ALASKA APEX ACCELERATOR *Where Government Contracting Starts*



Introduction to Government Contracting

Should the federal government be your next client?

Jody King, Assistant Director, Alaska APEX Accelerator
September 29, 2026

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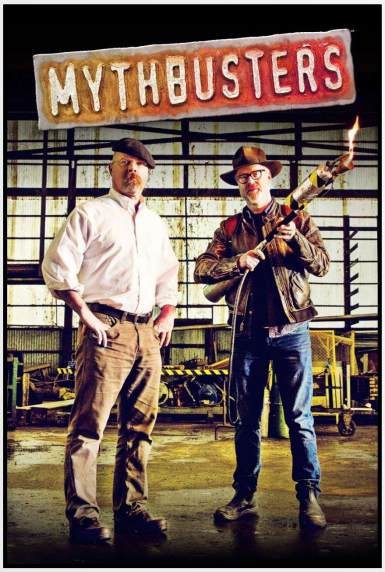
Today's Agenda

- **Busting Myths & Excuses**
- **Learning a New language**
  - Commercial vs. Federal
- **Preparing for a Federal Contracts**
  - Registrations & Certifications
- **Finding Solicitations**
  - Introduction to Market Research
  - Building Teaming Relationships & Marketing Plans
- **Pursuing government contracts?**
  - Helpful Resources



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Busting Myths & Misconceptions

Breaking excuses to sell to the government

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Busting Myths & Excuses

- X Going to get rich selling stuff to the government because I can mark up prices because – you know – government…
- X Government will pay people to help find stuff they can't find…
- X The government takes forever to pay…
- X Too much red tape – solicitation has too many pages – too hard…
- X You must be in business for more than two years…
- X You must have past performance in government contracts to get government contracts…
- X I must have all my certifications before bidding on government contracts…
- X Because I am/have (fill in cert here,) they have to give me a contract! / Agencies will pick me because of my small business certs…
- X 8(a) certification will guarantee me contracts…



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Learning a New Language

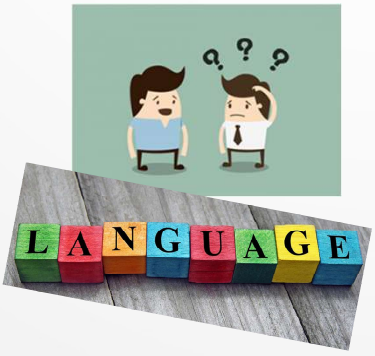
Differences between Commercial & Governmental

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Commercial vs. Federal

- Making the sale – who makes the decisions, who has the buying power?
  - Determining need vs. buying goods/services
  - Program managers vs. contracting officers
  - "Apparent Authority"
- Handshake deals, quotes and proposals
  - Who signs what? Submitting Quotes, proposals/bids
- Legal issues – what to do when it doesn't work?
  - Who signed what?
  - Legal structure of federal contracts
- Payment Terms – net30 vs. "on receipt of invoice"



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Preparing for Contracts

Do you know…?

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Preparing for Contracts

- **Do you know your business:**
  - **Capacity**
    - ✓ Do you know what is your operational capacity ceiling?
      - Bonding Capacity
        - Maximum?
        - Available Bond Amount?
      - Work in Progress
        - Availability of Manpower and/or Equipment
      - Contingency Planning & Resources
      - Staff Training & Certifications
      - Gov't Contract specific accounting practices
        - job codes, Allowable/Allocable expenses (OH), etc.









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Preparing for Contracts

- **Do you know your business:**
  - **Pricing Factors**
    - ✓ Break even points
    - ✓ Cash flow
    - ✓ Labor Costs – Wage Determinations





- **Government registrations:**
  - SAM.gov
  - SBA Small Business Search (SBS)
  - Applicable small business certification programs
    https://www.sba.gov/certifications/

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Registering in SAM.gov

- **Information needed to register in SAM:**
  - Unique Entity Identifier (UEI)
  - SAM username/password ➔ Login.gov: email address for entity administrator
  - Banking Information: Routing, Account & Bank Phone Numbers
  - Tax Identification – EIN or SS
  - NAICS Codes (https://www.census.gov/naics/)
  - PSC Codes (http://support.outreachsystems.com/resources/tables/pscs/)
  - Gross Receipts averaged over 5-year period (Size Standard)
  - Average number of employees in a 24-month period (Size Standard)

SAM profiles must be updated yearly & have to be active by bid due date!

Video resource: How to Create & Maintain an Entity Registration in SAM
https://apexalaska.org/training/how-to-create-maintain-an-entity-registration-in-sam-2/

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Preparing for Contracts

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- **Small Business Search (SBS)**
  - Additional marketing information not provided in SAM profile:
    - ✓ Any SBA applied certifications
    - ✓ Key Words
    - ✓ Capability Narrative
    - ✓ Capability Statement
    - ✓ Non-federal certifications (CPA, Registered Nurse, etc.)
    - ✓ References -- used as past performance information!

SBA | Small Business Search

https://search.certifications.sba.gov/

Did you know that state buyers, prime contractors and other businesses use the SBS website when looking for potential subs/teaming or vendors?

Video resource: Supersize Your SBA Profile
https://apexalaska.org/training/supersize-your-sba-profile-11/

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Small Business Certifications

Government & Commercial Socioeconomic certs

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Small Business Certifications

- **SBA Issued Certification**
  - 8(a) Business Development Program
  - Historically Underutilized Business Zone (HUBZone)
  - Woman Owned Small Business (WOSB) & Economically Disadvantaged Woman Owned Small Business (EDWOSB) *
  - Veteran Owned Small Business (VOSB) & Service-Disabled Veteran-Owned Small Business (SDVOSB)

SBA U.S. Small Business Administration

- ***SBA-approved third-party certification – WOSB & EDWOSB**
  - There are four organizations approved by SBA to provide third-party certification (TPC). You may contact them to learn more about their certification process and any associated costs. They are:
    - El Paso Hispanic Chamber of Commerce http://www.ephcc.org/
    - National Women Business Owners Corporation https://nwboc.org/basicinfo.html
    - U.S. Women's Chamber of Commerce https://www.uswcc.org/certification/
    - Women's Business Enterprise National Council https://www.wbenc.org/

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SAM Self Certifications

Small Business as defined by primary NAICS Code Size Standard

https://legacy.sba.gov/document/support-table-size-standards

SAM.GOV®

Socio-Economic Types

Small business classifications are defined by criteria established by the Small Business Administration (SBA). These classifications are used by federal agencies to set aside a portion of government contracts exclusively for businesses within these categories, aiming to support their growth and participation in the federal marketplace.

