



WASHINGTON
APEX
ACCELERATOR
FORMERLY WASHINGTON PTAC

Preparing to Bid

Temporary Medical Staffing Services

July 19, 2024

Agenda

- Why today?
- About APEX Accelerator, formerly PTAC
- Solicitation history
- Review of the Opportunity
- Pre Bid Check List – Interactive! Have the solicitation and check list ready
- Bid or No-Bid Decision
- Resources

About APEX Accelerator

Funding

- Funded in part by the US Department of Defense since late 1980's
- Supported locally by Washington State, Green River College, and economic development organizations

Mission

- Increase government contracts and subcontracts to Washington firms
- Focus on small, minority, women, and veteran owned firms

Reach

- 17 advisors across the state
- Serving 1400 businesses each year who win \$300 million in contracts and subcontracts



1 Kitsap Economic Development Alliance

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



2 Thurston Economic Development Council

Grady Smith
thurston@washingtonapex.org



3 Columbia River Economic Development Council

Julia Krivoruk
swwa@washingtonapex.org



4 Economic Alliance Snohomish County

Cara Buckingham
snohomish@washingtonapex.org



5 Green River College

Darrell Sundell, Melinda Martirosian
king@washingtonapex.org



6 Washington APEX Accelerator in Pierce County

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



7 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

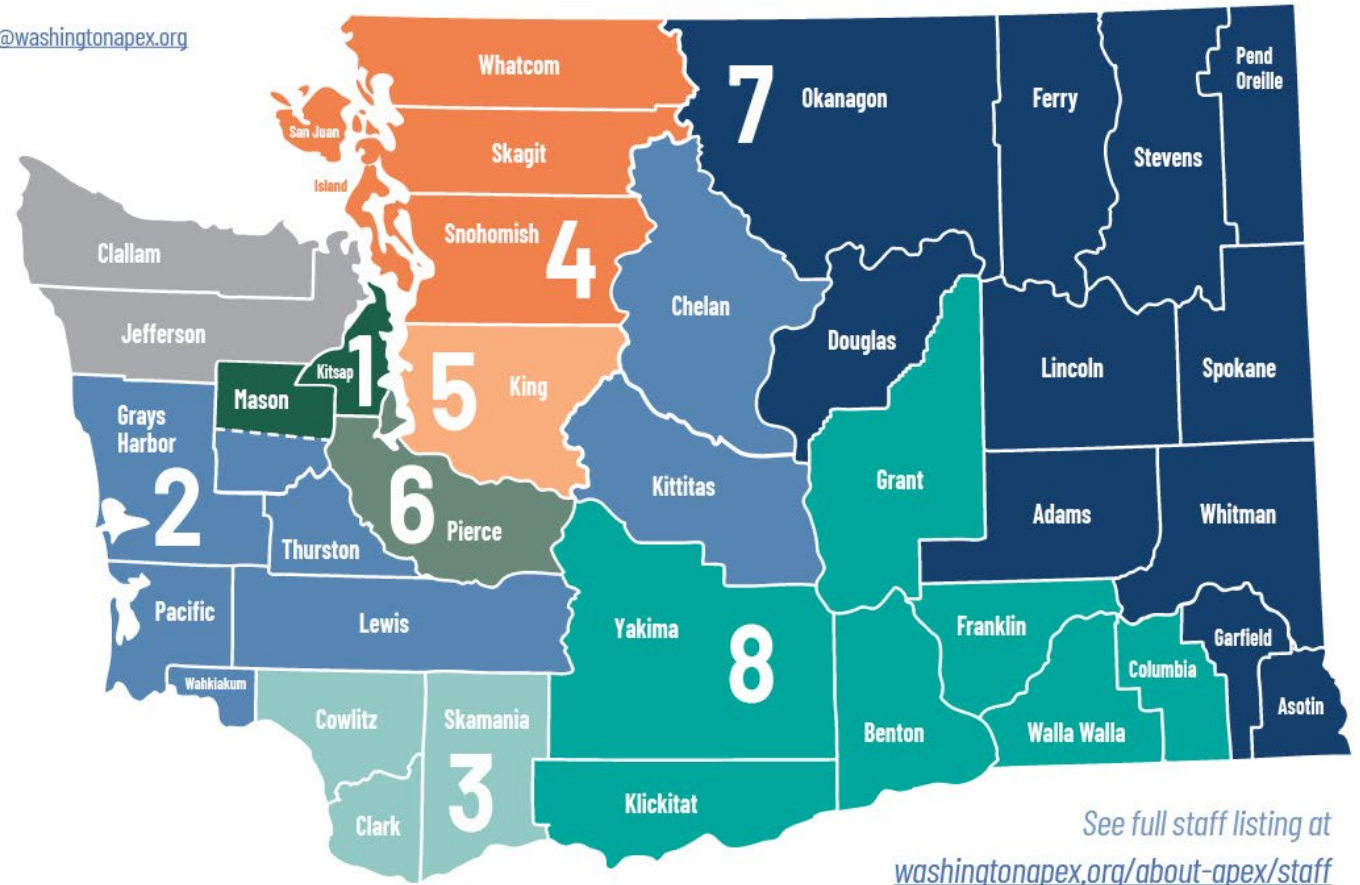
North Olympic Peninsula APEX Accelerator:
Rebekah Miller
ptac@clallam.org

