

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

United States. Congress



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Zero to a Billion David Kriegman, 2018-07-27 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. *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. [Opportunities and Challenges for Women Entrepreneurs on the 20th Anniversary of the Women's Business Ownership Act](#), United States Congress, Senate, Committee on Small Business and Entrepreneurship, 2008. [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. [H.R. 1460, the Veterans Entrepreneurship Act of 2003](#), United States Congress, House, Committee on Veterans' Affairs, Subcommittee on Benefits, 2004. **OECD SME and Entrepreneurship Outlook 2021**, OECD, 2021-06-28 Small and medium-sized enterprises (SMEs) and entrepreneurs have been hit hard during the COVID-19 crisis. Policy responses were quick and unprecedented, helping cushion the blow and maintain most SMEs and entrepreneurs afloat. Despite the magnitude of the shock, available data so far point to sustained start-ups, creation, no wave of bankruptcies, and an impulse to innovation in most OECD countries. **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. **Interior, Environment, and Related Agencies Appropriations for 2017: U.S. Forest Service budget oversight hearing; Indian Health Service budget oversight hearing; Office of Navajo and Hopi Indian Relocation budget oversight hearing; Department of the Interior budget oversight hearing; Office of Surface Mining Reclamation and Enforcement budget oversight hearing; Bureau of Land Management**, United States Congress, House, Committee on Appropriations, Subcommittee on Interior, Environment, and Related Agencies, 2016. *Contract with America--savings and investment*, United States Congress, House, Committee on Ways and Means, 1996. **Business, Economics and Entrepreneurship Resource Catalog**, 1989.

Venture ,1982 **Federal Contracts Report** ,2004 **The State of Black America 2008** National Urban League,2008 *International Communications* Kenneth Leeson,1984 **Congressional Record** United States. Congress,2006 Annual Report Philippines. Dept. of Trade and Industry,1989 **Chinese Entrepreneurs in the Economic Development of China** Rashid Malik,1997-11-20 The entrepreneurs of China are contributing positively to economic development but unlike Western entrepreneurs are uncertain about their position and government policies This text examines how the Chinese Communist Party is making room for entrepreneurs and consumers in the economic arena
Far Eastern Economic Review ,1993 International Telecommunications and Information Policy Christopher H. Sterling,1984 Consists of papers from a symposium held at George Washington University May 1983 and Long range goals in international telecommunications and information a report of the National Telecommunications Administration published in 1983 **Entrepreneur** ,1995

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