



S.A.M.E. Meet the Agencies APEX Services Overview

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This APEX Accelerator is funded in part through a cooperative agreement with the US Department of Defense

About APEX

- Congress established the Procurement Technical Assistance Cooperative Agreement Program in 1985 as part of the Department of Defense (DoD) Authorization Act
- APEX is designed to assist businesses (focusing on small businesses) with **federal, state and local government contracting**
- The program is funded by the federal government through the US DoD and locally by Thurston EDC, Green River College, Port of Seattle, and many others
- Annual Impacts:

1,400

Clients Served

4,300

Hours of Advising

\$500m

Contracts Won





1 Kitsap Economic Development Alliance

Mary Jo Juarez, Terry Homburg, James Davis



2 Thurston Economic Development Council

Grady Smith



3 Columbia River Economic Development Council

Julia Krivoruk



4 Economic Alliance Snohomish County

Cara Buckingham, Mark Johnson



5 Green River College

Darrell Sundell, Melinda Martirosian



6 Washington APEX Accelerator in Pierce County

Trena Payton, Maryam Lynch-Tate



7 Greater Spokane Incorporated

Aleesha Roedel



8 Tri-City Regional Chamber of Commerce

Maria Alleman

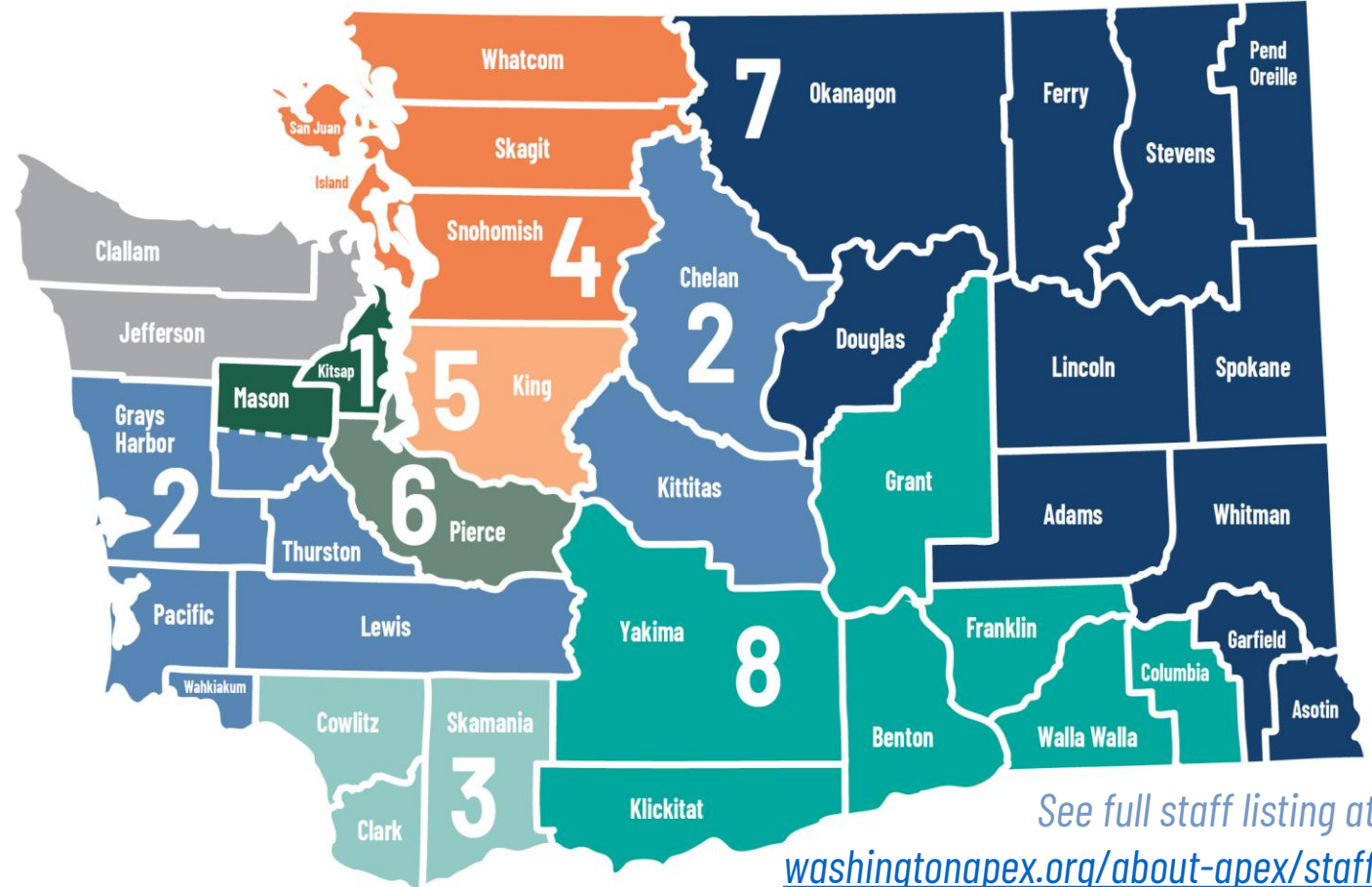
Other APEX Accelerators Serving Washington State