Socio-Economic Categories (Optional)

Select from the list below all that apply. Please review what you should know about Socio-Economic categories.

- ☐ Small Business Joint Venture
- ☐ Veteran-Owned Business
- ☐ Women-Owned Business
- ☐ Economically Disadvantaged Women-Owned Small Business (EDWOSB) Joint Venture
- ☐ Community Development Corporation Owned Firm
- ☐ Minority-Owned Business
- ☐ Self-Certified HUBZone Joint Venture

Native American Entity Type (Optional)

Check all that apply.

- ☐ Alaskan Native Corporation Owned Firm
- ☐ American Indian Owned
- ☐ Indian Tribe (Federally Recognized)
- ☐ Native Hawaiian Organization Owned Firm
- ☐ Tribally Owned Firm

Socio-Economic Categories (Optional)

Select from the list below all that apply. Please review what you should know about Socio-Economic categories.

- ☐ Small Business Joint Venture
- ☐ Veteran-Owned Business
  - ☐ Service-Disabled Veteran-Owned Business
- ☐ Women-Owned Business
  - ☐ Women-Owned Small Business
  - ☐ Women-Owned Small Business (WOSB) Joint Venture eligible under the WOSB Program
- ☐ Economically Disadvantaged Women-Owned Small Business (EDWOSB) Joint Venture
- ☐ Community Development Corporation Owned Firm
- ☐ Minority-Owned Business
  - ○ Asian-Pacific American Owned
  - ○ Subcontinent Asian (Asian-Indian) American Owned
  - ○ Black American Owned
  - ○ Hispanic American Owned
  - ○ Native American Owned
  - ○ Individual or concern, other than one of the preceding
- ☐ Self-Certified HUBZone Joint Venture

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Disadvantaged Business Enterprise

❖ Certified through Individual State Programs

Alaska Department of Transportation and Public Facilities
CIVIL RIGHTS OFFICE

Disadvantaged Business Enterprise (DBE) Program

The Disadvantaged Business Enterprise (DBE) program is designed to remedy ongoing discrimination and the continuing effects of past discrimination in federally-assisted highway, transit, airport, and highway safety financial assistance transportation contracting markets nationwide. The primary remedial goal and objective of the DBE program is to level the playing field by providing small businesses owned and controlled by socially and economically disadvantaged individuals a fair opportunity to compete for federally funded transportation contracts.

The objectives include:

- To ensure that our contractors comply with DBE laws and requirements.
- To ensure that DBEs can compete fairly for federally funded transportation-related projects.
- To ensure that only eligible firms participate as DBEs.
- To assist DBE firms in competing outside the DBE Program

DBE Applicants must meet these criteria:

- Business status, including size
- Social & economic disadvantage
- Ownership
- Independence
- Management and control

DBE Application
Get Started Here

http://www.dot.state.ak.us/cvlrts/aucp.shtml

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Commercial Certifications

❖ Supplier Diversity Programs

- **MBE – Minority Business Enterprise**
  Northwest Mountain Minority Supplier Development Council https://nwmmsdc.org/
- **WBE – Woman Business Enterprise**
  Women's Business Enterprise National Council (WBENC) http://www.wbenc.org/
  US Women's Chamber of Commerce http://www.uswcc.org/certification
  El Paso Hispanic Chamber of Commerce http://www.ephcc.org/
  National Women Business Owners Corporation http://www.nwboc.org/
- **DOBE – Disability-Owned Business Enterprise**
  Disability Supplier Diversity Program https://disabilityin.org/
- **LGBT – Lesbian Gay Bisexual Transgender Business Enterprise**
  National LGBT Chamber of Commerce https://nglcc.org/

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Researching the Government Market

Finding solicitations – how is it all linked?

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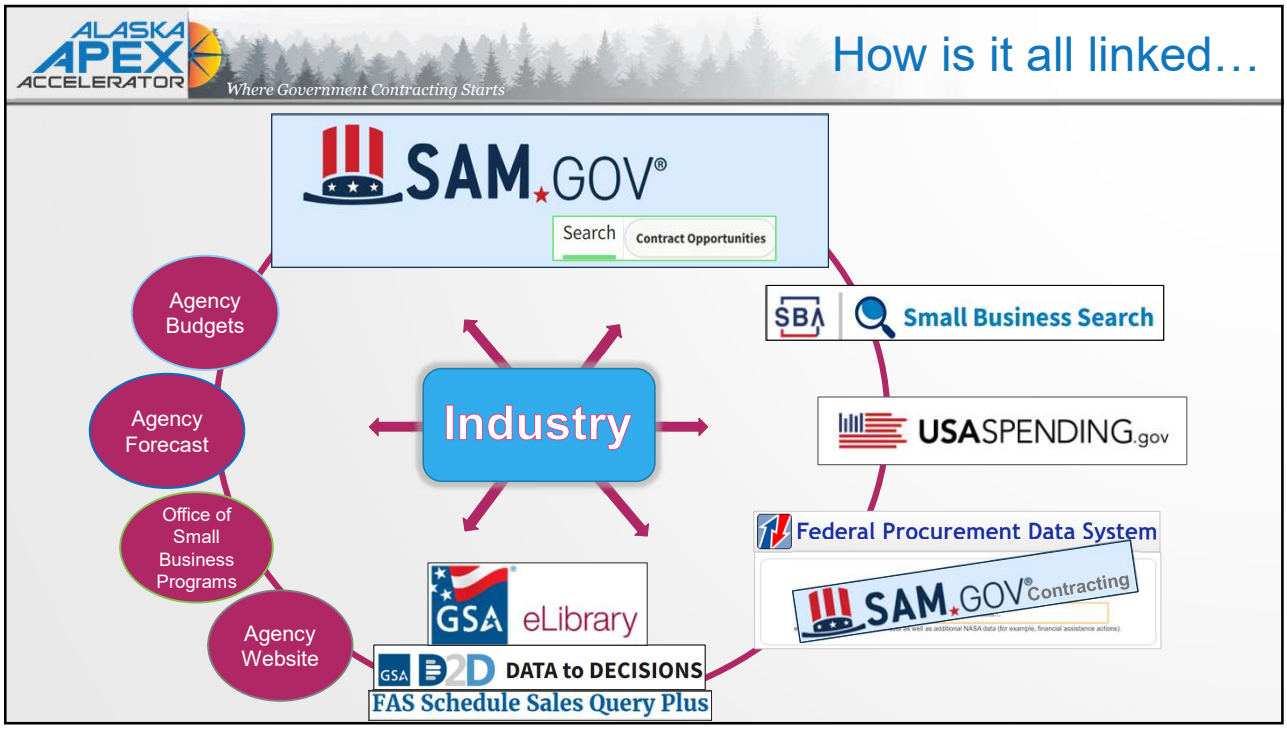
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Intro to Market Research

