



WASHINGTON
APEX
ACCELERATOR
FORMERLY WASHINGTON PTAC

Preparing to Bid

Security Guard Services

August 13, 2024

While we wait to get started,
Introduce yourself in the Chat.

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
swva@washingtonapex.org



4 Economic Alliance Snohomish County

Cara Buckingham, Mark Johnson
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 Aleman
tricity@washingtonapex.org

Other APEX Accelerators Serving Washington State

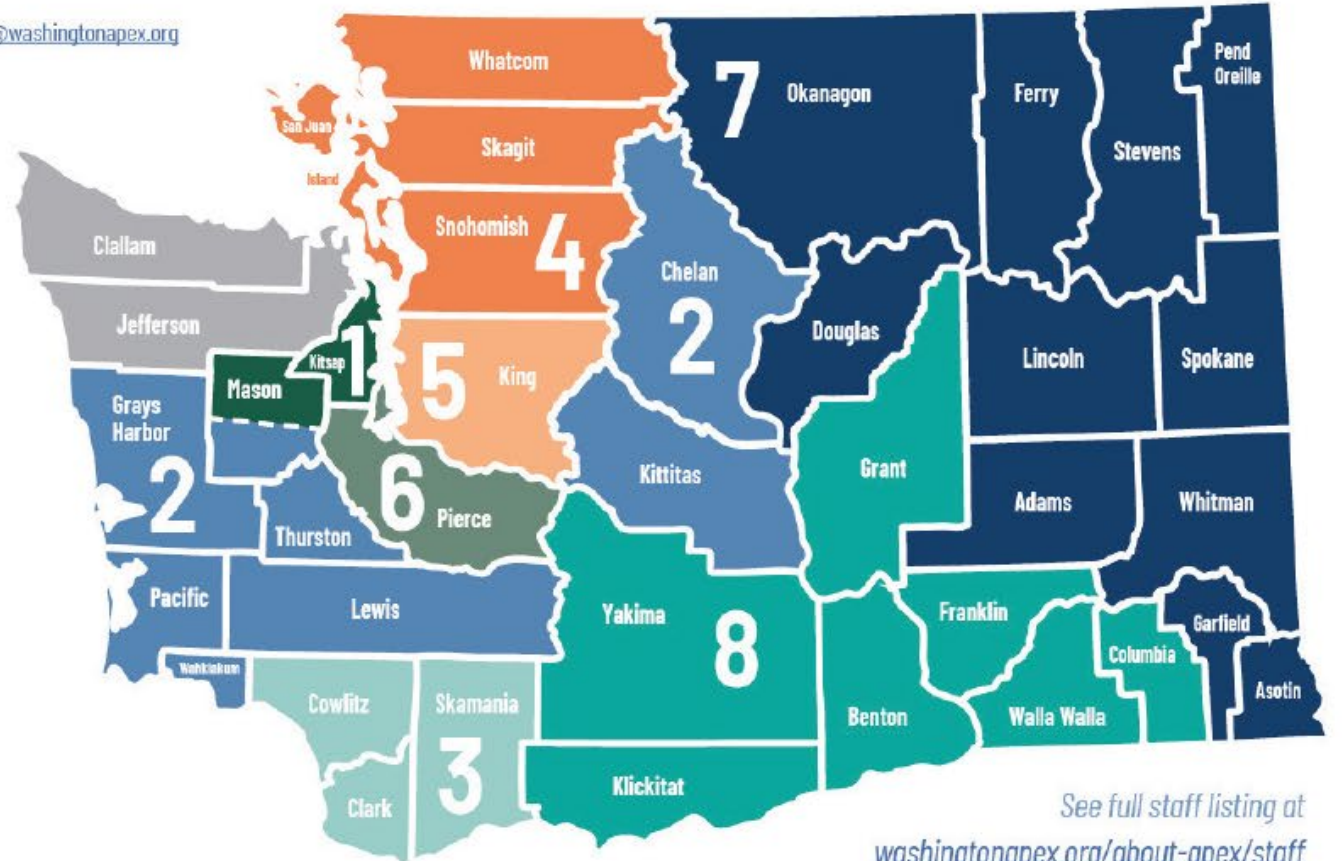
North Olympic Peninsula APEX Accelerator:
Rebekah Miller
apex@clallam.org

