



APEX ACCELERATORS

Helping businesses enter
and participate in the
government supply chain

Marissa Henkel · June 25, 2024

Who we are & What we do



- History of APEX Accelerators
- Maine APEX
- Government Contracting
- Benefits & Opportunities for Small Businesses
- Challenges for Small Businesses
- Maine APEX Services
- Our Partners

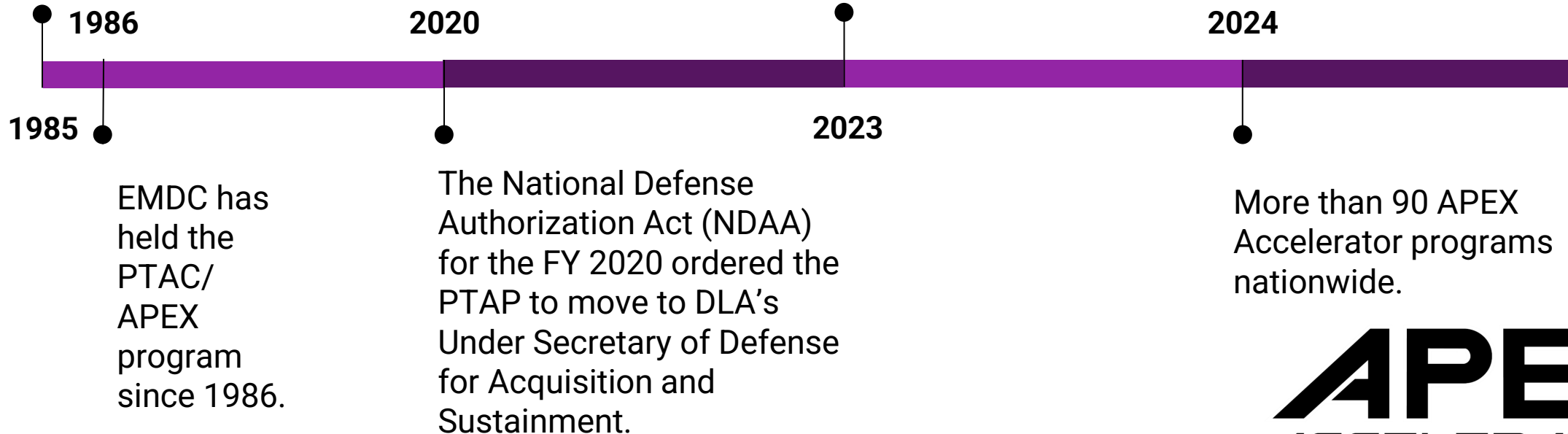
History of the APEX Accelerator

Procurement Technical Assistance Centers (PTACs)

Authorized by Congress to expand the number of small businesses capable of participating in government contracts.

