

Assignment 2: contracting with the federal government

Business



Contracting with the Federal Government Question Examine the advantages of the hybrid contract to the small-business owner, and why the government is likely to choose you in the sealed-bidding process.

The modern government environment is in need of hybrid businesses. The life span of new technology is short as one can see that the invention of new technology takes place almost every day. Government is regularly in the need of private companies that could provide them with easy solution. To fulfill this purpose the government regularly looks for small businesses that have experience and techno problem solving skills.

It is because of the recent mergers and acquisition in the government and defense sector, which has increased the importance of building relationship with business organizations hybrid functions. It is clear to the government that small-businesses do possess the hybrid attributes and qualities that would help in strengthening customer relationship. Therefore the hybrid contracts can bring many advantages to the small business owner if they have the ability to fulfill the needs of the government (Grossman, 2008).

Seal bidding process is a way of contracting of government when the requirements mentioned by government are complete, accurate and clear. In the sealed bidding process the government is likely to choose businesses who bid the lowest. The government does not consider the size of the business while awarding contracts rather they just look at the proposal been made by the firm. There are equal chances of selection of small businesses as well as large firms in the sealed business process as long as the bidding offered by the firm is acceptable and profitable for the government (Beesley, 2012).

Question 2:

Determine how a small business could benefit from the use of micro-purchases at the local navy base.

The purchases made by the local navy base can be categorized into three type i. e. micro purchases, small purchases and large purchases. The purchases that are under \$3000 are considered to be micro purchases and they are made by the navy through P-card. The naval buyer for the purpose of fulfilling its needs looks into the inventory provided by the government. It then moved towards the small business for carrying out micro-purchase. Thus the small business owners can profit from the micro-purchase made by the local naval base. Small businesses deliver faster than any large firm and the offering made by them is quite reasonable too, therefore the government looks forward to the small businesses to make micro-purchases for them. The naval base can be quite a beneficial customer for small businesses because it has the second largest location after the American Army. On the other hand there are several private and local agencies that help small business to get the contracts from government. If a small business owner succeeds in getting the contract of the local naval base then it opens the door of opportunities for the business. The micro-purchase of the naval base alone provides different benefits to small businesses. Small businesses after the acquisition of the naval contracts must struggle to gain their trust for gaining further orders (Unlock the secret to selling to the Military, 2013).

References

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