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

NW Native Apex Accelerator:
Michelle Ramey
mramey@nnapex.org

Innovation & SBIR Program Manager

Kate Hoy
innovationstation@washingtonapex.org



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

Difference between APEX Accelerator and Government Agencies

State Government

- Official contracting officers / procurement professionals
- Are authorized to spend taxpayer dollars
- Cannot help you bid
- Must be fair and impartial and never give competitive advantage to a firm over another

APEX Accelerators

- Work for non-profit organizations (or Green River College)
- Authorized only to provide procurement technical assistance through counseling and education
- Can review your bid proposal and suggest improvements

5 Reasons to Attend Pre-Bid Conferences

1. Meet the Buyer; meet potential partners
2. Hear which parts of the solicitation they emphasis; plain language explanation of the requirement
3. Pre-Bids are typically not recorded so you must attend live
4. Better understand your competition
5. Ask questions

Mandatory or not, attend the pre-bid conference: **August 15, 3pm via TEAMS**. Link on page 6 of the solicitation and here:

Weblink: [Join the meeting now](#)

Meeting ID: 224 482 764 860


Passcode: SRCHGb



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.
- **Security Guard Services** is not a new contract for Washington State
 - Current Contract: #03818 linked [here](#).
 - Term: 1/1/2019 – 12/31/24
 - 9 Vendors currently (12 originally awarded)
 - View current contract pricing

Security Guard Services, Contract #03818



Washington State
DEPARTMENT OF
ENTERPRISE SERVICES

[Services](#) [About](#) [Contact](#)

Contract Summary

Security Guard Services

[See vendors on this contract and their certifications](#)

Contract #: 03818 Replaces: [06013](#) Contract Type: STATEWIDE CONTRACT

This contract is set to expire on 12/31/24. Enterprise Services is developing a [new solicitation](#) to replace this contract.

Contract Scope This Statewide Contract is for the purchases of security guard services in the following categories.

Category 1: Unarmed. Security guards without firearms responsible for keeping a safe and watchful eye to keep employees, assets or properties safe.

Category 2: Armed. Specialized guards who are equipped with a firearm at all times and have professional firearms training.

Category 3: Rapid Response. Security Guard Services that are short notice (under 48 hours), short duration (under one month) or short shift (less than 6 hours per day).

Regions:

