



# **APEX Accelerator Services**

## **Overview**

S.A.M.E. January 2026  
**Grady Smith - Advisor**



## 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 Aleman

## Other APEX Accelerators Serving Washington State

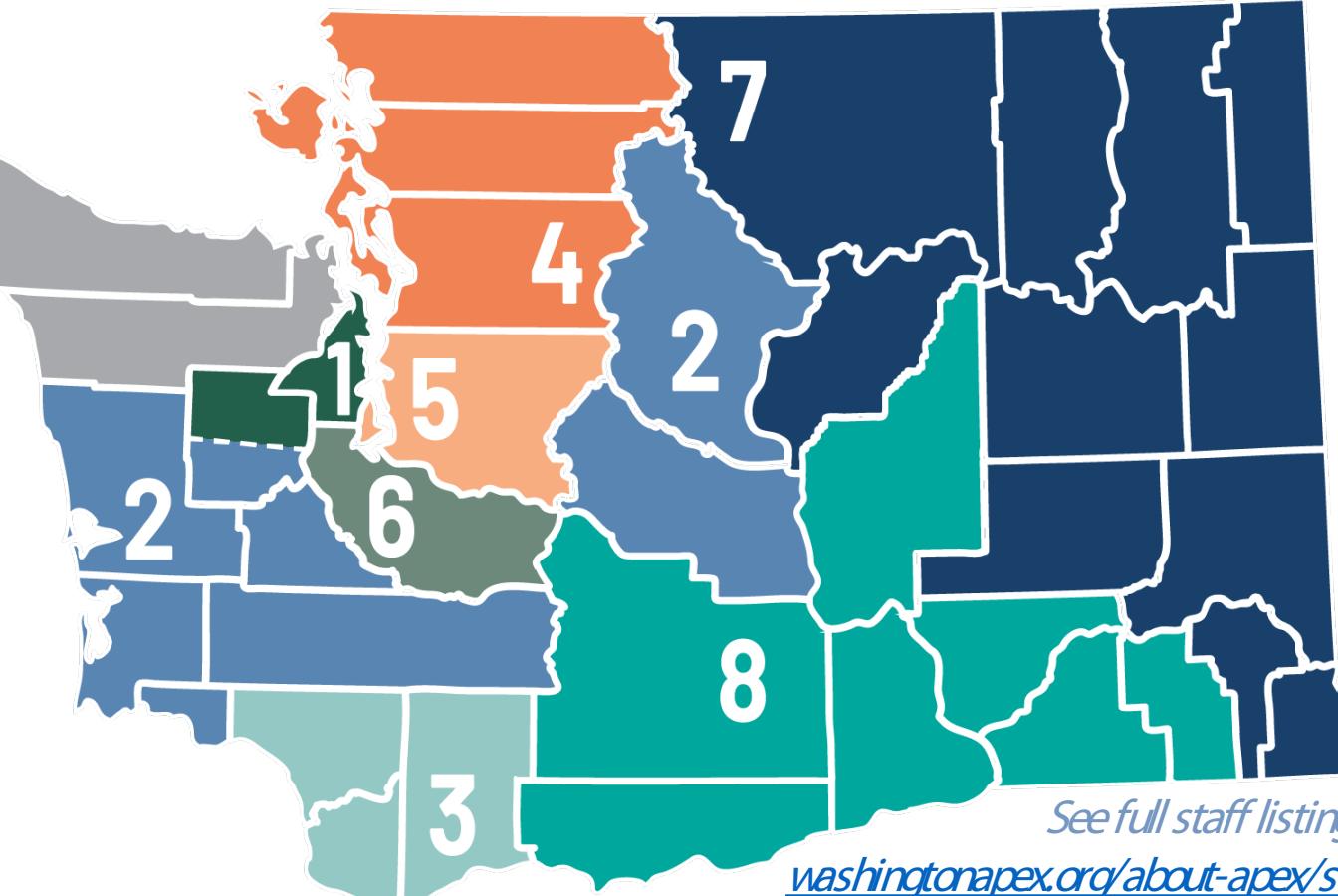
North Olympic Peninsula  
APEX Accelerator:  
[clallamorg/apex](http://clallamorg/apex)

American Indian Chamber  
Education Fund APEX  
Accelerator: [aicef-apex.org](http://aicef-apex.org)

NW Native Apex  
Accelerator:  
[napex.org](http://napex.org)

