

# JBLM Industry Day Discussion: General Maintenance, Repair, and Minor Construction Work MATOC

December 5, 2023 <a href="https://www.washingtonapex.org">www.washingtonapex.org</a>

### PTACs Are Now Also "APEX Accelerators"

- APEX is funded, in part, through the US Dept of Defense (DoD).
- Transition from Defense Logistics Agency to DoD Office of Small Business Programs.
- All the same services will continue.
- **New 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.





### Washington APEX Accelerator

• APEX assists Washington State businesses in selling to federal, state and local governments.

Finding opportunities to bid

Interpreting solicitations and regulations

Certifications & registrations

Marketing to government buyers

We provide these services through:

- Workshops
- One-on-one counseling sessions
- Matchmaking events
- Optional Bid Match service (fee-for service)



Funded, in part, through a cooperative agreement with the Department of Defense (DoD).





#### 1 Kitsap Economic Development Alliance

Mary Jo Juarez, Terry Homburg, James Davis kitsap@washingtonapex.org



#### **Thurston Economic Development Council**

**Grady Smith** thurston@washingtonapex.org



#### **Columbia River Economic Development Council**

Julia Krivoruk swwa@washingtonapex.org



#### **4 Economic Alliance Snohomish County**

Cara Buckingham snohomish@washingtonapex.org



#### **Green River College**

Darrell Sundell, Melinda Martirosian king@washingtonapex.org



#### **Washington APEX Accelerator in Pierce County**

Trena Payton pierce@washingtonapex.org Maryam Lynch-Tate mlynchtate@washingtonapex.org



#### **Greater Spokane Incorporated**

Aleesha Roedel spokane@washingtonapex.org



#### 8 Tri-City Regional Chamber of Commerce

Maria Alleman tricity@washingtonapex.org

#### **Other APEX Accelerators Serving Washington State**

North Olympic Peninsula APEX Accelerator:

Rehekah Miller ptac@clallam.org

Kate Hoy

American Indian Chamber Education Fund PTAC:

Jeremy Sandoval

Jeremy.sandoval@aicccal.org

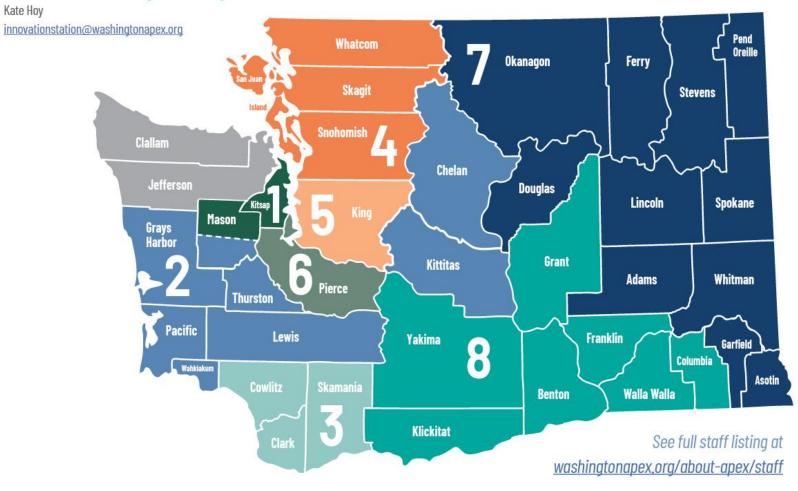
**NW Native Apex Accelerator:** 

Chuck Jehle

ciehle@nnapex.org



**Innovation & SBIR Program Manager** 



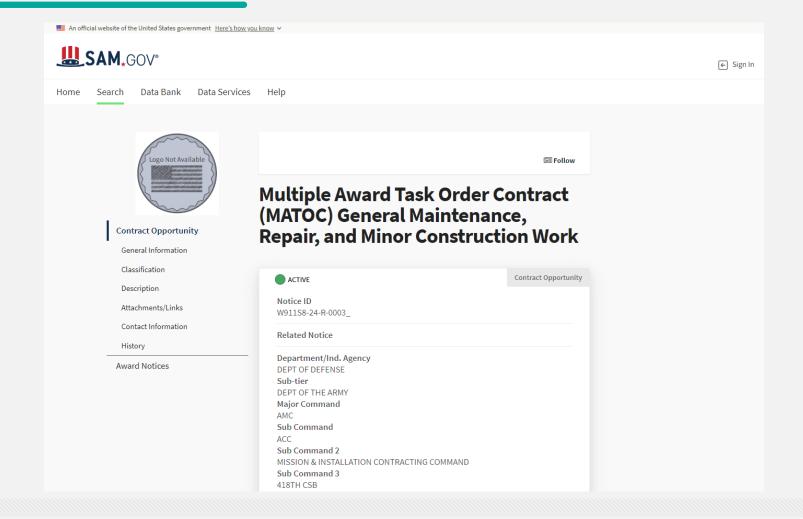
360.860.6945 info@washingtonapex.org washingtonapex.org

### Agenda

- Introductions
- JBLM Source Sought Presentation/Overview
- Q&A
- Attendee Role Call



### Notice ID W911S8-24-R-0003\_







Questions?

### PTAC/APEX Contacts

- Maryam Lynch-Tate, Business Outreach & Training Specialist <u>MLynchTate@WashingtonAPEX.org</u>
- Marnie Tyson, PTAC Counselor
  <u>MTyson@ThurstonEDC.com</u>



## How to Find the PTAC/APEX Counselor Closest to You

Washington State

https://washingtonapex.org/

All States

https://www.aptac-us.org/