Whatcom Pand Ore

Solicitation History

Current Documents: Pricing & Ordering

Historical Documents: Bid Tab

Resources: Vendor and Contract Performance Feedback

Open Selected Documents

Copy Doc Links to Clipboard

Showing 1 to 9 of 9 Vendors

Reset Sorting

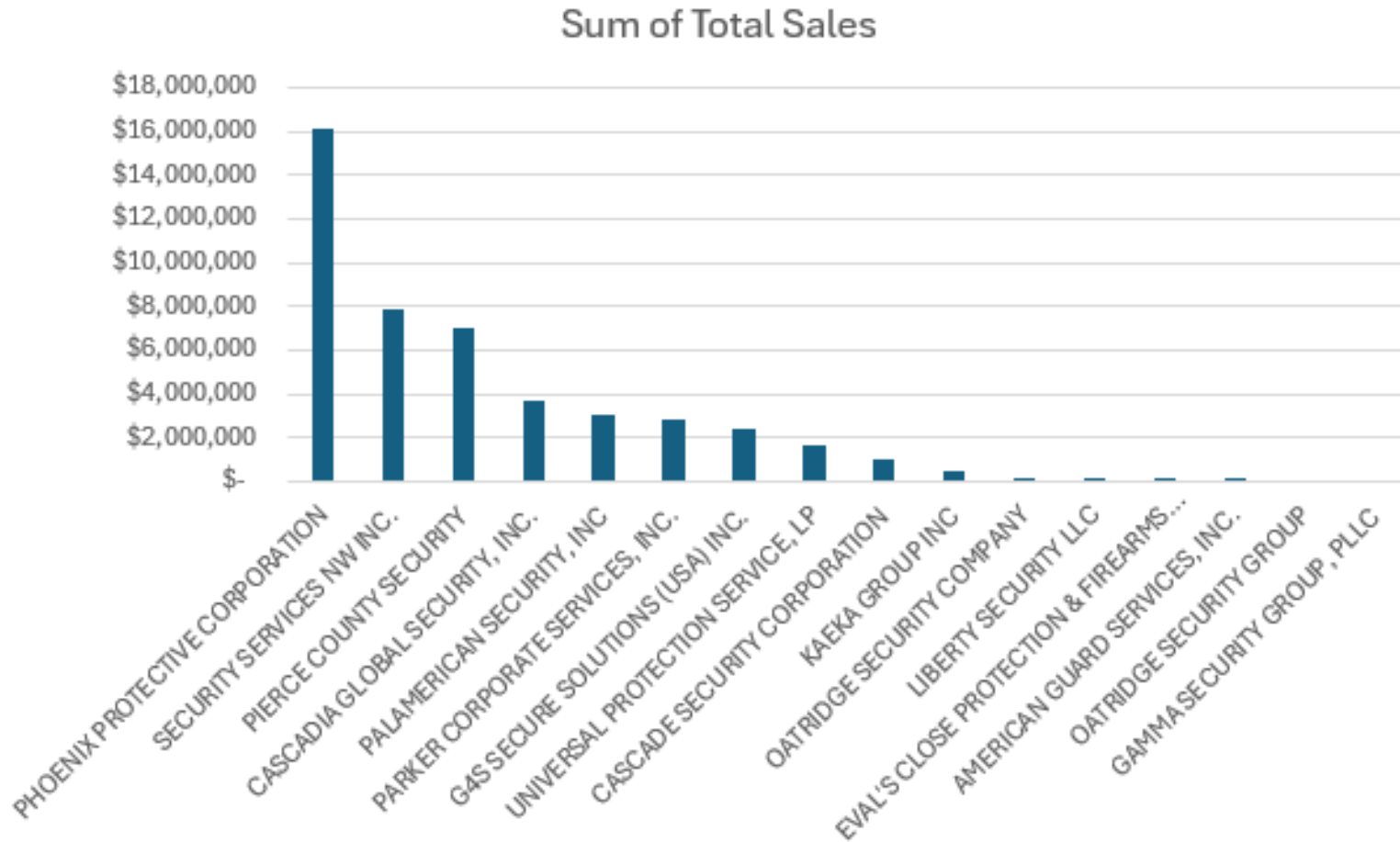
? All Vendors Per Page.

Search Vendors:

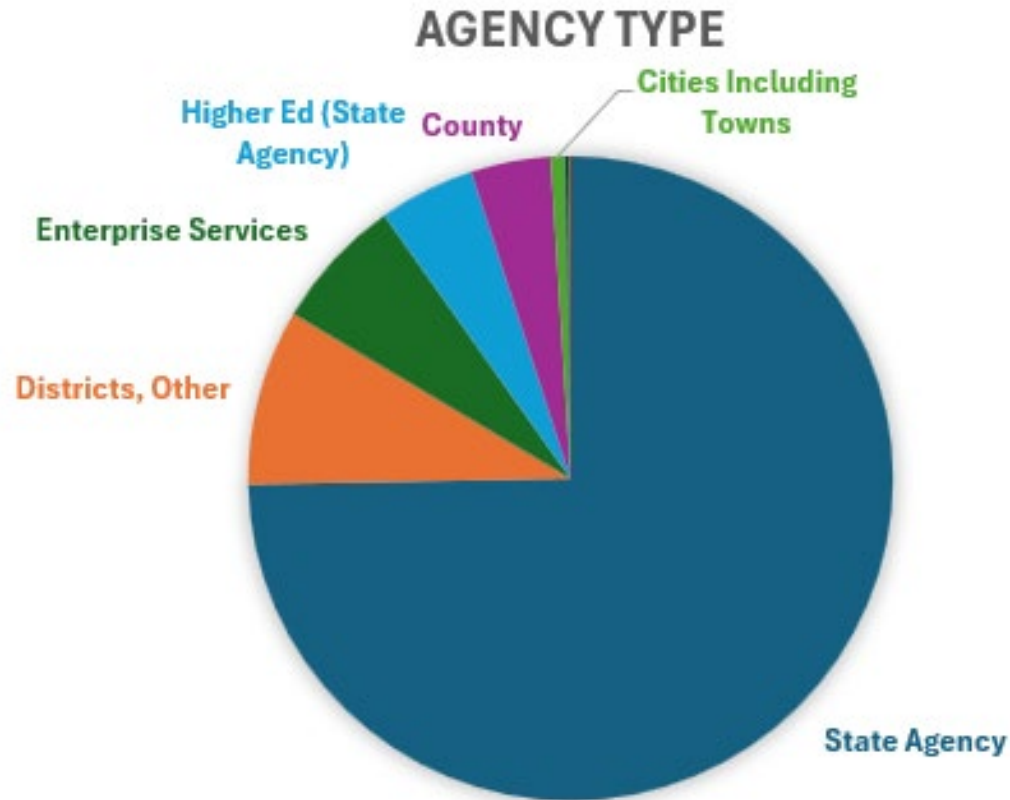
1

Solicitation History – data.wa.gov

Agency Contracts Fiscal Years 2019-2023: \$46 million



Top Agencies Using Current Contract



Agency	Sum of Total Sales
SOCIAL & HEALTH SERV DEPT OF	\$ 14,222,192
CHILDREN YOUTH AND FAMILIES	\$ 6,876,397
SOUND TRANSIT-SEATTLE	\$ 3,472,359
CONSOLIDATED TECHNOLOGY SERVICES	\$ 3,227,888
TRANSPORTATION DEPT OF	\$ 3,149,308
ENTERPRISE SERVICES DEPT OF	\$ 3,081,127
GREEN RIVER COLLEGE	\$ 1,722,136
HEALTH DEPT OF	\$ 1,374,798
KING CO	\$ 1,373,951
LABOR & INDUSTRIES	\$ 1,352,217
EMPLOYMENT SECURITY DEPT OF	\$ 1,124,864
ECOLOGY DEPT OF	\$ 1,119,586
WA TECHNOLOGY SOLUTIONS (WATECH)	\$ 739,634
SKAGIT CO	\$ 358,443
FISH & WILDLIFE DEPT OF	\$ 324,608
KING CO HOUSING AUTH	\$ 318,246
CORRECTIONS DEPT OF	\$ 298,935
AGRICULTURE DEPT OF	\$ 264,958
UNIV OF WASHINGTON	\$ 240,241
FINANCIAL MGMT OFFICE OF	\$ 167,607
GR HARBOR CO PUD 1	\$ 163,477
BELLINGHAM CITY OF	\$ 146,338
BELLINGHAM TECH COLL	\$ 140,675
SNOHOMISH HEALTH DIST (USE 13100)	\$ 139,954
SUPT OF PUBLIC INSTRUCTION	\$ 127,865
EVERETT CITY OF	\$ 98,246

Historical Spend – Other sources

- Direct Buy?