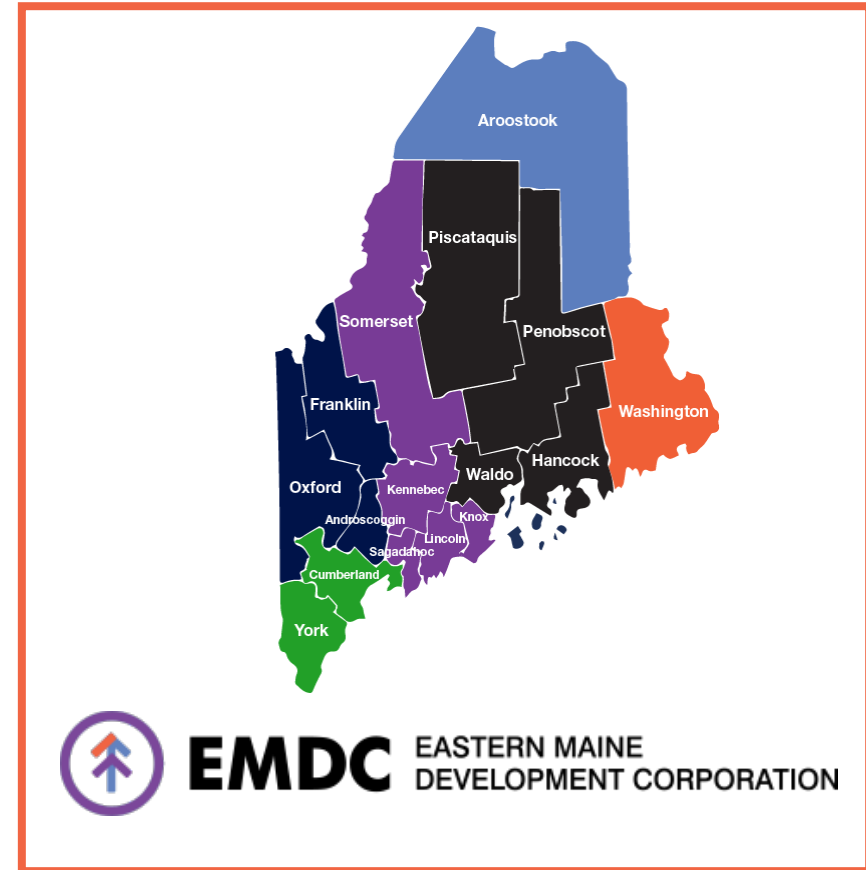
APEX Accelerators

DoD's Office of Small Business Programs (OSBP) began to manage and operate PTACs, rebranded with a new name.



Maine APEX Accelerator

- A program of Eastern Maine Development Corporation (EMDC)
- EMDC provides a variety of business and economic development programs
 - Workforce Assistance
 - Business Lending
 - Community & Business Services
 - Economic Development
 - Entrepreneurs & Business Owners



Maine APEX Accelerator

2,832

HOURS OF COUNSELING

[Learn More](#)

\$ 3.023B

IN AWARDS

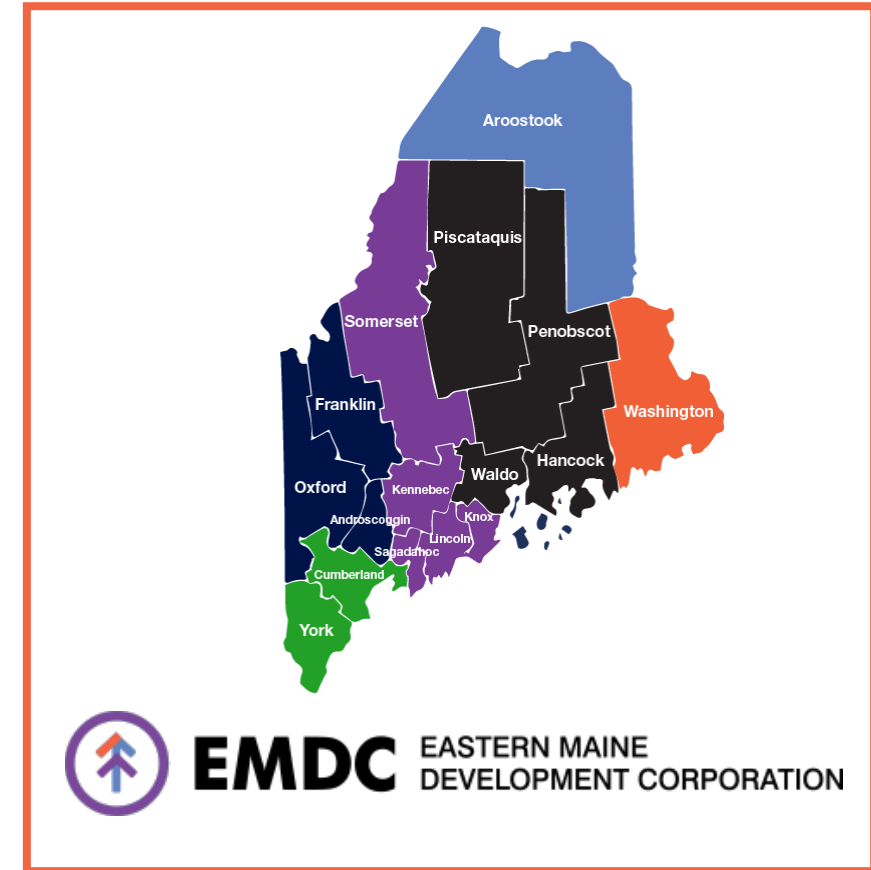
[Learn More](#)

100

FREE WORKSHOPS

[Learn More](#)

www.maineapex.com



What does Maine APEX do?

APEX Accelerators provide the education and training that all businesses need to participate to become capable of participating in local, state, and federal government contracts.

