



Doing Business with the World's Biggest Customer: Proposal Management: .a Guide to Federal Contracts

By David K Storey

Govtips.Biz, United States, 2010. Paperback. Book Condition: New. 241 x 188 mm. Language: English . Brand New Book ***** Print on Demand *****.The GOVtips book, Proposal Management is written by an experienced proposal manager with a history of winning hundreds of millions of dollars for large, mid-size and small businesses. It has been developed as a hands-on guide that can function as a checklist for the most experienced proposal leader to provide to team members or as a true learning tool for a new team member assigned the responsibility for managing the proposal efforts of a small firm. The book includes templates and checklists that can quick start either developing or improving the proposal management process in your firm. This book not only shortens the learning curve of how to produce winning proposals but can also be the standard operating procedure for one of the most important processes for growing any size company when competing in the federal marketplace.



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