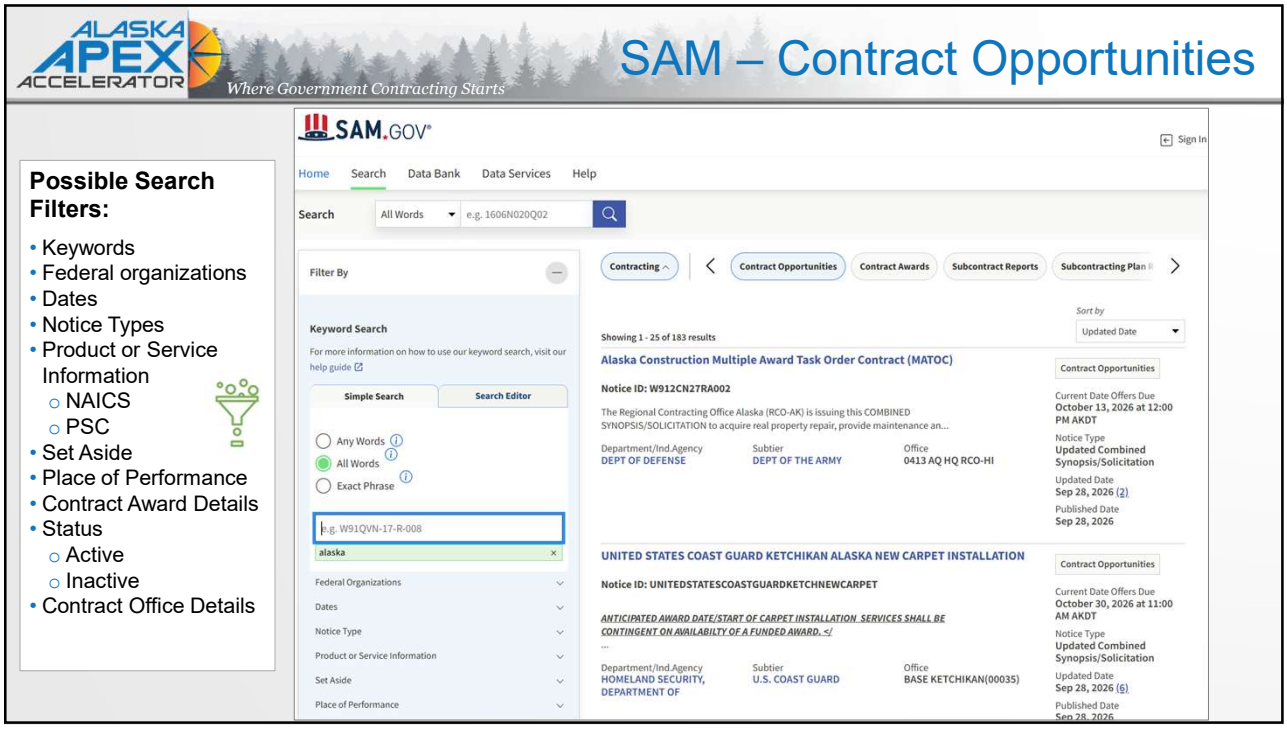
- **Does the Government buy what you sell?**
  - **Introduction to Market Research**
    - ✓ Who are your commercial clients – what agencies are the government equivalents?
    - ✓ Which agencies are buying your goods/services?
    - ✓ What is the procurement frequency?
    - ✓ Where are the purchasing offices located?
      Alaska Region, Centralized buying centers, HQ, etc.
    - ✓ Prime vs. Subcontractor?
      - How to find prime contractors
      - Research potential prime/subs
        - SBA SBS, SAM.gov
    - ✓ What is the buying cycle – when does the contract renew?



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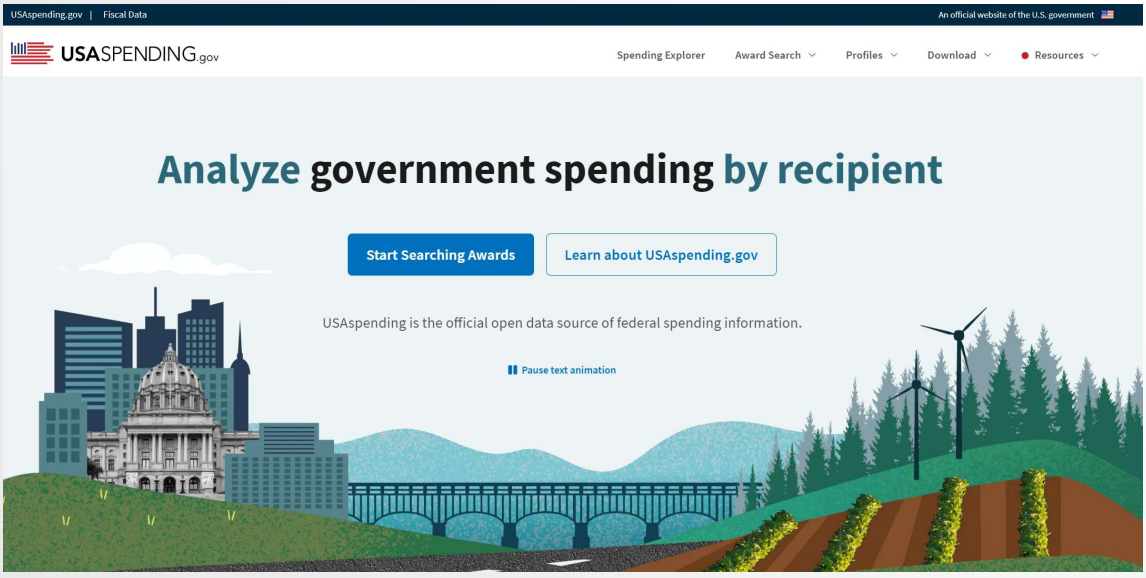

