



WASHINGTON
APEX
ACCELERATOR
FORMERLY WASHINGTON PTAC

Preparing to Bid

Security Guard Services

March 24, 2025

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 emphasize; 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: **Tuesday, March 25, 2025**
See details in solicitation document from DES.

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 a not new statewide contract for Washington State
 - The previous contract expired
 - It was bid out last summer, but vendors protested and DES is now rebidding
 - Agencies are currently purchasing services from non-DES contract options

Security Guard Services #03818

<https://apps.des.wa.gov/DESContracts/Home/ContractSummary/03818>



Washington State
DEPARTMENT OF
ENTERPRISE SERVICES

Services ▾

About ▾

Contact

Contract Search

Contract Summary

Security Guard Services

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

Contract #: 03818

Replaces: 06013

Contract Type: STATEWIDE CONTRACT

This contract expired on 12/31/24. Enterprise Services is developing a [new solicitation](#) to replace this contract. Updates regarding the status of the new contract can be found [here](#).

There is a current gap in services. Purchasers may want to consider alternative procurement solutions until the new contract is established.

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.

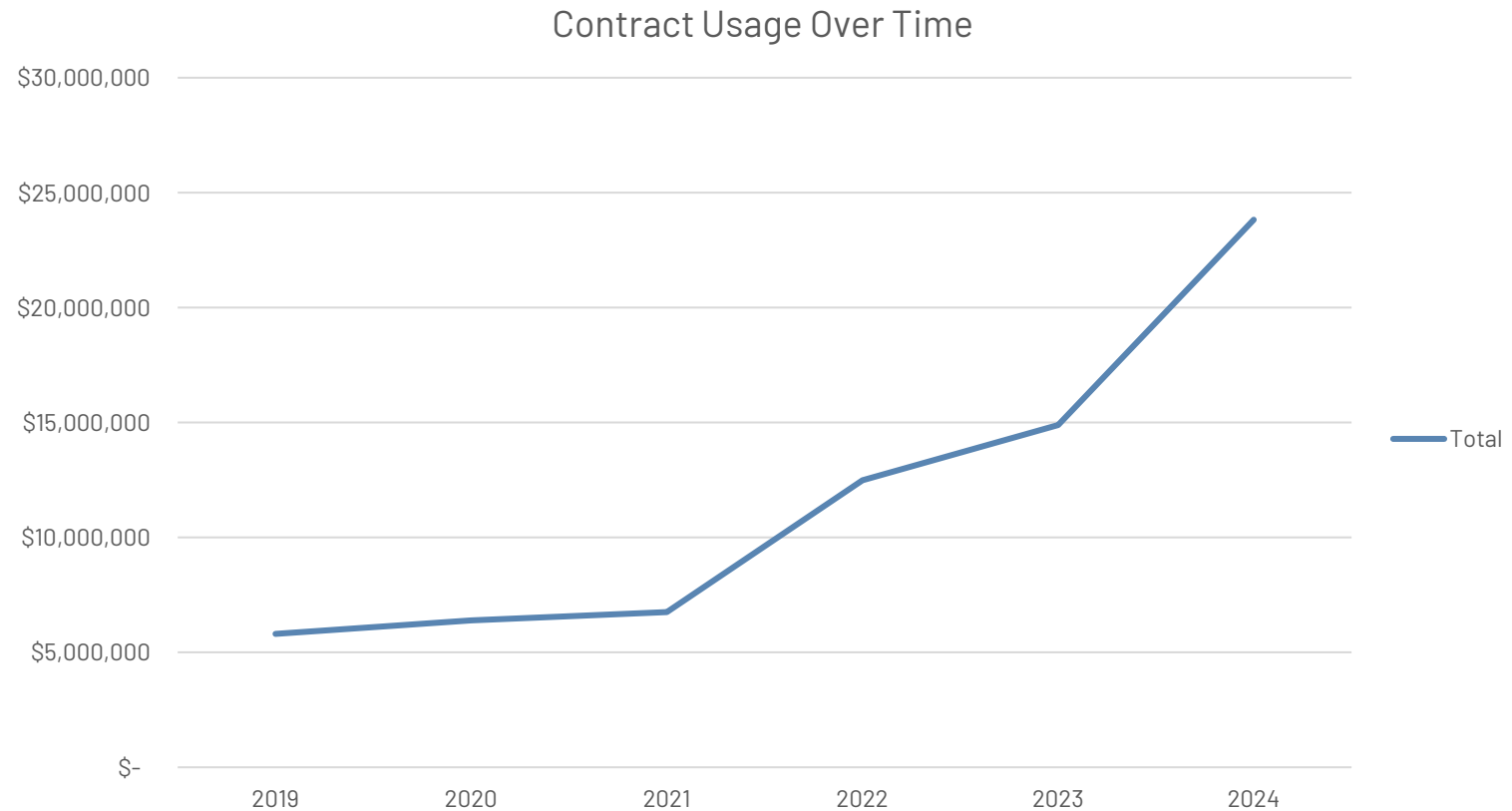
Category 3: Rapid Response. Security Guard Services that are short notice (under 48 hours), short duration (under one month) or short shift (less than 6 hours per day).