American Indian Chamber Education Fund PTAC:
Jeremy Sandoval
Jeremy.sandoval@aicccal.org

NW Native Apex Accelerator:
Chuck Jehle
cjehle@nnapex.org

Innovation & SBIR Program Manager

Kate Hoy
innovationstation@washingtonapex.org



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

360.860.6945 info@washingtonapex.org washingtonapex.org

Solicitation History

- Washington State Department of Enterprise Services manages Statewide Contracts with over 1500 vendors and \$1.9b in annual spend
- State agencies and local governments use statewide contracts to buy commonly purchased goods and services
- Staff at DES conduct research to determine if state and local governments need a statewide contract for this service.
- **Temporary Medical Staffing Services** is a new contract for Washington State
- RFI was issued 9/26/23, Listening session was held on 11.13.23,

Solicitation History WEBS (gov't login)

- How do agencies get this Service now?
 - Washington State Dept of Veterans Affairs Temporary Clinical Staffing Contract – 2023-002; no award?

Veterans Affairs, Department of	2023-002	Temporary Clinical Staffing	Zabrina Hansen- Lumbert	RFP	Archived	4/21/2023	7/12/2023		551	147	50	0
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- Temporary Contract Nurse Staffing Services by Dept of Social and Health Services, 2022, 2213-820

Social and Health Services, Department of	2213-820	Temporary Contract Nurse Staffing Services	James O'Brien	RFQ	Archived	11/16/2022	12/28/2022	will vary	1395	99	28	2
SHC Services, Inc. AMN Healthcare, Inc.		Supplemental Health Care AMN Healthcare, Inc.										

Solicitation History – data.wa.gov

Agency Contracts Fiscal Year 2023

DSHS Contract for Temp Nursing Staffing FY23, #2212

Vendor Name	Total in 2023
AB Staffing Solutions, LLC	\$550,000
American Health Staffing Group INC	\$50,384,000
Aya Healthcare, Inc.	\$40,266,480
MAXIM HEALTHCARE SERVICES, INC.	\$67,302,760
Medical Solutions, LLC	\$34,716,480
Worldwide Travel Staffing, Limited	\$550,000
Grand Total	\$193,769,720

DSHS Contract: <https://www.dshs.wa.gov/ffa/procurements/temporary-contract-nurse-staffing-services>

- AMN Health Care, Inc.
- Supplemental Health Care Services

What will happen after award?

STATEWIDE
CONTRACT
AWARDS



Awarded
by
Contract Category



Awarded
by
Award Type
[Main Awards & Reserved Awards]

If you are one of the up to 74 Awardees, you'll be listed on the statewide contract site:

https://apps.des.wa.gov/DESContracts/Home/ContractSummary/26223?utm_medium=email&utm_source=govdelivery

- There is no guarantee you will get any work.
- After award, you'll work with specific state/local agencies on specific work scopes
- You'll report quarterly to DES



Current Opportunity

- WEBS is the only authoritative source
- Check your commodity codes
- Are you getting emails?



