



#### **APEX ACCELERATORS**

- More than 90 APEX Accelerators across the US (formally known as PTAC's)
- Provide education and training to become capable of participating in DOD and other government contracts
- Assist with finding opportunities
- Assist with finding sources for agencies/primes
- Knowledgeable Counselors
- Networking Events
- One-on-One Counseling





## **APEX Accelerators in Oklahoma**

### **Oklahoma APEX Accelerator**



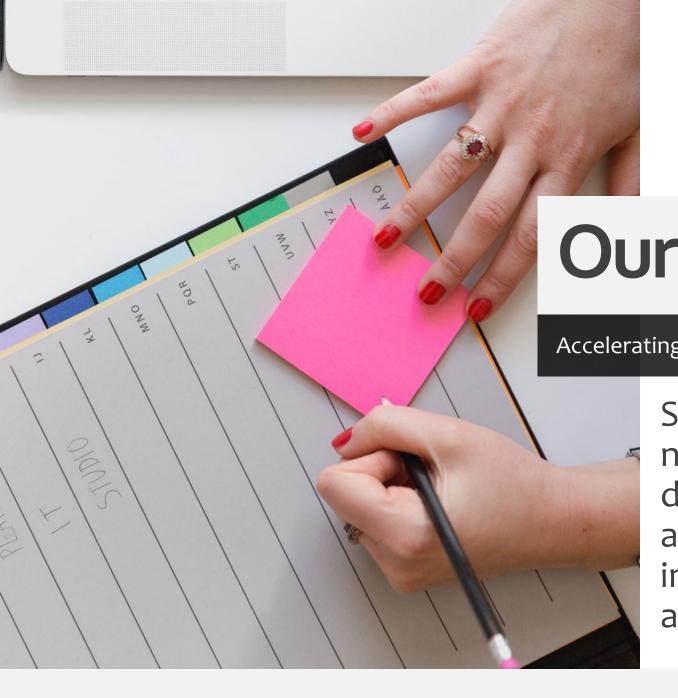
- Statewide program
- Offices across the State
- Any business large or small
- Federal, State, City or Tribal
- OKBID.ORG

#### **Tribal Government Institute**



- Eastern Oklahoma and Southern Plains BIA regions
- Native American Businesses
- Federal, State, City or Tribal
- TGIOK.COM

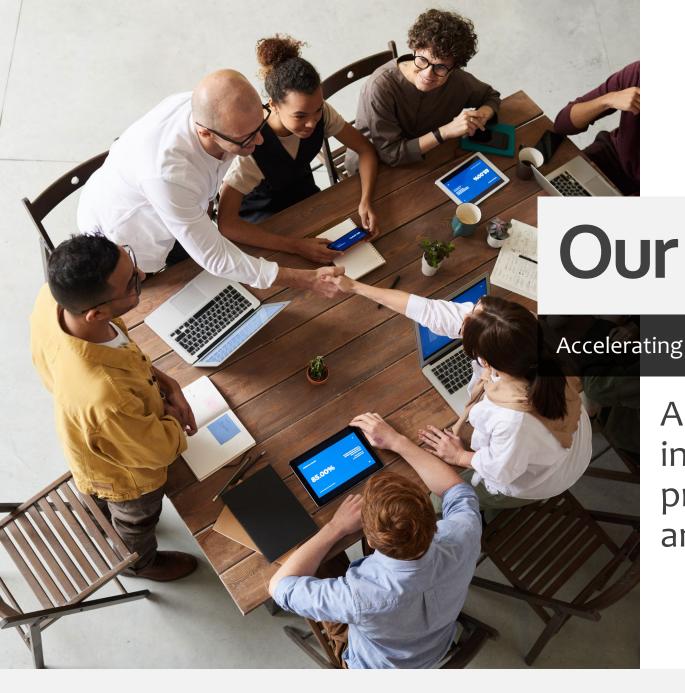




**Our Mission** 

Accelerating American Entrepreneurship

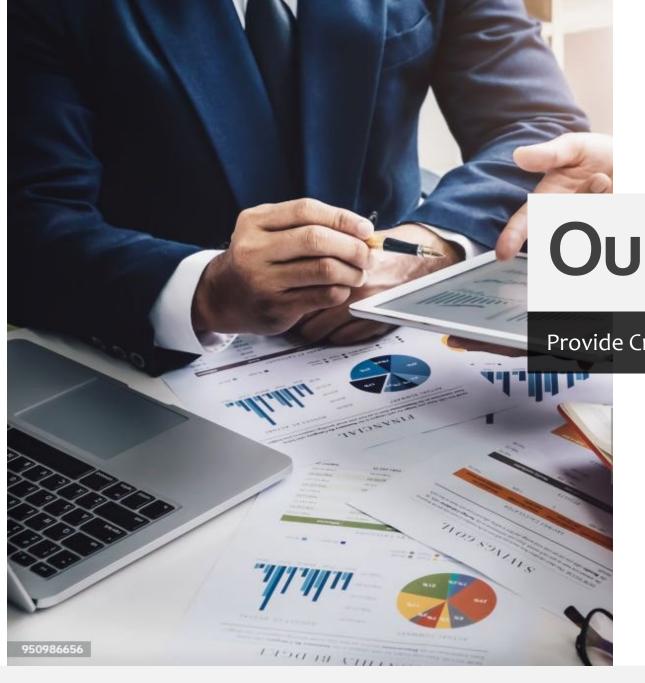
Serve as the axis for existing and new business to strengthen the defense industrial base by accelerating innovation, fostering ingenuity, and establishing resilient and diverse supply chains.