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Where Government Contracting Starts
How is it all linked…
SAM.GOV®
Search
Contract Opportunities
Agency Budgets
Agency Forecast
Office of Small Business Programs
Agency Website
Industry
SBA
Small Business Search
USASPENDING.gov
Federal Procurement Data System
SAM.GOV® Contracting
GSA eLibrary
GSA B2D DATA to DECISIONS
FAS Schedule Sales Query Plus

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Where Government Contracting Starts
SAM – Contract Opportunities
Possible Search Filters:
• Keywords
• Federal organizations
• Dates
• Notice Types
• Product or Service Information
○ NAICS
○ PSC
• Set Aside
• Place of Performance
• Contract Award Details
• Status
○ Active
○ Inactive
• Contract Office Details
SAM.GOV
Home
Search
Data Bank
Data Services
Help
Sign In
Search
All Words
e.g. 1606N020Q02
Filter By
Keyword Search
For more information on how to use our keyword search, visit our help guide
Simple Search
Search Editor
Any Words
All Words
Exact Phrase
e.g. W91QVN-17-R-008
alaska
Federal Organizations
Dates
Notice Type
Product or Service Information
Set Aside
Place of Performance
Contracting
Contract Opportunities
Contract Awards
Subcontract Reports
Subcontracting Plan
Showing 1 - 25 of 183 results
Sort by
Updated Date
Alaska Construction Multiple Award Task Order Contract (MATOC)
Notice ID: W912CN27RA002
The Regional Contracting Office Alaska (RCO-AK) is issuing this COMBINED SYNOPSIS/SOLICITATION to acquire real property repair, provide maintenance an...
Department/Ind.Agency
DEPT OF DEFENSE
Subtier
DEPT OF THE ARMY
Office
0413 AQ HQ RCO-HI
Contract Opportunities
Current Date Offers Due
October 13, 2026 at 12:00 PM AKDT
Notice Type
Updated Combined Synopsis/Solicitation
Updated Date
Sep 28, 2026 (2)
Published Date
Sep 28, 2026
UNITED STATES COAST GUARD KETCHIKAN ALASKA NEW CARPET INSTALLATION
Notice ID: UNITEDSTATESCOASTGUARDKETCHNEWCARPET
ANTICIPATED AWARD DATE/START OF CARPET INSTALLATION SERVICES SHALL BE CONTINGENT ON AVAILABILITY OF A FUNDED AWARD. </
Department/Ind.Agency
HOMELAND SECURITY, DEPARTMENT OF
Subtier
U.S. COAST GUARD
Office
BASE KETCHIKAN(00035)
Contract Opportunities
Current Date Offers Due
October 30, 2026 at 11:00 AM AKDT
Notice Type
Updated Combined Synopsis/Solicitation
Updated Date
Sep 28, 2026 (6)
Published Date
Sep 28, 2026

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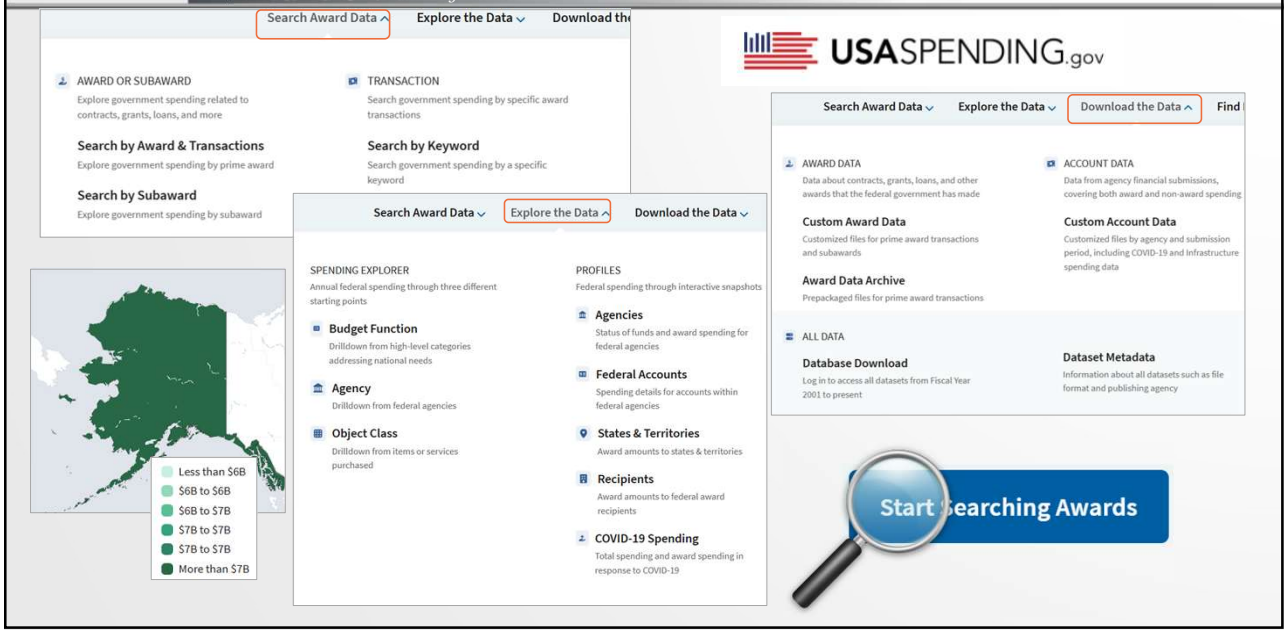
USASpending.gov