North Olympic Peninsula
APEX Accelerator:
clallam.org/apex

American Indian Chamber
Education Fund APEX
Accelerator: aicef-apex.org

NW Native Apex
Accelerator:
nnapex.org

Innovation & SBIR Program
washingtonapex.org/sbir



See full staff listing at washingtonapex.org/about-apex/staff

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Where do I start? Top Questions

Who am I selling to?

What are they buying?

How are they buying it?





Government Marketplace is Big. VERY Big.

- Over 2,000 federal agencies
- 190 state agencies, departments, commissions
- 39 Counties
- 281 Cities & Towns
- Ports, Tribes, Schools, Colleges, Utilities, Transit & 49 other states!

What are they buying?

Specially Funded Projects

Consultants
Technology Expansion
Research
Wellness Programs
Online Training
Website Design
Wildlife Programs
Educational Videos

Construction & Related

Engineering
Architecture/Design
Surveying, Assessments
General Contractors
Project Management
Electrical/HVAC

Products

Repair/Maintenance Parts
Office Supplies
Promotional Items
Uniforms/badges
Furniture
Computers/Hardware

Day-to-day Services

Janitorial
Pest Control
Vehicles and Maintenance
Staffing
Food Services
Printer/copier
Laundry
IT Services
Landscaping

How are they buying it?

Governments post solicitations

Use Prime Contractors

Use long-term contracts with pre-approved vendors

Governments like competition (taxpayers do too!)

Governments also have goals to buy from small businesses and those small businesses owned by women, minorities, veterans, and small businesses in HUBZones.

APEX is here to help!

One-on-one Counseling on all things
Government Contracting

Training & Events

Bid Matching

Market Research



One-on-one Counseling

- *Who buys what I sell?*
- *When do they buy it?*
- *How do they buy it?*
- *How can I be considered next time they buy it?*
- *Which socio-economic certifications are a good fit for me and my firm?*
- *Why haven't I been paid?!*
- *How do I get registered in SAM, get a CAGE code, etc?*
- *Who is my competition?*
- *Will you review my proposal draft?*
- *How do I make a bid/no-bid decision?*
- *How do I increase my win rate?*

Training & Events

- 150+ events/year
- www.washingtonapex.org/calendar
- Active clients are provided **no-cost** access to training on govology.com

Training

- **Government Contracting**

Fundamentals (Solicitation Reviews, Teaming, Writing a Proposal)
Marketing (Elevator Pitch, Capabilities Statements, Networking Know How)
Certifications (Federal & State)

- **Federal Procurement**

Begins with learning the language and ends with how to get paid in WAWF

- **State Procurement**

Statewide Contracts – Tips and Tool for Bidding

- **Local Procurement**

Public Works – How to get started – Fundamentals and Bidding Process

- **SBIR/STTR**

Small Business Innovation Research & Small Business Technology Transfer

Training & Events

Outreach Events

- Tradeshows (Agencies, Primes, Trade Organizations)
- Meet the Buyers
- Small Business (Alliance NW, Bridging Partners, Meet the BIGS & Contracting Conference)



APEX Bid Match Service

Recommended for businesses actively searching for government contracting opportunities