WASHINGTON  
**APEX**  
ACCELERATOR

Innovation & SBIR Program  
[washingtonapex.org/sbir](http://washingtonapex.org/sbir)



360.860.6945 [info@washingtonapex.org](mailto:info@washingtonapex.org) [washingtonapex.org](http://washingtonapex.org)

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

# Services we offer

- 1. Interpretations of Solicitations**
- 2. Registrations and Certifications**
- 3. Training and Seminars**
- 4. Marketing Assistance**
- 5. Post Award Assistance**



# Interpretation of Solicitations

One-on-one counseling to discuss:

- Solicitation documents
- Contract clauses
- Provisions
- Terms
- Definitions
- Requirements to ensure clear understanding and compliance



# Registrations and certifications

- Guide through System for Award Management (SAM.gov) registration
- Help determine eligibility for small business certifications
- Provide application support for certifications
- Offer guidance on state and local certifications



# Training and seminars

- <https://washingtonapex.ecenterdirect.com/events>

3/26/2026	<a href="#">Alliance Northwest 2026</a>
3/11/2026	<a href="#">Local Government Purchasing &amp; MRSC Rosters</a>
2/19/2026	<a href="#">Local Procurement Symposium 2026 - Thurston County</a>
2/11/2026	<a href="#">Local Government Purchasing &amp; MRSC Rosters</a>
1/14/2026	<a href="#">Local Government Purchasing &amp; MRSC Rosters</a>



# Marketing Assistance

- Develop and review capabilities statements
- Guide on marketing strategies and tools
- Assist with market research
- Facilitate networking and matchmaking
- Provide training on government marketing
- Support responses to sources sought and RFIs
- Offer bid matching services



The image shows a capability statement for Securus Asset Protection, LLC. The header features the company logo, which is a shield with the word "SECURUS" at the top and "ASSET PROTECTION" on the sides, with a stylized crosshair in the center. The background is dark blue at the top, transitioning to red and then white at the bottom. The text is organized into several sections: **SUMMARY** (professional security guards, mobile patrols, and event protection), **CORE COMPETENCIES** (Security Guard Services, Security Patrol Services, Vehicle Patrol), **DIFFERENTIATORS** (Virtual Security Monitoring), and **PAST PERFORMANCE** (logos of clients including PEPSICO, Pilot, Loves, Affinity, MICHELS, and Lewis County Transit). The contact information includes a phone number (360-602-6767), email (CONTACT@SECURUSAP.COM), and a website (SECURUSAP.COM). A note at the bottom states "DOD CONTRACT DOD24 APPROVED CONTRACTOR".



# Post-award assistance

- Contract performance support
- Compliance and regulations help —interpreting Federal Acquisition Regulations (FAR), contract clauses, and compliance obligations.
- Invoicing and payment assistance —support with proper invoicing procedures and resolving payment issues.
- Packaging, shipping, and delivery requirements —advice on government-specific standards for fulfillment.
- Contract modifications and administration —help with changes, extensions, or administrative tasks
- Resolving performance problems —assistance addressing disputes, issues, or audits.
- Audit preparation
- Electronic commerce and data interchange —support with systems like WAWF for reporting and submissions.



# SBIR/STTR support

- Education on program basics
- Solicitation and topic guidance
- Proposal development assistance
- Connections to additional resources



# Thanks for your time



WASHINGTON  
**APEX**  
ACCELERATOR

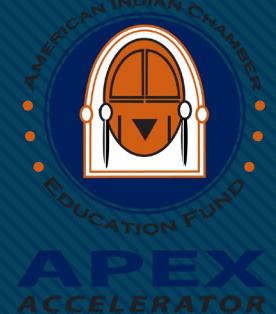
Grady Smith

[gsmith@thurstonedc.com](mailto:gsmith@thurstonedc.com)

<https://washingtonapex.org/>

Out of state? <https://www.napex.us/>

## Questions?



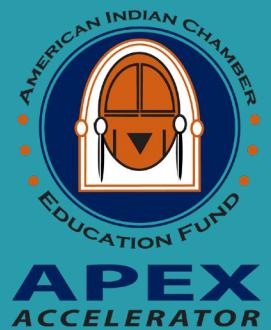
# AICEF APEX Accelerator Introduction

January 23, 2026

Contact information:

509-581-7505 | Jeremy Sandoval, Procurement Specialist | [aicef-apex.org](http://aicef-apex.org)

# APEX Accelerators



- The **APEX Accelerators Program**, formerly known as the Procurement Technical Assistance Program (PTAP). It is administered by Department of Defense (DoD) Office of Small Business Programs (OSBP) in cooperation with states, local governments, and nonprofit organizations.
- **Ninety-four APEX Accelerators including 6 Native American APEX Accelerators** – with over 300 local offices – in 49 states, Washington, D.C., Puerto Rico, Guam, and Northern Mariana Islands form a nationwide network of dedicated procurement professionals working to help local businesses compete successfully in the government marketplaces.
- Mission: 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.
- Vision: A diverse and resilient domestic industrial base that can deliver preeminent solutions to the military and other government users.

# Geographic Service Areas



## 197 Federally Recognized Tribes

### Pacific Bureau of Indian Affairs Region

- *Entire State of California*

### Western Bureau of Indian Affairs Region

- *Arizona*
- *Nevada*
- *Utah*

### Northwest Bureau of Indian Affairs Region

- *Washington*
- *Oregon*
- *Idaho*

# We Achieve Together

APEX ACCELERATORS BY THE NUMBERS: APRIL 1, 2024 – MARCH 31, 2025



With Federal funding of

**\$55 MILLION**



**90+**

APEX Accelerators  
served

**26,232**

new  
business  
clients

↳ **100** new clients  
per day

↳ **35%**

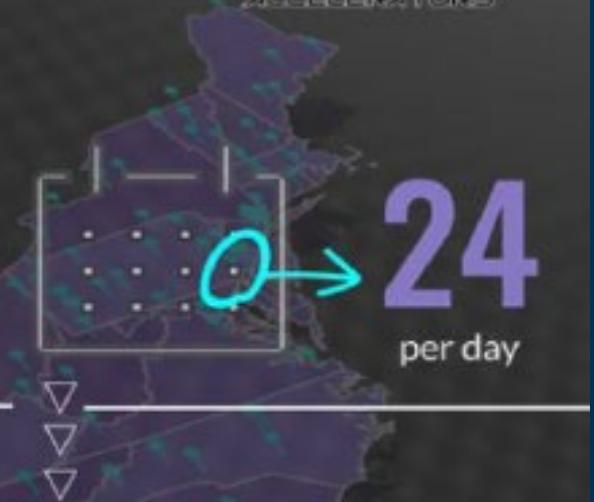
from Critical  
Technology Areas



...and conducted

**6,284**

training events



resulting in

**549,519**

contracts &  
subcontracts awarded  
to APEX clients

worth

**\$64.9B**

with an average contract value of

**\$118,231!**



# What We Do

- Register with a wide range of systems and to identify opportunities, assist with certifications, understanding the FAR.
- Identify which agencies and offices may need their products or services and how to be connected to buying agencies and offices.
- Determine whether they are ready for government opportunities and how to position themselves to succeed.
- Navigate solicitations and potential funding opportunities.
- Receive notifications of government contract opportunities daily.
- Network with buying officers, prime contractors, and other businesses.
- Resolve performance issues and prepare for audit, only if the service is needed, after receiving an award.

# Key Takeaways



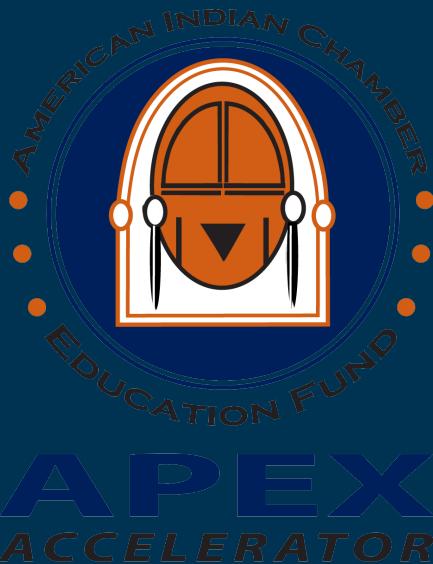
## *Bridge the Gap:*

Focus on providing practical, commercially viable solutions.

## *Keys to Success:*

- Proactively understand and manage risk.
- Embrace and understand changes and opportunities
- Focus on ***Performance*** and ***Delivering Value***.
- Your agility and expertise are vital.

# Contact Information



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