https://www.usaspending.gov/

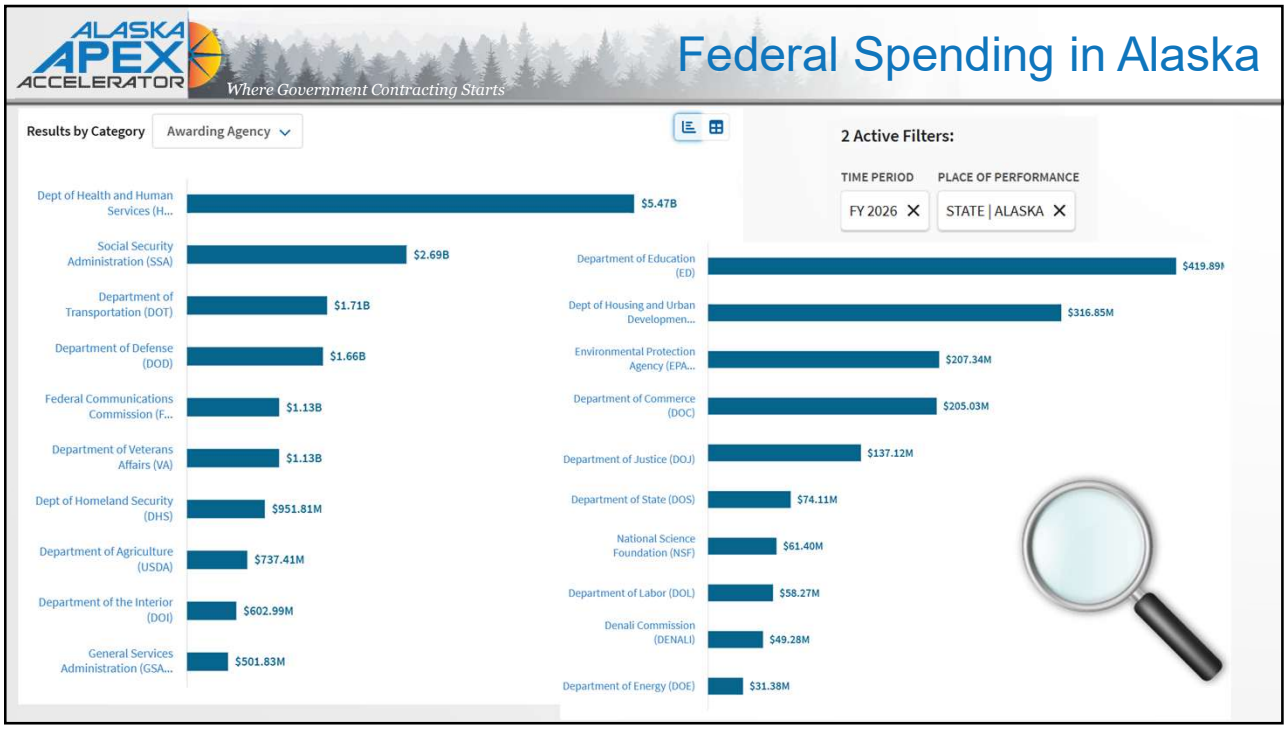
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Federal Spending in Alaska



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Federal Spending in Alaska



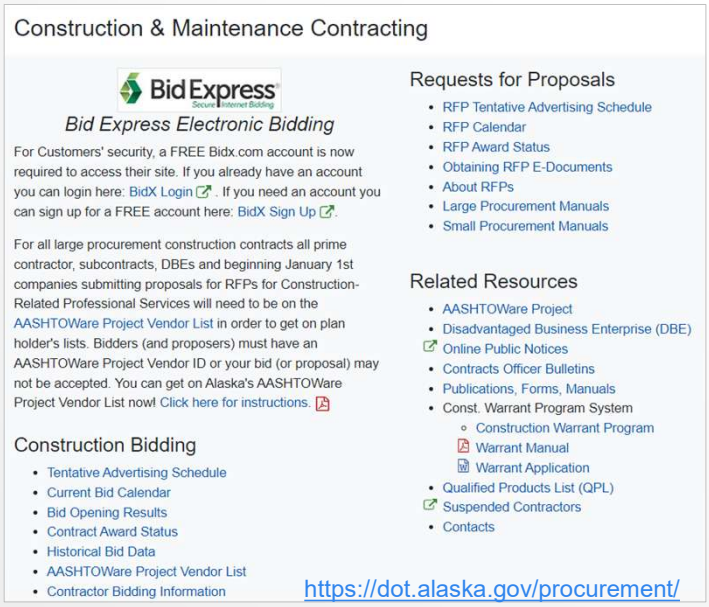
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Finding Opportunities - State

- Looking for the contracts – searching for solicitations & bid opportunities

Alaska Department of Transportation and Public Facilities
PROCUREMENT AND CONTRACTING

- State of Alaska:
  - Alaska Public Notices
  - IRIS Vendor Self-Service (VSS)
  - Department of Transportation & Public Facilities Procurement
    - Tentative Advertising Schedule
    - Current Bid Calendar



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Finding Opportunities – Local

- Looking for the contracts – searching for solicitations & bid opportunities
  - Municipal
  - Borough
  - City
  - University
  - School districts
  - Police & Fire Department

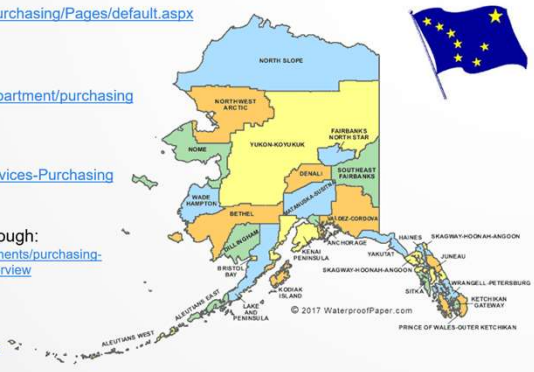
Municipality of Anchorage:
https://www.muni.org/Departments/purchasing/Pages/default.aspx