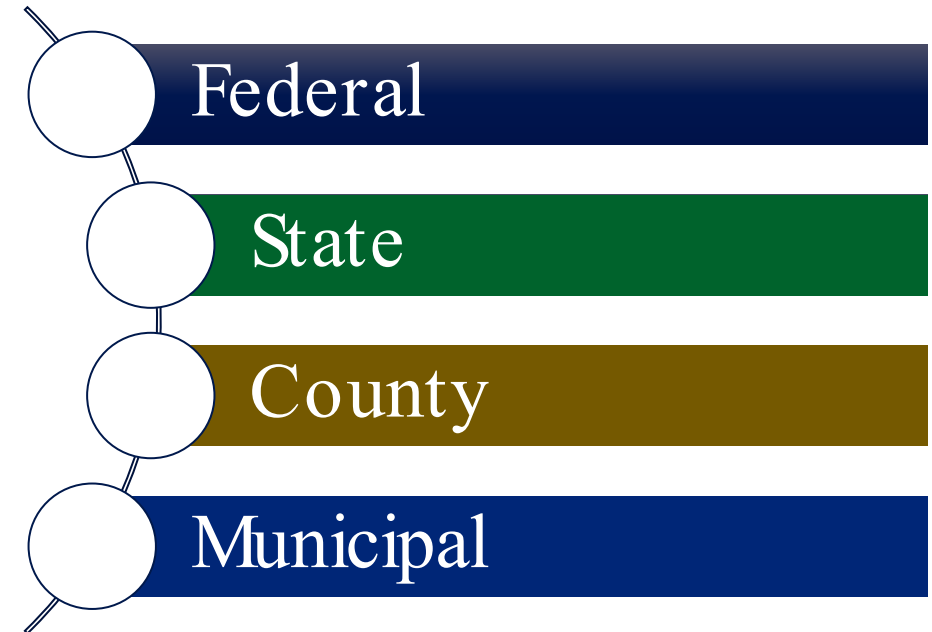
We assist Maine businesses to participate in the government marketplace.

Government Marketplace

World's Largest Buyer!

The U.S. Federal Government spends more than \$600 billion per year.

Goods & Services



Special Opportunities for Small Businesses

Congress Sets 23% Annual Spending Goal for Small Businesses



8(a) Business Development

The federal government tries to award at least 5% of all federal contracting dollars to small disadvantaged businesses each year.



HUBZone

The federal government tries to award at least 3% of all federal prime contracting dollars to HUBZone-certified small businesses each year.



Women-Owned Small Business

The federal government tries to award at least 5% of all federal contracting dollars to women-owned small businesses each year.



Service-Disabled Veteran-Owned

The federal government tries to award at least 3% of annual federal contracting dollars to service-disabled veteran-owned small businesses.

Challenges for Small Businesses

- Acronyms
- Registrations & Certifications
- Procurement Rules/Regulations
- Identifying Opportunities
- Primes vs Subs
- Responding to Solicitations
- Performing on Contracts

**Large Companies have
Procurement Departments**

**Small Businesses have
Maine APEX!**



Maine APEX Services

We provide our clients with **FREE** services:

- One-on-one Counseling
- Registration & Application Assistance
- Capability Statements Optimization
- Market Research & Bid Match
- Technical Assistance Responding to Solicitations
- Contract Performance & Post-Award Support
- Matchmaking & Network Events
- Workshops & Webinars



Registration and Application Assistance

- Government Procurement Portals
- Vendor Profiles (state & federal)
- Socio-economic Certification Applications



U.S. Small Business Administration

Optimizing Capability Statements

- Resume for your business
- Marketing tool
- Includes essential information to promote your business to government agencies



WWW.TECHCOMPINC.COM

CAPABILITY STATEMENT

Founded in 1997, TechComp, Inc. is a privately held, certified Woman-Owned Small Business located in Chesapeake, Virginia, employing Network Systems, Software and Controls Engineers. We provide Turn-Key Automation, Controls, & data systems solutions including SCADA, reporting, manufacturing execution, & other highly technical solutions. We have implemented systems utilizing custom solutions, as well as many product offerings from a variety of vendors. TechComp is a recognized Rockwell Certified Integrator & a Wonderware Archastra Certified Integrator with extensive experience in most product suites.