APEX Counselor will help set up a custom online business profile

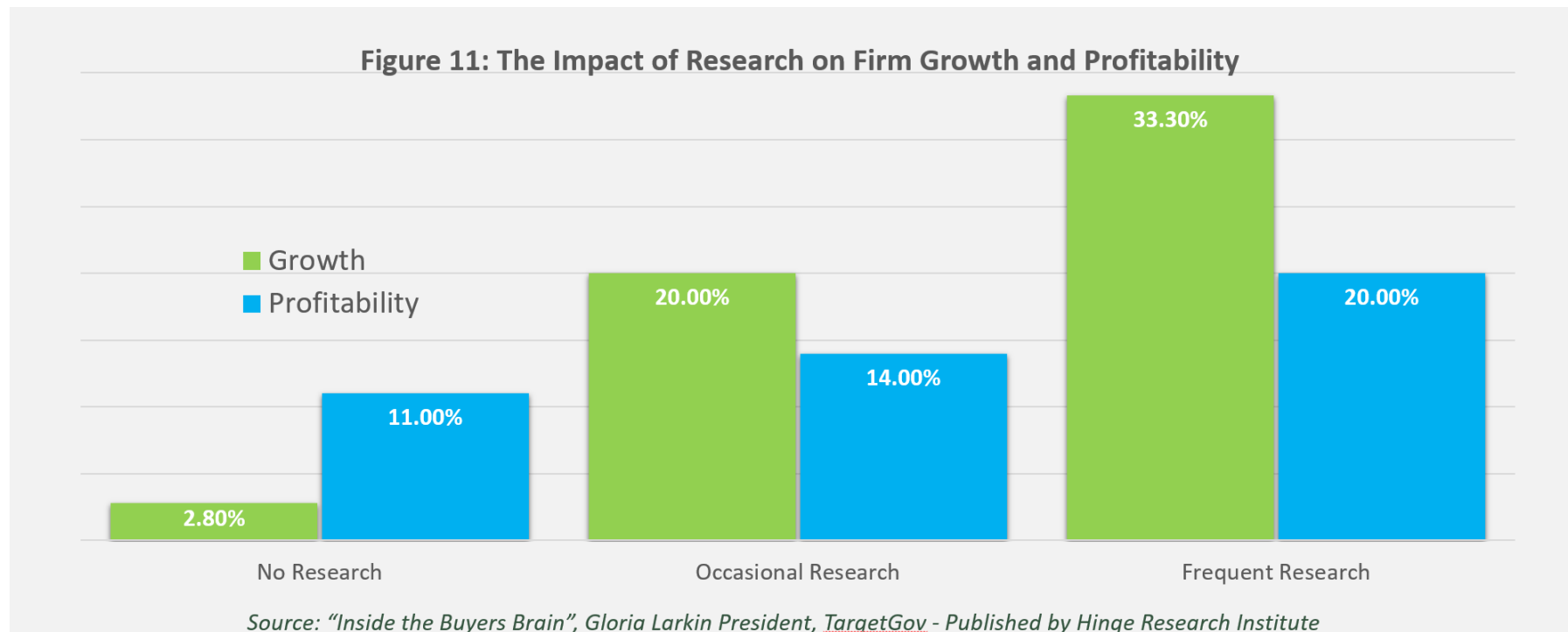
The system scans over 1,500 government bid sites for solicitations that match what a business has to offer

Potential matches emailed daily

FREE 30-day trial

Market Research

- Who buys what I sell?
- How much did government pay for that last time?
- Who is my competition?



Market Research



Super Sleuthers

UNCOVERING GOVERNMENT CONTRACTS
FOR SMALL BUSINESSES

Upcoming Trainings & Events

2/12: [Understanding Capabilities Statements - Federal & WA State](#)

2/20: [Local Procurement Symposium - Thurston County](#)

2/27: [Get Noticed by Local Government Buyers](#)

3/19: [DoD Pacific Northwest Regional Council](#)

3/19: [Alliance Northwest 2025](#)

3/27: [Researching the Government Marketplace](#)



ALLIANCE NORTHWEST
Where Government and Business Connect

Alliance Northwest is now a **TWO-DAY** event!

SAVE THE DATES! **MARCH 19/20** 2025
Greater Tacoma Convention Center

AllianceNorthwest.org

Contact APEX

Washington APEX – Find Your Local APEX

<https://washingtonapex.org/about-apex/locations/>

Not in WA – Find A Center

www.napex.us

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CONTRACTING OPPORTUNITIES

Agency Opportunities

- Whatcom Transportation Authority [2024 – 023 ITB Midway Lot Electrical Improvements](#)
- [DES Cooperative Purchasing Agreement 23723 for Prefabricated and Modular Bridges](#)
- DES [Consultant Services for Technical Training and Assistance \(Transportation and Construction Sectors\)](#)
- Washington State Traffic Safety Commission (WTSC) [Competitive Solicitation No. 2024-04 Traffic Safety Law Enforcement Liaison](#)
- Whatcom Transportation Author-

Contact Us

Contact a Government Contracting Specialist today for assistance with all your government contracting questions.

info@washingtonapex.org

Main Center

Thurston EDC
4220 6th Ave.
Lacey, WA 98503
360-860-6945

Administrative Staff
Tiffany Scroggs, Program Manager
Marnie Tyson
Tori Stoner

Innovation Station