



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

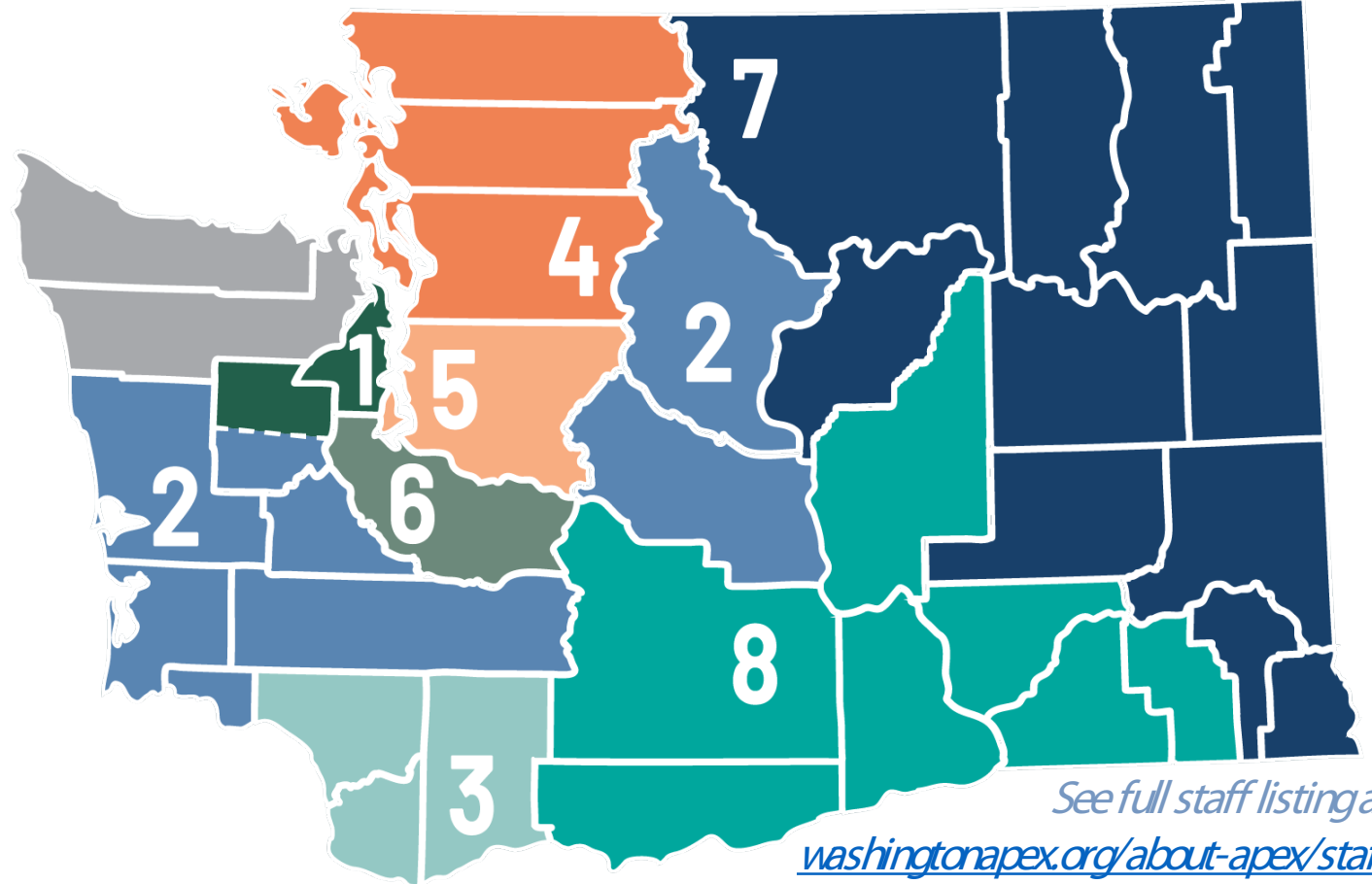
North Olympic Peninsula
APEX Accelerator:
clallam.org/apex

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

NW Native Apex
Accelerator:
nmapex.org

Innovation & SBIR Program
washingtonapex.org/sbir

WASHINGTON APEX ACCELERATOR



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

360.860.6945 info@washingtonapex.org 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 | Alliance Northwest 2026 |
| 3/11/2026 | Local Government Purchasing & MRSC Rosters |
| 2/19/2026 | Local Procurement Symposium 2026 - Thurston County |
| 2/11/2026 | Local Government Purchasing & MRSC Rosters |
| 1/14/2026 | Local Government Purchasing & MRSC Rosters |



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



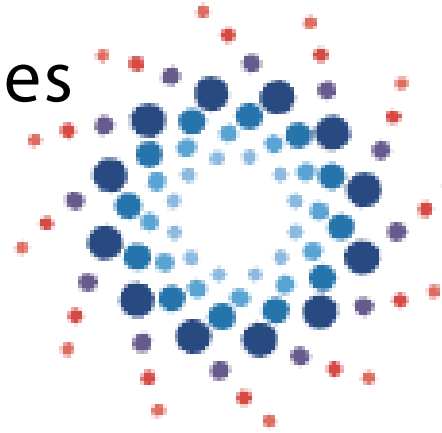
Post-award assistance

- 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



**AMERICA'S
SEED FUND**
SBIR • STTR



Thanks for your time



WASHINGTON
APEX
ACCELERATOR

Grady Smith

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<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

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*

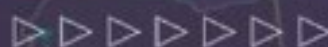
We Achieve Together

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



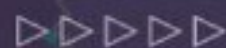
With Federal funding of

\$55 MILLION



90+

APEX Accelerators served



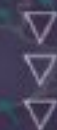
...and conducted

6,284

training events



24
per day



resulting in

549,519

contracts & subcontracts awarded to APEX clients

worth

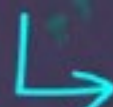
\$64.9B

with an average contract value of

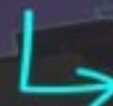
\$118,231!

26,232

new business clients



100 new clients per day



35%

from Critical Technology Areas



**\$1,186
ROI**
per federal \$ invested

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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