<ul style="list-style-type: none"> ➤ Manage Commodity Codes ➤ Manage Geographic Designations ➤ Manage Profile/Password ➤ Manage Contacts ➤ View User Guides ➤ Search Opportunities ➤ Search Vendors ➤ View History ➤ View Reports ➤ Logout 	<p>Solicitation Details</p> <table border="0"> <tr> <td>System Identifier 53916</td> <td>Customer Reference Number 26223</td> </tr> <tr> <td>Organization Name Enterprise Services (DES), Dept. of</td> <td>Title of Opportunity Temporary Medical Staffing Services</td> </tr> <tr> <td colspan="2">Description Of Opportunity Competitive procurement to award Statewide Contracts, by contract category, for eligible purchasers to acquire Temporary Medical Staffing Services.</td> </tr> <tr> <td>Date Posted 7/12/2024</td> <td>Date Closed 9/5/2024</td> </tr> <tr> <td>Estimated Initial Contract Value 25,000,000</td> <td>Contact Name Samantha Johnson</td> </tr> <tr> <td>Contact Phone (360) 407-2213</td> <td>Contact Email DESContractsTeamFir@des.wa.gov</td> </tr> <tr> <td>Comm Codes 952-21 - Counseling 948-28 - Dental Services 961-30 - Employment Agency and Search Firm Services (Including Background Investigations and Drug Testing for Employment) 958-56 - Health Care Management Services (Including Managed Care Services) 918-67 - Human Services Consulting (To Include Mental Health Consulting Services) 918-78 - Medical Consulting 952-62 - Mental Health Services: Vocational, Residential, Etc. 958-67 - Mental Health/Retardation Management Services (Incl. Operations, Facilities Maintenance, Nursing, Food Service, etc. 24/7) 948-64 - Nursing Services 958-74 - Personnel Management Services 962-69 - Personnel Services, Temporarv</td> <td>Counties Adams, Asotin, Benton, Chelan, Clallam, Clark, Columbia, Cowlitz, Douglas, Ferry, Franklin, Garfield, Grant, Grays Harbor, Island, Jefferson, King, Kitsap, Kittitas, Klickitat, Lewis, Lincoln, Mason, Okanogan, Pacific, Pend Oreille, Pierce, San Juan, Skagit, Skamania, Snohomish, Spokane, Stevens, Thurston, Wahkiakum, Walla Walla, Whatcom, Whitman, Yakima</td> </tr> </table>	System Identifier 53916	Customer Reference Number 26223	Organization Name Enterprise Services (DES), Dept. of	Title of Opportunity Temporary Medical Staffing Services	Description Of Opportunity Competitive procurement to award Statewide Contracts, by contract category, for eligible purchasers to acquire Temporary Medical Staffing Services.		Date Posted 7/12/2024	Date Closed 9/5/2024	Estimated Initial Contract Value 25,000,000	Contact Name Samantha Johnson	Contact Phone (360) 407-2213	Contact Email DESContractsTeamFir@des.wa.gov	Comm Codes 952-21 - Counseling 948-28 - Dental Services 961-30 - Employment Agency and Search Firm Services (Including Background Investigations and Drug Testing for Employment) 958-56 - Health Care Management Services (Including Managed Care Services) 918-67 - Human Services Consulting (To Include Mental Health Consulting Services) 918-78 - Medical Consulting 952-62 - Mental Health Services: Vocational, Residential, Etc. 958-67 - Mental Health/Retardation Management Services (Incl. Operations, Facilities Maintenance, Nursing, Food Service, etc. 24/7) 948-64 - Nursing Services 958-74 - Personnel Management Services 962-69 - Personnel Services, Temporarv	Counties Adams, Asotin, Benton, Chelan, Clallam, Clark, Columbia, Cowlitz, Douglas, Ferry, Franklin, Garfield, Grant, Grays Harbor, Island, Jefferson, King, Kitsap, Kittitas, Klickitat, Lewis, Lincoln, Mason, Okanogan, Pacific, Pend Oreille, Pierce, San Juan, Skagit, Skamania, Snohomish, Spokane, Stevens, Thurston, Wahkiakum, Walla Walla, Whatcom, Whitman, Yakima
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Current Opportunity

- See Vendors Downloading
- Are you correctly listed as SB = Small Business?

