the Federal Contracting Answer Book as their trusted guide to the highly regulated world of government procurement. In each edition the book has offered timely and accurate answers to the questions that arise daily in this complex field.

Now in its third edition, this answer book is even more comprehensive. Written by experts who have extensive experience working in and teaching government contracting, the book includes all the latest changes and requirements.

The question-and-answer format enables quick look-up and a concise presentation of the information. In this edition, new questions and answers have been added on avoiding proposal errors, debriefings, procurement vocabulary, regulatory changes, and best practices. In addition to these updates and revisions, the third edition includes new chapters on earned value management, GSA schedules, and contractor qualifications.

Contents: Introduction to the Federal Marketplace • Introduction to Federal Contracting • Commercial Item Contracting • GSA Schedule Contracts • Subcontracting • Marketing • Ethical Pitfalls • Proposal Development • Cost Analysis • The Government's Price Evaluation • After Proposal Submission • Exchanges with Offerors • Final Proposal Revisions • Past Performance • Debriefings • Contractor Qualifications • Protests • Inspection, Acceptance, and Warranties • Earned Value Management • Closeouts • Contract Interpretation • Delay • Changes • Equitable Adjustments • Claims • Terminations • Fraud • Acronyms

## About the Authors

Terrence O'Connor, LL.M., Director of government contracts for Berenzweig Leonard, LLP, has practiced government contract law for more than 40 years. After 15 years as a federal government attorney, he went into private practice as a government contract litigation attorney. His publications include *Understanding Government Contract Law* and *Federal Procurement Ethics: The Complete Legal Guide*.

Dr. Mary Ann P. Wangemann, CPCM, PMP has worked in the government marketplace for the last 25 years. She currently runs her own training and consulting practice to help companies navigate the federal marketplace. In addition, she is on the faculty of several universities. She received the National Contract Management Association's National Education Award and the Blanche Witte Award for Excellence in the field of contract management.

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