Mat-Su Borough:
https://matsugov.us/department/purchasing

Fairbanks North Star Borough:
https://www.fnsb.gov/198/General-Services-Purchasing

Kenai Peninsula Borough:
https://www.kpb.us/departments/purchasing-contracting/purchasing-overview

City & Borough of :
https://juneau.org/finance/purchasing/bids-rfps



Video resource: How to Research the Government Contracting Market
https://apexalaska.org/training/how-to-research-the-government-contracting-market-4/

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Solicitation Search Software

BidMatch

Dear Bid Match Customer,

There are 36 new articles available for you on your personal MyBidmatch Web site where you can view the bid opportunities and/or informational articles for September 26, 2026. You will receive an email notification each time new articles are posted to your personal Web site. You can also bookmark this page and return to it periodically to check for new articles. The notices will remain on the system for 30 days, after which time they will be purged. If you wish to save these articles please select **File/Save As** from your browser's menu.

Click this link MyBidmatch for your directory of output.

The titles of the articles are listed below:

- **R -- Domestic Guard Services** (STATE, DEPARTMENT OF, STATE, DEPARTMENT OF, ACQUISITIONS - DIPLOMATIC SECURITY, 1801 N LYNN STREET, 8TH FLOOR, ARLINGTON VA 22209)
- **S -- S--Campbell Tract Facility Snow Plowing and Removal S** (INTERIOR, DEPARTMENT OF THE, BUREAU OF LAND MANAGEMENT, ALASKA STATE OFFICE, 222 W 7TH AVENUE #13, ANCHORAGE AK 99513)
- **X -- Anchorage Air Force Reserve Recruiting Office** (DEPT OF DEFENSE)
- **53 -- 53--AK-BETHEL ADMINISTRATIVE-WINDOW FRAME** (INTERIOR, DEPARTMENT OF THE, US FISH AND WILDLIFE SERVICE, FWS, SAT TEAM 1, FWS, SAT Team 1, Falls Church VA 22041)
- **71 -- OSS - High Density Mobile Shelving (HDMS) System** (DEPT OF DEFENSE)
- **72 -- UNITED STATES COAST GUARD KETCHIKAN ALASKA NEW CARPET INSTALLATION** (HOMELAND SECURITY)
- **99 -- INDUSTRY PARTNERSHIP OPPORTUNITY: U.S. Army Test and Evaluation Command (ATEC) Announces Availability of Premier National Test Ranges** (DEPT OF DEFENSE)
- **B -- B--AK-DILLINGHAM ADMIN-TOGIAK NWR - ASBESTO** (INTERIOR, DEPARTMENT OF THE, US FISH AND WILDLIFE SERVICE, FWS, SAT TEAM 1, FWS, SAT Team 1, Falls Church VA 22041)
- **S -- S205, Solid Waste Disposal, Alaska VAHCS** (VETERANS AFFAIRS)
- **Y -- Recapitalize Base Kodiak Fuel Pier and Major Cutter Pier, Kodiak, AK** (HOMELAND SECURITY)
- **Z -- FXSB 26-7337 Repair Replace Hangar Roof B11551** (DEPT OF DEFENSE)
- **Z -- FXSB 26-6770 Repair Replace Roof B10571** (DEPT OF DEFENSE)
- **7E -- 7E--Plotters GIS AK** (INTERIOR, DEPARTMENT OF THE, BUREAU OF LAND MANAGEMENT, ALASKA STATE OFFICE, 222 W 7TH AVENUE #13, ANCHORAGE AK 99513)
- **R - Richardson Highway MP 275-298 Rehabilitation Value Engineering S** (Alaska - Department of Transportation and Public Facilities Professional Services)
- **Z - Tununak Airport Rehabilitation** (Alaska - Department of Transportation and Public Facilities)
- **R - RFP # 25271005 Richardson Highway MP 275-298 Rehabilitation Value Engineering Study** (Alaska - State of Alaska)

Video resource: Featuring BidMatch, APEX's Solicitation Search Tool
https://apexalaska.org/training/featuring-bidmatch-apexs-solicitation-search-tool-june-2026/

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Building Teaming Relationships

Competitor or Business Partner?

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Marketing to Potential "___"

- Before you knock on the door looking for potential teaming partners, ask yourself:
  - What do you need from them?
  - What do you (or your business) bring to the table?
  - How can the teaming relationship benefit the potential teaming partner(s)?

But first, let's assess your business…

"Honesty is the first chapter in the book of wisdom."
– Thomas Jefferson

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Company Self-Assessment

- Why team with another company? What do you need to complete the next contract, break a bottleneck, or diversify/expand into another area?
  - Physical Capital
  - Human Capital
  - Intellectual Capital
  - Financial Benefits

Before entering into a teamed / contractual business relationship, assess your own company standing.

What does your company need and what can it offer?



https://americassbdc.org/8-reasons-to-consider-collaborating-with-another-small-business/

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Ability, Capacity & Capability

- **Ability** – the skill, knowledge or power to do something
- **Capability** – the ability to do something in "either/or" scenarios; The capability of a business refers to its ability to do something when all its resources are optimally employed.
- **Capacity** – the innate potential; the business capacity refers to the maximum level of output that it can yield and deliver within inherent limitations

Ability	Capability	Capacity (Max level of output)
• Staff (People): - Management - Key Personnel - W-9 Employees - Subcontractors • Staff Training & Certification • Contingency Plans • Standard Operating Procedures	• Past Performance - Completed projects • Existing Master Subcontract Agreements • Contingency Planning & Resources • Accounting Systems - Job Codes - Cost tracking mechanisms	• Bonding Capacity - Maximums: Ceiling & Project limitations - Available Bond Amount? • Work in Progress - Availability of Manpower - Availability of Equipment • Financial Resources • Risk Management Limitations • Contingency Resources • Supply Chain Availability • Inherent Limitations



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Teaming Strategies

- Competitors vs. Potential Teaming Partners
  - Business growth: more employees or strategic partnering?
  - What business bottlenecks are slowing business growth?
  - Diversification – new locations or new product and/or service lines?

