

Contracting with the federal government

Business



Contracting with the Federal Government Contracting With the Federal Government A hybrid is a contract that involves both goods and services. Hybrid contracts reduce actions related to multiple contracts. The preferred way that is recommended is auctioning, where business owners are able to compete for contracts. Direct negotiations with the chosen contractor guaranteed with competitive proposals being submitted. Elements of bidding suit the relevant situations that can be utilized advantageously. Direct source contracting can be appropriate in the case of little or no competition. Negotiation is important and the most common method that is used in the contract awarding, negotiation skill, are important in attaining the desired contract. There are two negotiation styles competition and cooperation. Cooperative involves forest contracts that are long-term with ongoing relation to the contractor (Frey & Frey, 2001, p. 18).

Sealed bidding

Government contracts in sealed bidding are competitive when the relevant requirements are clearly complete and accurate. An invitation made to bid is the method used in sealed bidding. It includes the condition of purchase, payment, packaging, shipping and delivery all these are to be submitted before the deadlines the designated invitation time for will allow the bids to be available at the purchasing office. The bids are then read to the buyers and recorded. The contract is then awarded to a low bidder who is determined by what the government needs and what the agency has to offer (Frey & Frey, 2001, p. 150).

Changes in the contract- The needs of the state change regularly, the contracts, have a clause that authorizes the government to change the terms of the agreement that can steer the contract the way the government

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wants, but within the borders of the agreement. If the contractor does not agree to these changes or be flexible for them, then, the contract can be terminated (Frey & Frey, 2001, p. 450).

Micro-purchases are those purchases under the \$2500 threshold. The purchases can have competitive quotation. If the price is determined by the grantee to be reasonable and fair.

These purchases should be distributed equitably to qualified suppliers without being split to avoid competition above the threshold.

Small business owners could benefit from a local navy base in ways that include:

The vendors will be able to get paid more quickly within a short period of time.

The ability to respond rapidly to an order made in twenty to thirty minutes.

In case the vendor does not have the necessary merchandise. Then the base can look for another vendor who will sell the merchandise to them

(Schermerhorn, 2011, p. 250.)

The benefits derived from the microfinance are accessible; since banks do not give small size loans with this the individuals are able to get loans to get cards from banks that they can use to finance their businesses

Better mode of loan repayment-this helps to empower people with much safer investment for those who get the loans.

Extending education-the vendors are able to go to workshops that give them methods that can be used to increase their income (Schermerhorn, 2011, p. 250).

Improved social-life and welfare it can improve assets and resources that they have led to better health and better access to health resources.

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Sustainability-this gives the vendors the ability to develop themselves with the help of the necessary benefactors (Schermerhorn, 2011, p. 250).

References

Frey, M. A., & Frey, P. H. (2001). Essentials of contract law. Albany, NY:

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Learning.

Schermerhorn, J. R. (2011). Management. Hoboken, N. J: Wiley