Agency Number - Agency Name	Contractor Name (Search for Vendor)	Purpose of the Contract	State Ar
227 - Washington State Criminal Justice Training Commission	Ross, Timothy Franklin	Firearms/Private Security/LEOSA	\$39,999
227 - Washington State Criminal Justice Training Commission	Slotnick, Jeffrey (Setracon Inc)	Private Security Firearms LEOSA	\$39,999
227 - Washington State Criminal Justice Training Commission	Drake, Gary	Private Security Firearms LEOSA	\$39,999
227 - Washington State Criminal Justice Training Commission	Sachenberger, Nathan	Private Security Firearms LEOSA	\$39,999

- Competitive Bids on WEBS, Other Agency Websites, Federal

Document Identifier	49737
Customer reference number	RFP23-006
Organization Name	Centralia College
Solicitation Title	Contracted Security Services for Centralia College Main Campus
Description	Centralia College is issuing a Request for Proposals for Contracted Security Services for our main campus in Centralia, Washington. Proposals are due March 31st, 2023 by 11:00 AM
Solicitation type	RFP

Request For Proposal (RFP) | Request For Proposals (RFP): Security Services For Opening And Closing Lacey Parks

Deadline: January 19, 2024

Department: Public Works

Release Date: December 14, 2023

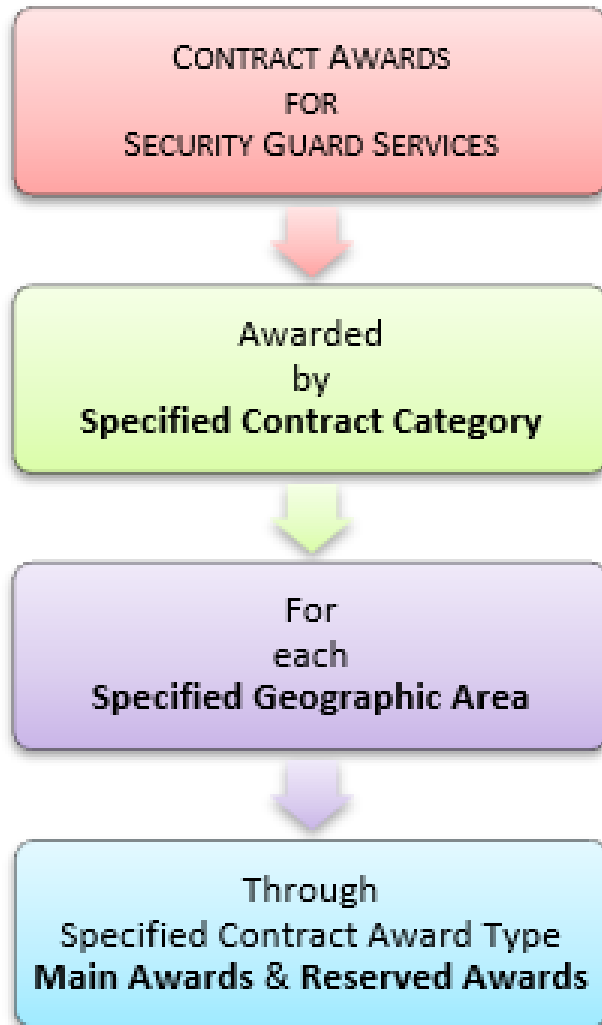
[Security Services for Opening and Closing Parks Request for Proposal- Publication Date: December 15, 2023](#)

[Security Services for Opening and Closing Parks Questions and Interpretations as of January 4, 2024.](#)



The City of Lacey is seeking a qualified service provider to provide daily gate and restroom opening and closing services at various park locations. The service provider will be asked to lock and unlock park facilities daily and educate and communicate with park patrons, as needed, in a positive manner.

What will happen after award?



1. If you are one the Awardees, you'll be listed on the statewide contract site:
<https://apps.des.wa.gov/DESContracts/Home/ContractSummary/03818>
2. After award, you'll work with specific state/local agencies on specific work scopes
3. You'll report quarterly to DES

There is no guarantee you will get any work.