But first, let's define teaming…

"Coming together is a beginning.
Keeping together is progress.
Working together is success."
-Henry Ford

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Teams vs Joint Ventures

Prime/Sub Teams

- Only one party (prime) performs at the prime contract level and is responsible to the government
- Subcontractor typically paid on a pre-determined basis
- No new legal entity created
- Subcontracting limits apply to prime only (but note similarly situated entity rule)





Joint Ventures

- Both parties perform at the prime contract level and are responsible for the entire contract
- Parties typically split profits and losses
- Parties create a new legal entity (e.g., LLC) & registered in SAM
- Subcontracting limits apply to JV as a whole

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Prime/Sub Teams

Prime/Sub Teams – Teaming Agreements

- **Privity of Contract:** 1 to 1 relationship between government and prime contractor
- **Teaming Agreements**
  - FAR does not require prime/subcontractor teaming agreements
  - Procuring agencies sometimes (perhaps increasingly) require teaming agreements to be submitted with proposal
    - These agencies may decline to consider a subcontractor's past performance, capabilities, etc. without a teaming agreement
  - Lock-in commitments from prospective teammates
    - Prime doesn't want to rely on prospective subcontractor's qualifications & resources, only to have a subcontractor decline to participate
    - Subcontractor doesn't want to spend time and energy on proposal only to receive no subcontract
  - Establishes rules (if any) for exclusivity
  - Avoid difficult post-award disputes
  - Demonstrate compliance with key requirements



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Subcontracts

Prime/Sub Teams – Subcontracts

- **Subcontracts**
  - Teaming agreements ➔ Subcontracts: Teaming agreement is a "chasing the contract document" and a subcontract is a "performing the contract" document.
  - More detailed – project and/or scope specific
  - Must include mandatory FAR provisions
    - A flow-down is a provision of a prime contract that the prime contractor includes in a subcontract. FAR required primes to flow-down many clauses – failing to flow-down, when required, is a breach of contract!
  - This is a **negotiated agreement** and should be specific to a singular contact activity. Subcontractors should be ready to push back against non-compliant terms
    - Scope of Work should be specific to avoid disputes
    - Payment & invoicing provisions should be included
    - Dispute resolution
    - Termination provisions: Termination for Convenience and Default
    - Non-disclosure provisions
    - Ensured compliance with subcontracting limits
    - Term of subcontract – how will the prime address contract options?



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Looking for potential partners

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Where to find potential teaming partners

- SBA Small Business Search (SBS)
- SAM.gov
- State of Alaska DBE Directory (or other state directories)
- Professional Organization training or networking events





Vetting potential teaming partners

- SBA Small Business Search (SBS)
- Contractor Performance Assessment Reporting System (CPARS) – past performance
- Risk Management concerns
- Legal concerns

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Looking for potential partners

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Professional Organizations

- ✓ **AGC** – Associated General Contractors https://www.agcak.org/
- ✓ **SAME** – Society of Army Military Engineers https://www.same.org/anchorage
- ✓ **CFMA** – Construction Financial Managers Association https://cafe.cfma.org/lastfrontier/home
- ✓ **NAWIC** – National Association of Women in Construction http://www.nawic-ak.org/
- ✓ **SPMS** – Society of Professional Marketing Services https://smpsalaska.org/
- ✓ **NCMA** – National Contract Management Association https://www.ncmahq.org/
- ✓ **NIGP** – National Institution of Government Purchasing https://www.nigp.org/

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Marketing & Advertising

How are you promoting your business?

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Marketing Your Business

- How are you marketing your business?
  - Develop a marketing plan – more than just using social media
  - Social Media presence – name and brand recognition
  - Identifying/promoting your small business certification(s)
  - Marketing Materials
    - Business Cards
    - Capability Statement
    - Website – what does it say about your business? Who is your audience?

"Marketing strategy will impact every piece of your business, and it should be tied to every piece of your business."
– Brandon Andersen

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Marketing Your Business

Where Government Contracting Starts

- Creating a Capability Statement
  - They're like Pringles – you can't stop at just one
  - Should be written for a targeted reader
  - Should fit the purpose of use
  - Can be anything from 1 page to a detailed catalog
  - Add them to your website



Video resources: Creating a Capability Statement
https://apexalaska.org/training/creating-capability-statements-2025-update-2/

GOVOLOGY Developing a Compelling Capability Statement (2026 Update)
https://govology.com/product/developing-a-compelling-capability-statement/ Discount code!

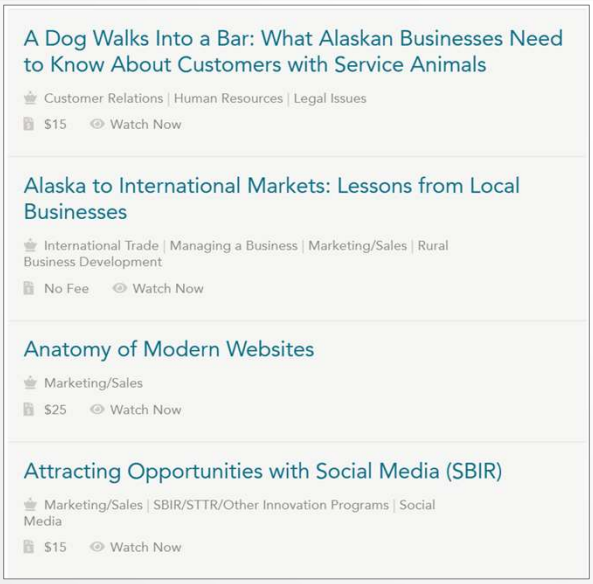
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Marketing Your Business

Where Government Contracting Starts

- Develop a Marketing Plan
- Social Media Presence
- Brand and Name Recognition
- Website development