Legend:

M - OMWBE Certified Minority Owned

W - OMWBE Certified Women Owned

MW - OMWBE Certified Minority & Women Owned

SB - Self-Certified Washington Small Business

Mn - Self-Certified Washington Mini Business

Mc - Self-Certified Washington Micro Business

V - Washington Certified Veteran-Owned



Vendors Downloading

[View More Detail ▼](#)

This feature supports partnering opportunities for vendors only. The below list of vendors represents only those vendors interested in this solicitation who have "opted in" to information sharing. It does not necessarily represent all vendors interested in the solicitation.

Company Name	Email	Phone	Status
22nd Century Technologies, Inc.	sledbids@tscti.com	(908) 765-0003 Ext. 359	
24HourNurse LLC	jaclyn@24hournurse.com	(630) 828-5142	
A.I.S., Inc.	Susan.Amstadter@ExpressPros.com	(509) 747-6011	SB
ACI Federal	peterjudd@acifed.com	(540) 288-6591	
Actriv Healthcare	Bilha@actriv.com	(253) 433-7755 Ext. 210	SB
Acts Pharmacy and Healthcare Services	actsrxandhcs@gmail.com	(253) 272-0324	M-Mc
Adel Healthcare Services, LLC	adelhealthcaresvs@gmail.com	(206) 473-0486	Mc
Adroit Staffing LLC	robertuche1978@aol.com	(346) 933-9122	Mc
AGILE SQUAD PRO LLC	dabuga@agilesquadpro.com	(509) 537-7772	Mc
Alan Chen, M.D., P.S., Inc.	chen.alan@gmail.com	(253) 833-7750 Ext. 392	Mn
All Medical Personnel Inc	mike.gonet@allmedical.com	(214) 276-6338	
All StarZ Technical Services, LLC	inquiries@allstarzstaffing.com	(253) 277-4000	SB
ALOIS LLC	rfp-us@aloissolutions.com	(408) 216-7022	
Ameke enterprises	ALLYMAC67@GMAIL.COM	(206) 380-8685 Ext. 1	SB

Current Opportunity

- Check Your profile



- [Manage Commodity Codes](#)
- [Manage Geographic Designations](#)
- [Manage Profile/Password](#)
- [Manage Contacts](#)
- [View User Guides](#)
- [Search Opportunities](#)
- [Search Vendors](#)
- [View History](#)
- [View Reports](#)
- [Logout](#)

Manage Profile [help](#)

Account Administrator

[MAKE CHANGES TO PROFILE](#)

Account Administrator Name

Tiffany Scroggs

Email Address

tscroggs@thurstonedc.com

Notify the account administrator of opportunities?

Yes

Display company contact information to other companies for partnering opportunities

Yes

Registered: 8/1/2011

Updated: 10/9/2023

Company Profile

Federal ID# (FEIN)

91-1183169

SSN

Company Name

Thurston EDC

DBA Name

Web Address

Washington UBI

of Employees

20

Ownership Profile

Do you wish to enter the demographic profile of your company?

No

OMWBE/Veteran/Washington Small Business Status

Washington Small Business

Other certifications or licenses you possess

Corporate Location

Street Address 1

4220 6th Ave SE

Street Address 2

Current Opportunity

- Download ALL attachments
 - Solicitation Documents
 - Solicitation Amendments
- Read & Understand all documents
- Be aware of embedded **or** linked documents

Attachments:

Solicitation Documents

Solicitation Documents
26223 CompetitiveSolicitation Statewide Final.docx
26223 ExhibitA-1-Bidder'sCertification Final.docx
26223 ExhibitA-2-Bidder'sProfile Final.docx
26223 ExhibitB-PerformanceRequirements Final.docx
26223 ExhibitC-BidPrice Locked Final.xlsx
26223 ExhibitD StatewideContract Final.docx
26223 ExhibitE-DiverseBusinessInclusion Final.docx
26223 ExhibitF-JobSpecifications Final.docx

Solicitation Amendments

Pre-Bid Checklist / Solicitation Review



Pre-Bid Checklist



APEX's Pre-Proposal Checklist

Disclaimers: This check list is not intended to be inclusive of every element of the solicitation. It is designed as a starting template that each business can customize to meet their own needs. Some of these items will be not applicable.

