

# ZERO TO A BILLION

61 Rules Entrepreneurs  
Need to Know  
to Grow a  
Government  
Contracting  
Business



**David Kriegman**  
former Chief Operating Officer  
SRA International

Foreword by  
Stan Soloway

# Zero Billion Entrepreneurs Government Contracting

**David A. Kriegman**



## **Zero Billion Entrepreneurs Government Contracting:**

Zero to a Billion David A. Kriegman, 2013-11-14 *Zero to a Billion* is an insightful practical how to guide for entrepreneurs who want to build a successful government contracting business written by an experienced and respected expert in the field. The federal professional services market is one of the world's largest and one of the most competitive. Companies struggle to compete and prosper. In *Zero to a Billion* David Kriegman, former SRA International executive, presents techniques to help companies succeed where many have failed. His book goes beyond standard compliance books to provide answers to questions like these: Why do some companies grow while others stagnate or go out of business? How do you differentiate yourself and compete with much larger companies? Why do you lose work when the customer says you are doing a good job? How do you attract, retain, and motivate top talent? Why do some acquisitions succeed while others are considered less than a success or even a failure? Kriegman draws on his thirty years of experience to illustrate the essential lessons of strategy, business development, cultural issues, and operations with real world examples and actionable ideas. The book is recommended for new and mid career managers as well as seasoned executives. **Zero to a Billion** David

Kriegman, 2013-11 *Zero to a Billion* is an insightful practical how to guide for entrepreneurs who want to build a successful government contracting business. Former SRA International executive David Kriegman draws on his thirty years of experience to illustrate the essential lessons of strategy, business development, cultural issues, and operations with real world examples and actionable ideas. The book is recommended for new and mid career managers as well as seasoned executives.

*The Effectiveness of the Small Business Administration* United States. Congress. Senate. Committee on Homeland Security and Governmental Affairs. Subcommittee on Federal Financial Management, Government Information, and International Security, 2006 Problems Facing Minority and Women-owned Small Businesses in Procuring U.S. Government Contracts United States. Congress. House. Committee on Government Operations. Commerce, Consumer, and Monetary Affairs Subcommittee, 1994 The Role of Small Business in Recovery Act Contracting United States. Congress. Senate. Committee on Small Business and Entrepreneurship, 2011 Federal Contracting Opportunities for Minority and Women-owned Businesses United States. Congress. Senate. Committee on Small Business, 1984 *Foundation for a New Century*, 1995 *A Progress Report to the President*, 1995 **OECD Studies on SMEs and Entrepreneurship SME and Entrepreneurship Policy in Brazil 2020** OECD, 2020-04-27 This report provides policy recommendations to enhance Brazil's SME and entrepreneurship performance covering among others innovation policy, export support, access to finance, and women's entrepreneurship. *Catalog of Federal Domestic Assistance*, 2008 Identifies and describes specific government assistance opportunities such as loans, grants, counseling, and procurement contracts available under many agencies and programs. Departments of Commerce, Justice, and State, the Judiciary, and Related Agencies Appropriations for 1998: Justification of the budget estimates, Arms Control and Disarmament Agency United States. Congress. House. Committee on

Appropriations. Subcommittee on the Departments of Commerce, Justice, and State, the Judiciary, and Related Agencies,1997      Update to the ... Catalog of Federal Domestic Assistance ,1994      **Congressional Record** United States. Congress,2000 The Congressional Record is the official record of the proceedings and debates of the United States Congress It is published daily when Congress is in session The Congressional Record began publication in 1873 Debates for sessions prior to 1873 are recorded in The Debates and Proceedings in the Congress of the United States 1789 1824 the Register of Debates in Congress 1824 1837 and the Congressional Globe 1833 1873      **Departments of Commerce, Justice, and State, the Judiciary, and Related Agencies Appropriations for 1998** United States. Congress. House. Committee on Appropriations. Subcommittee on the Departments of Commerce, Justice, and State, the Judiciary, and Related Agencies,1997      *Higher Modern Studies: International Issues, Second Edition* Frank Cooney,Gary Hughes,Steph O'Reilly,Pauline Kelly,2020-02-17 Exam Board SQA Level Higher Subject Modern Studies First Teaching August 2018 First Exam June 2019 Updated specifically to match the SQA Higher Modern Studies syllabus for examination from 2019 onwards International Issues covers three of the world powers that students may choose to study in this unit of the course the United States of America the Republic of South Africa and the People s Republic of China along with Development Issues in Africa and Global Security      **Federal Contracting** United States. Congress. House. Committee on Oversight and Government Reform. Subcommittee on Government Management, Organization, and Procurement,2008      Role of Government Funding and Its Impact on Small Businesses in the Solar Energy Industry: Buy-ups in the solar photovoltaic industry United States. Congress. House. Committee on Small Business. Subcommittee on Energy, Environment, Safety, and Research,1980

Catalog of Federal Domestic Assistance, 1999 Barry Leonard,1999-06 Contains 1 412 assistance programs administered by 57 Federal agencies in agriculture crime control education employment and training health and human services housing and homeownership and science and technology Chapters how to use the catalog agency summary agency programs alpha index of programs applicant eligibility deadlines index functional index subject index deleted and added programs crosswalk of changes to program numbers and titles program descriptions programs requiring executive order 12372 review authorization appendix agency addresses sources of additional info and developing and writing grant proposals      **Catalog of Federal Domestic Assistance** United States. Office of Management and Budget,1999 Identifies and describes specific government assistance opportunities such as loans grants counseling and procurement contracts available under many agencies and programs      *Financial Services and General Government Appropriations for Fiscal Year 2015* United States. Congress. Senate. Committee on Appropriations. Subcommittee on Financial Services and General Government,2015

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