CORE COMPETENCIES

- ✓ Manufacturing Execution Systems
- ✓ SCADA Design, Build, and Programming
- ✓ Process Control
- ✓ Programmable Logic Controller (PLC)
- ✓ Human Machine Interface (HMI)
- ✓ Custom Software Applications
- ✓ Electrical Design
- ✓ Control Panel Manufacturing

COMPANY SNAPSHOT

CAGE Code: 1ABC2
DUNS Number: 054321234



Government Business POC: Brian Grecu
E-Mail: bgrecu@example.com
Phone: (555) 555-5555 Ext. 555
Address: 123 Example Court
Chesapeake, VA 23322

PAST PERFORMANCE

 **Huntington Ingalls Industries**
TechComp designed, built, & programmed one of the largest *distributed* Wonderware Archastra SCADA projects on the East Coast for Huntington-Ingalls (formerly Northrop Grumman) Newport News Shipbuilding facility.

 **Aquatic Bath**
TechComp has completed over 20 projects at Aquatics' seven plants throughout the U.S. such as: machine control refits, automation projects, motion controls, robotics controls, safety systems, and corporate wide ERP data collection & reporting systems.

 **DuPont-DCI**
TechComp has designed, built, & implemented a plant-wide Manufacturing Execution System (MES) for DuPont-DCI in Richmond, VA. The MES encompasses 2 plants & 14 processes. This system includes order & inventory management, production WIP tracking & traceability, recipe management, SCADA System, & machine control.

 **Kraft Foods**
TechComp has worked with multiple plants for Kraft since 2003. During this time we have completed a multitude of projects including: machine control refits, automation projects, plant wide Overall Equipment Efficiencies (OEE), asset management solutions, robotics, cooking systems, & water treatment controls.

SOCIO-ECONOMIC STATUS

 **Woman Owned Small Business**

NAICS CODES

- 541330 - Engineering Services
- 541430 - Graphic Design Services
- 541490 - Other Specialized Design Services
- 541511 - Custom Computer Programming Services
- 541512 - Computer Systems Design Services
- 541513 - Computer Facilities Management Services
- 541519 - Other Computer Related Services
- 811310 - Commercial and Industrial Machinery and Equipment Repair and Maintenance

PARTNERS

 **Rockwell Automation**
Recognized System Integrator

Market Research & Bid Match

We help business owners conduct market research using a variety of databases to identify potential contracting opportunities.

- SAM.gov
- Federal Procurement Data System
- DLA Internet Bid Board System
- State of Maine Vendor Self-Service

Bid Match

Counselors work with a business to create a profile including:

- NAICS codes
- Produce Service Codes
- Keywords
- Geographic areas

Receive daily emails with notifications of solicitations that match your criteria.