**Our Vision** 

Accelerating American Entrepreneurship

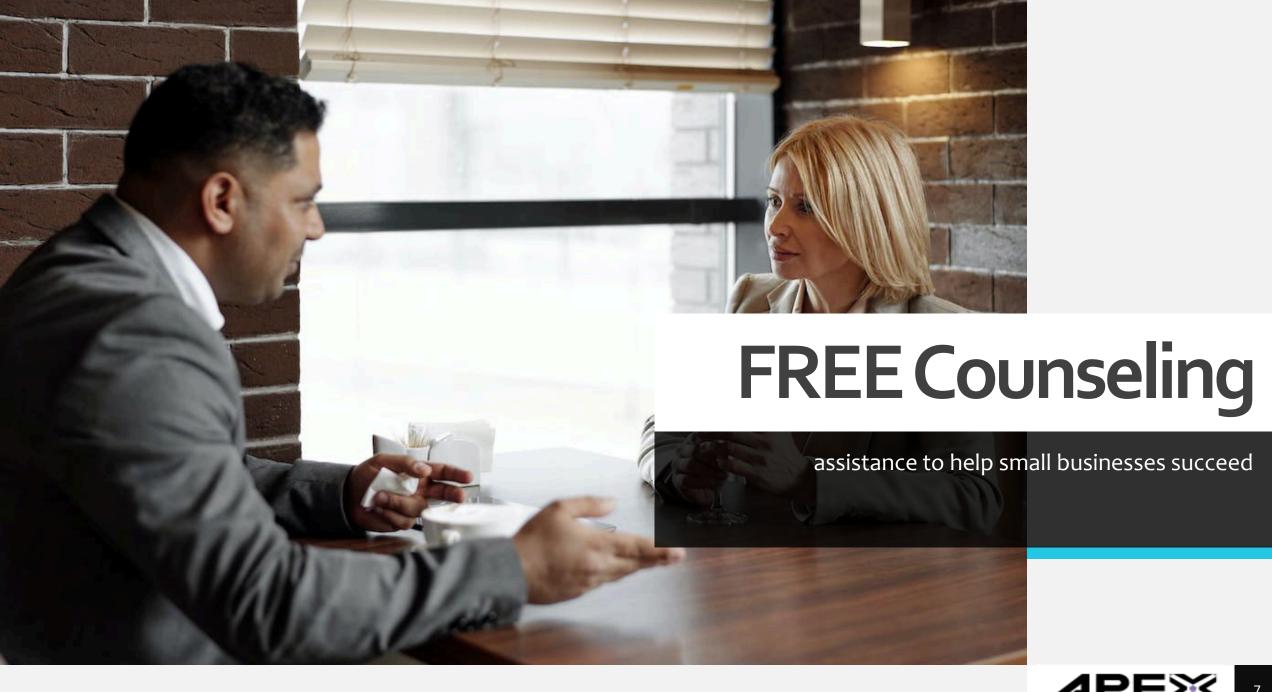
A diverse and resilient domestic industrial base that can deliver preeminent solutions to the military and other government users.



Our Goal

Provide Critical Assistance to Business Looking to Diversify

Assist new and existing businesses in navigating the complexities of government procurement and increase their opportunities for success in the government marketplace.



# Counseling



Accelerators help businesses participate in government contracting but they are not allowed to do the work on behalf of the business.

#### **For Small Businesses**

- One-on-One Consultations
- Translating "Government-ese"
- Locating Resources
  - Procurement History
  - Completive analysis
- Answering Questions During Contract Performance
- Developing Capabilities Statements
- Discussing Teaming Arrangements

- Understanding Cybersecurity Requirements
  - NIST SP 800-171 (protecting controlled unclassified information in nonfederal systems and organizations
  - Cybersecurity Maturity Model Certification (CMMC)
- Set-up appointment with Subs, Primes, and Contracting Officers
- Assist with SBA SET Aside Programs (23%)
  - WOSB (5%), SDB (12%), SDVOSB (3%), HUBZone (3%)
  - Determining Qualifications
  - Assistance with Applications
- Preference Programs
  - D.O.T. DBE program
  - Tribal TERO