Alaska Small Business Development Center
SBDC UAA Business Enterprise Institute
https://aksbdg.org



https://aksbdc.org/services/workshops/

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ALASKA APEX ACCELERATOR *Where Government Contracting Starts*



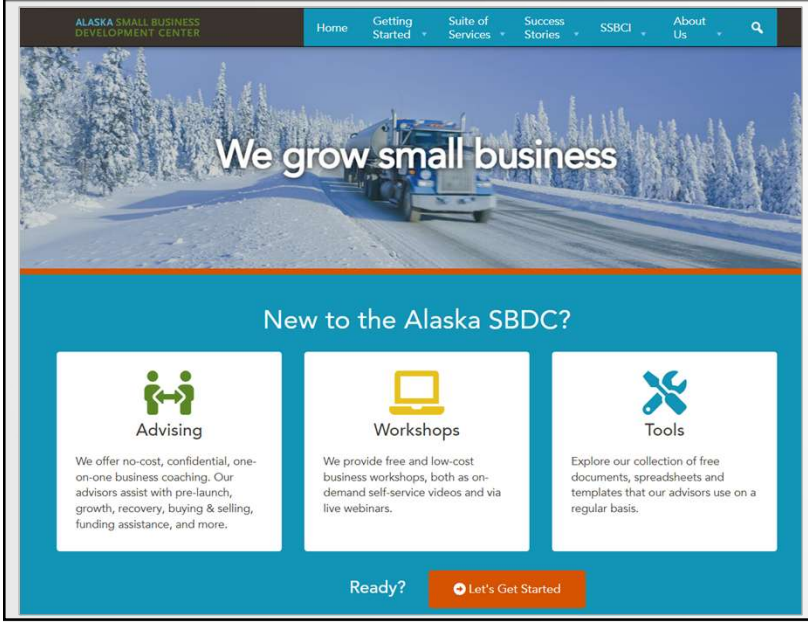
Local Resources

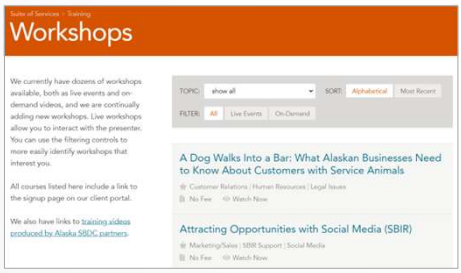
Finding the right resource to assist with business growth

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ALASKA APEX ACCELERATOR *Where Government Contracting Starts*

Resources





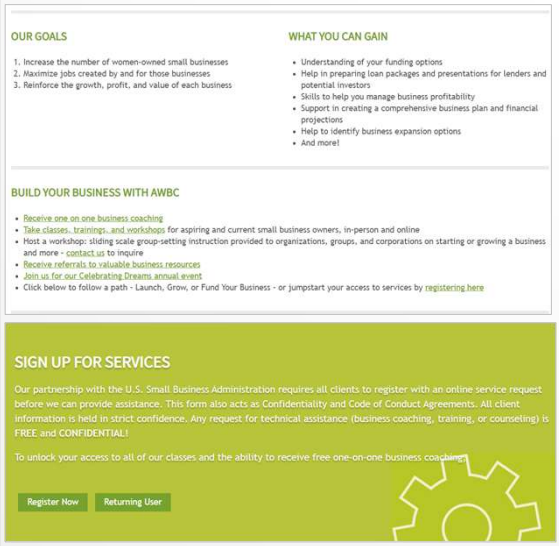


https://aksbdc.org/

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Resources

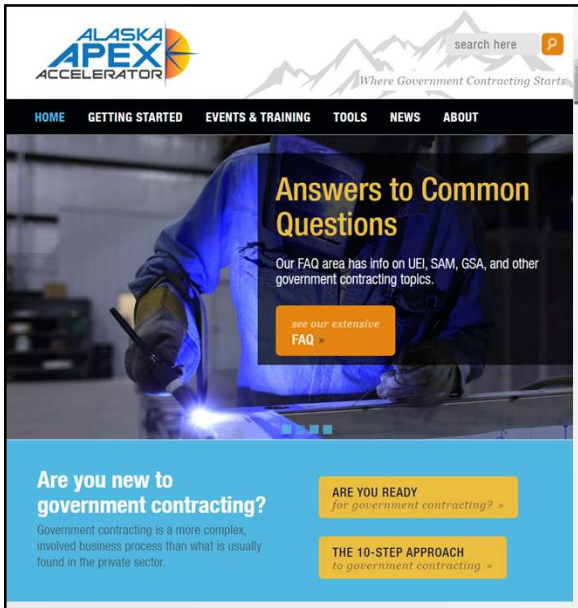




https://businessimpactnw.org/awbc/

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Program Introduction



- Free assistance with all aspects of government contracting, from cradle to grave (start to finish) for federal, state and local purchasing activity
- Free one-on-one appointments
- Free workshops (Special events and extended training session may have registration fees)
- The Alaska APEX is one of 96+ other APEX Accelerators across the US, Puerto Rico, & Guam

https://apexalaska.org/
https://www.napex.us/
https://www.apexaccelerators.us/#/

UAA Business Enterprise Institute
University of Alaska Anchorage

The Alaska APEX is a program of the UAA Business Enterprise Institute and is funded in part through a cooperative agreement with the Department of War (DoW), Office of Industrial Base Growth.

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In Conclusion

- Are you ready for government contracting?
  - Yes, let's get started! How can Alaska APEX Accelerator help?
  - No, need more information… How can Alaska APEX Accelerator help?
- Do the research – what is your start point?
- Build relationships with potential business partners and agencies.
- Learn the language of government contracting – read the solicitation, ask questions.
- Register in SAM then keep your profile active
- Update your marketing data in your SBS profile
- Use solicitation search subscriptions
- Obtain applicable small business certifications
- Use free resources when needed



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Questions?

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Currently vacant

General email: info@apexalaska.org **Website:** https://alaskapex.org

To request assistance, sign up here:
https://akapex.ecenterdirect.com/signup?reset=1



How can the Alaska APEX help you?

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