Solicitation Review Check Sheet for Solicitation #: **STATEWIDE CONTRACT COMPETITIVE SOLICITATION - No. 26223**

Check List Item	Answer	Location of Content (name page #, exhibit #, Q/A, amendment, etc)
Deadline to Submit Proposal/Quote	Sept 5, what time?	Solicitation doc, p5
Pre-proposal conference date	July 24, 9am	Solicitation doc, p5
Site visit date	n/a	
Pre-proposal inquiry cut-off date (Q/A Period)	August 14	Solicitation doc, p5
Issue date of solicitation	July 23	Solicitation doc, p4
Reserved Award / Preferences for Veteran Owned Business and SB / Set Asides / other competitive advantages	Yes - for WA small or Veteran owned	Solicitation doc p2
Commodity Codes / NAICS		



Pre-Bid Checklist Continued

Method of proposal submission (USPS, e-mail, over-night, etc.)	E-mail, unzipped, <25 mb, with subject line requirement	Solicitation doc p16
Type of solicitation (Low Price, Low Price Technically Acceptable, Best Value Trade Off) How Evaluate?	Non-Cost: 560 Points Cost: 282-400 Points Other: 40 points	Solicitation doc p9 Exhibit B – Non Cost Exhibit C – price
Type of contract (Firm Fixed Price, Purchase Order, Time & Material, etc) If FFP is there a price escalation clause?	Firm and fixed for at least 1 year. Request adjustments to pricing in November of each year, based on index	Exhibit D – Contract, p4
Self-performance requirement / Limitations on Subcontracting?		

Bid or No-Bid?

- Conduct a bid/no-bid analysis based on your company's goals, proficiencies, and likelihood for success.
 - Forces you to slow down and read the solicitation
 - Small businesses don't have the luxury of wasting time bidding on something they won't win
 - Allows space to think about WHY you want this work and HOW you'll bid competitively

Bid or No-Bid?

Bid/No Bid Assessment					
CAN we BID?	5	4	3	2	1
Can we meet the technical requirements of the request?					
Can we meet the schedule requirements of the request?					
Do we understand the risks associated with the program, and can we adequately mitigate them?					
Does our experience match the needs of the request?					
Do we have the resources to put together a winning bid?					
Do we have the bandwidth (time) to put together a winning bid?					
Do we understand all of the deliverables for the proposal?					
Are we able to capture all costs direct and indirect to bid properly?					
Can we be profitable?					
Do we have a steady cash flow to cover expenses for the duration of the project?					
Can we demonstrate recent successful programs with of a similar scope and size?					
Are you able to deliver the lowest bid?					
Can we meet the schedule as described in the request?					
Is our product / service cost competitive?					
TOTAL	0	0	0	0	0

Bid or No-Bid?

Do we WANT to Bid?	5	4	3	2	1
Is this program core to our business?					
Is there additional work after this program?					
Can you be profitable on this program? If not, is this a step to other profitable work?					
Can we meet or negotiate the terms and conditions as stated?					
Have we worked with this customer before?					
Do we have a good history with this customer? If not, have we established a good rapport with the customer?					
Do we know the key decision makers for this effort?					
Do we understand the evaluation process for this effort?					
Is this a qualifications-based opportunity (e.g. NOT lowest price wins)?					
Is there an incumbent for this? The incumbent wins 70% of the time.					
Do we understand what our competitors will be offering?					
Is our solution unique (truly something no one else can offer)?					
TOTAL	0	0	0	0	0

Pre-Bid Checklist

- Your APEX Advisor can help at any stage of the process
- Email info@washingtonapex.org to be connected to an advisor to
- “Become a Client” at www.washingtonapex.org or napex.us (out of WA)



Top Tips

1. Ask questions and identify barriers to participation NOW.
2. Ask for a debrief regardless of if you win (3 days)
3. Didn't win? See if any of the successful contractors need subs? Target agencies who aren't mandated to use the statewide contracts.
4. Double check if you're Washington In-State "small" in WEBS and certify if eligible for Washington's Veteran Owned Business Certification:
<https://www.dva.wa.gov/veterans-service-members-and-their-families/veteran-owned-businesses>

Questions or Discussion?

Tiffany Scroggs & Lisa Lagerstrom

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Not in WA? www.aptac-us.org

Join our Newsletter [here](#)



Questions