Current Opportunity

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

Solicitation Details

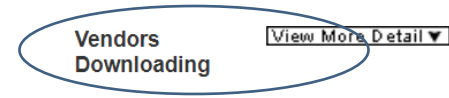
System Identifier	Customer Reference Number
52036	00624
Organization Name	Title of Opportunity
Enterprise Services (DES), Dept. of	Security Guard Services
Description Of Opportunity	
The Washington State Department of Enterprise Services Enterprise Services intends to conduct a competitive procurement to establish and award, as appropriate, multiple Contracts, by specified geographic area, and specified contract categories, for Washington State agencies and other specified eligible purchasers to purchase certain on-site uniformed security guard services provided by trained, and qualified professionals ("Security Guard Services").	
Date Posted	Date Closed
8/8/2024	9/22/2024
Estimated Initial Contract Value	Contact Name
	Chelsea Clark
Contact Phone	Contact Email
(360) 480-3282	chelsea.clark@des.wa.gov
Comm Codes	Counties
990-25 - Crime Prevention Services	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
990-46 - Guard and Security Services	
990-67 - Patrol Services	
990-78 - Security Services, Hazardous Waste Site	

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



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
360 Security LLC	quinntechinvestigations@gmail.com	(425) 583-7628	SB
AMERICAN EAGLE CONSTRUCTION, LLC	allammyhaitham@gmail.com	(253) 733-9104	SB
Arux Group LLC	tyler.winegar@aruxgroup.com	(360) 953-2696	SB-V
Ascend Financial Consulting LLC	mohammedgosay@gmail.com	(206) 887-4774	SB
Asset Guard Solutions	info@assetguardsolutions.com	(425) 954-9257	Mc
Axis PNW LLC	mike@axispnw.com	(720) 421-3475	SB
BEARCRAWL CORP	brian.peterson275@gmail.com	(253) 888-5122	SB
East West Security & Consulting, Inc. PS	kyle.a.paskewitz@ewsc.us	(253) 234-4004	Mc-V
FIORE INDUSTRIES INC	cpalmer@fiore-ind.com	(505) 255-9797 Ext. 320	
FireWatch Solutions, Inc.	brian.vonkraus@firewatchsolutions.com	(877) 796-0272	
Fortified International, LLC	leadership@fortifiedinternational.com	(512) 483-1401	
H2 Consulting Partners LLC	info@h2consultingpartners.com	(702) 604-6272	MW-SB
Homeland Security Operations LLC	jkohlman@hso-us.org	(360) 325-1782	SB
		(425)	

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 and/or linked documents

Attachments:

Solicitation Documents

Exhibit A-1 - Bidder's Certification.docx
Exhibit A-2 - Bidder's Profile.docx
Exhibit B - Non-Cost Performance Factors.docx
Exhibit C - Bid Price.xlsx
Exhibit D - Contract.docx
Exhibit E - Diverse Business Inclusion Plan.docx
Competitive Solicitation 00624.docx

Solicitation Amendments

8/8/2024 - 00624 SolAmd01.docx
8/8/2024 - Exhibit B - Non-Cost Performance Factors 02.docx



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. 00624**

Check List Item	Answer	Location of Content (name page #, exhibit #, Q/A, amendment, etc)
Deadline to Submit Proposal/Quote	Sept 22, what time?	Solicitation doc, p6
Pre-proposal conference date	Aug 15, 3pm	Solicitation doc, p6
Site visit date	n/a	
Pre-proposal inquiry cut-off date (Q/A Period)	September 10	Solicitation doc, p6
Issue date of solicitation	Aug 8	Solicitation doc, p6
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: 1600 Points Cost: 1600 P0ints Other: 50 points	Solicitation doc p10 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 least1 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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www.washingtonapex.org

Not in WA? www.napex.us

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