## Information

Knowledge is Power, Shared Knowledge is Empowerment

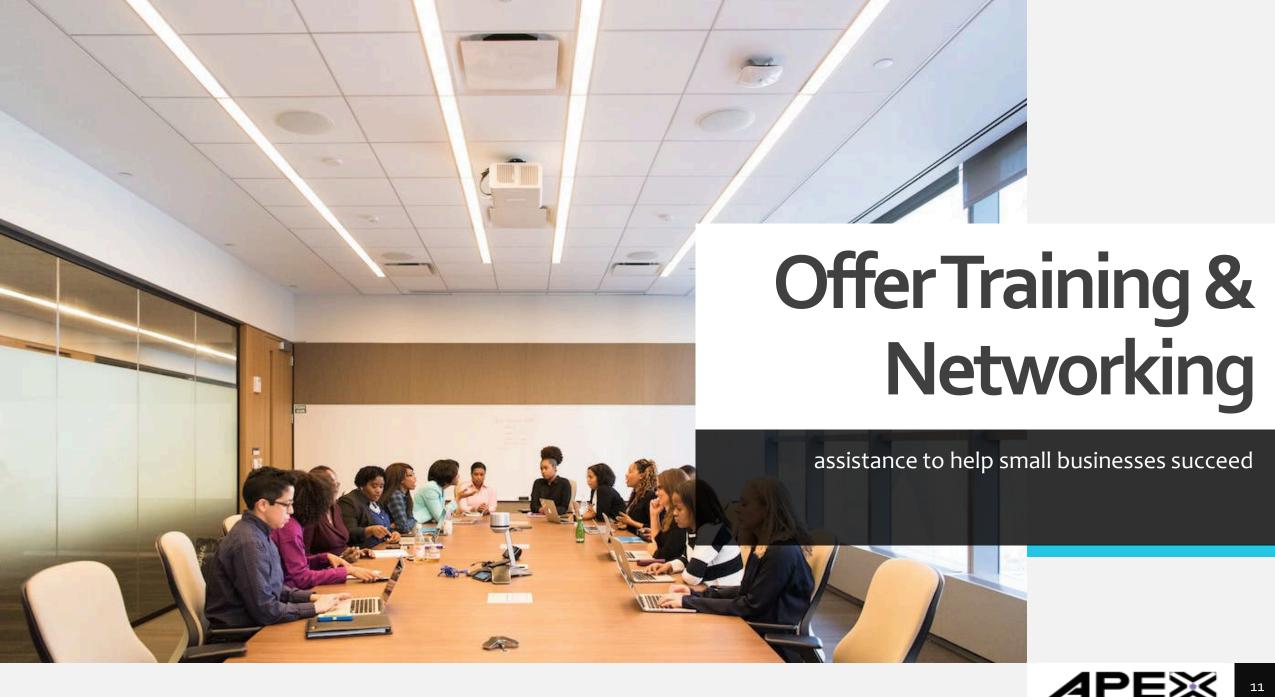


### **For Small Businesses**

- Electronic Bid Matching Service
  - Federal
  - State and Local
- Contractor Plan Rooms
- FREE Government Contracting Training
- DoD Office of Small Business Programs
  - Small Business Innovation Research
  - Small Business Technology Transfer
  - Rapid Innovation Fund
  - Mentor Protégé
  - Indian Incentive
- Networking

### For Agencies & Primes

- Send Subcontractor Information
  - Locally or Statewide
  - Based on criteria set by the Primes
- Locate Qualified Contractors
  - To meet the needs of the warfighter
  - To assist with locating qualified business (i.e. WOSB, DBE, SDVOSB, HUBZone, etc.)



# **Training & Networking Opportunities**

Providing relevant training and opportunities to meet your needs



## **Training**

- Government Contract Basics
  - Parts of the Solicitation
  - Specifications and Standards
- State Government Procedures
  - Procurement History
  - Completive analysis
  - Specifications and Standards
- Online Research and Training
  - Govology
  - Agencies Webinars
  - Foreign Ownership, Control, or Influence FOCI
  - Cybersecurity Maturity Model Certification CMMC

## Networking

- Conferences
  - Tinker and the Primes
  - Oklahoma State Suppliers Expo
  - ICBSShow (www.ICBSShow.com)
  - Southeast Procurement Conf (McAlester)
  - Southwest Procurement Conf (Lawton)
  - Northeast Procurement Conf (Muskogee)
  - DOT & DOL Workshops
- Trade Fairs
- Industry Days
- Business Match Making Events





# Getting the Greatest Value from the APEX Accelerators



Maximizing your potential and strengthening your position in the government industrial base.

## **Introduce your Organization**

- What Service or Products do You Provide
- What solutions do you solve
- Where are your located
- Ask Specific Questions
- Don't be shy Call, Text, or Email Often
  - Become Tech Savvy
  - Learn how to Video Conference

#### The DO Matters

- Attend Events
- Share Information
- Be Patient
  - It could easily take two or more years to win your first government contract
  - READ, READ the solicitation carefully
- Be Selective
  - Entrepreneurs have LOST money on government contracts