Bid Match

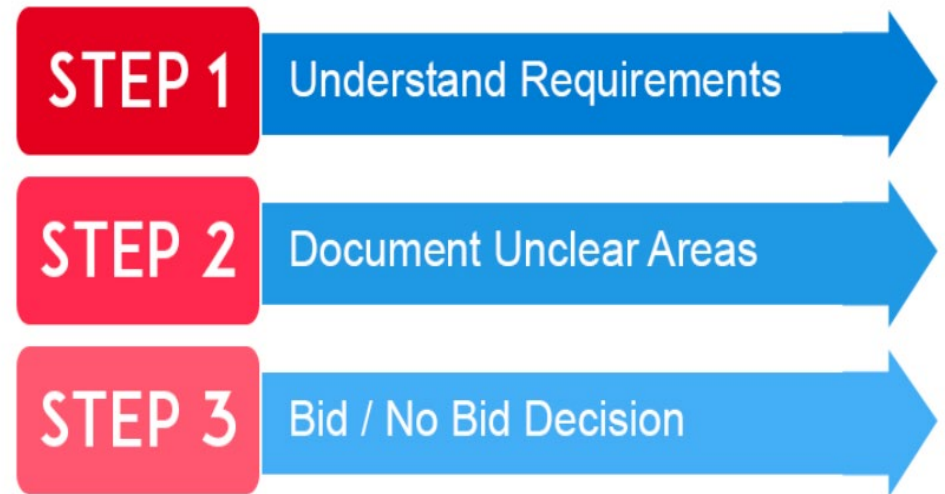


📅 Jun 19, 2024

#	Source Agency	FSG Title	Keywords
1	procure VETERANS AFFAIRS	J VANEC Zeiss Optime Forum Enterprise System Service and Optome...	stateIme;
2	procure DEPT OF DEFENSE	W Temp HVAC and Insulated Ductwork - PNSY	stateIme;
3	procure DEPT OF DEFENSE	13 01-050-7678 QW47	stateIme;
4	procure DEPT OF DEFENSE	47 TUBE, METALLIC	stateIme;
5	procure DEPT OF DEFENSE	61 THOF 500 Shore Power Cable	stateIme;
6	bid Maine - Division of Procurement Services Pre-Qualified Vendor Lists R	RFP 201811221 - Geophysical Services	stateIme;
7	bid Maine - Division of Procurement Services Pre-Qualified Vendor Lists R	RFP 201905093 - Environmental Consulting Services	stateIme;
8	bid Maine - Division of Procurement Services Pre-Qualified Vendor Lists B	RFP 201805094 - Natural Resource Damage Assessments (NRDA) Ecolo	stateIme;
9	bid Maine - Division of Procurement Services Pre-Qualified Vendor Lists 24	RFP 201805095 - Natural Resource Damage Assessments (NRDA) Field	stateIme;
10	bid Maine - Division of Procurement Services Pre-Qualified Vendor Lists F	RFP 201905085 - Removal of Petroleum and Hazardous Substances	stateIme;
11	bid Maine - Division of Procurement Services Pre-Qualified Vendor Lists Y	RFP 201807143 - Well Drilling, Pump Installation and Maintenance	stateIme;
12	bid Maine - Division of Procurement Services Pre-Qualified Vendor Lists N	RFP 201805101 - Water Treatment Equipment Installation and Maint	stateIme;
13	bid Maine - Division of Procurement Services Pre-Qualified Vendor Lists Z	RFP 202302025 - Maine Certified Underground Oil Storage Tank Ins	stateIme;
14	bid Maine - Division of Procurement Services Pre-Qualified Vendor Lists F	RFP 201712201 Environmental Subsurface Exploration Services	stateIme;
15	bid Maine - City of Biddeford	C Historic Preservation Design Guidelines	stateIme;
16	bid Maine - Town of Wells	Y Bragdon Brook Culvert Repairs	stateIme;
17	bid Michigan - MITN	Q Medical Examiner Investigator Services for the Genesee County ME...	stateIme;

Reading and Responding to Solicitations

- Read solicitations to understand project requirements, evaluation criteria, submission guidelines, and deadlines
- Perform opportunity assessments & self-assessments
- Proofread proposals to ensure offer is responsive and responsible



Contract Performance & Post -Award Support

- Understand post-award debriefings
- Review contract & performance specifications
- Understand contract modifications
- Submit invoices & receive payments



Things to Consider

Is your business:

- A for profit small business operating in Maine?
- An established business with some commercial success?
- A low-risk supplier/vendor to the government?
- A provider of goods or services that could be marketed to agencies?
- Reasonably tech-savvy?
- Willing and able to research the marketplace?
- Capable of investing the time and effort?



Network Resource Partners

Network Partners Provide:

- Start-Up Assistance
- Business Planning & Development
- Financing/Accounting
- Sales/Marketing
- Technology Assistance
- Employee-Development Training



U.S. Small Business
Administration



EMDC DBE Support Services

The DBESS program helps Maine DBEs grow their business and obtain new work with MaineDOT

Primary Areas of Support:

- Orientation for new DBEs
- Business Needs Assessment
- Business Development Program
- Individual Business Management Assistance
- Computer, Website and Technical Assistance
- Tuition Reimbursement
- Networking Opportunities

Qualifications:

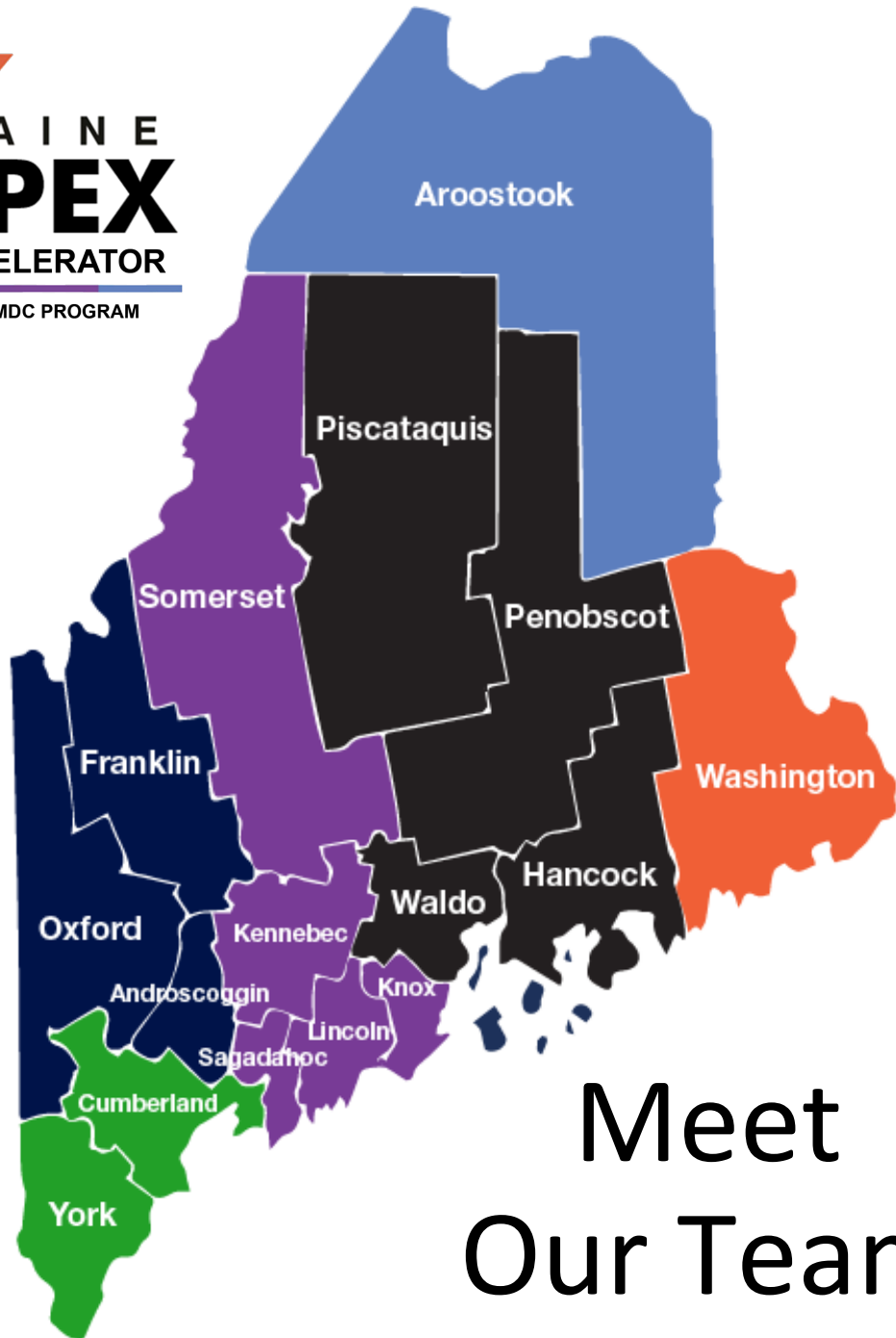
Any business of any service can become DBE certified in Maine.

Businesses can only qualify for the Supportive Services offered through EMDC when they are 51% minority/women-owned, their personal net worth doesn't exceed \$1.32 million, and they offer a MaineDOT service (environmental consulting, construction, engineering, etc.)

DBE Applications and required documents can be found on

<https://www.maine.gov/mdot/civilrights/dbe/>

For more information, contact Gabe Rand (DBE Support Services Specialist)
grand@emdc.org



Meet Our Team



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Upcoming Webinars & More Information



Understanding FOCI: Foreign Ownership, Control, And Influence

Jul 09, 2024 11:00 am-12:00 pm

Government Contracting



Understanding Micropurchases

Aug 08, 2024 11:00 am-12:00 pm

Web-based

Government Contracting



facebook.com/maineapexaccelerator



twitter.com/maineapex



maineapex.com/events

A woman in a white blazer is smiling and looking towards a group of people. Several people in the foreground have their hands raised, suggesting an interactive session or a Q&A period. The background is a bright, modern office or meeting room with large windows.

Questions & Answers