Regions

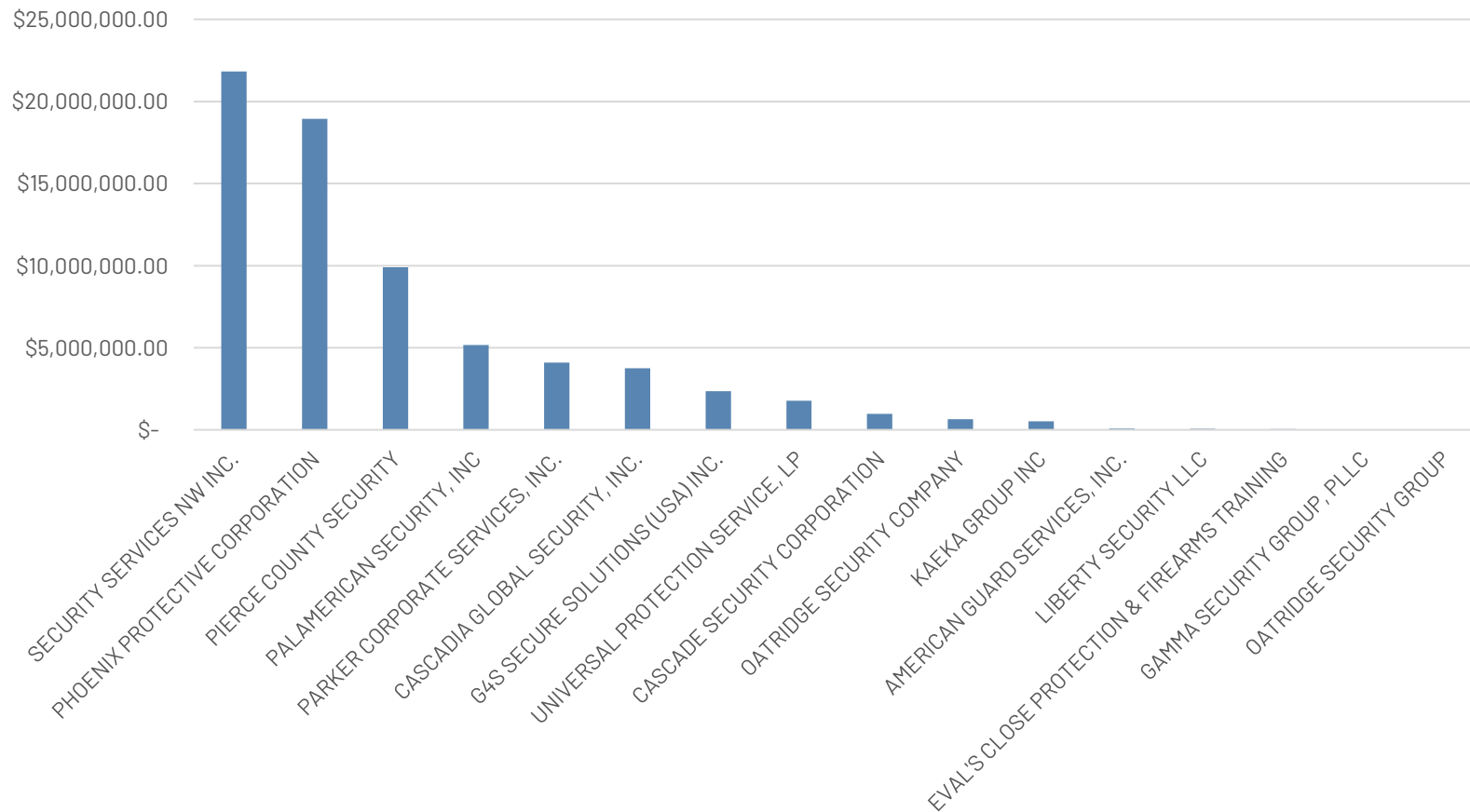
Solicitation History – data.wa.gov

Agency Contracts Fiscal Years 2019-2024: \$70 million



Solicitation History – data.wa.gov

Sales to Vendors on Contract



Solicitation History – data.wa.gov

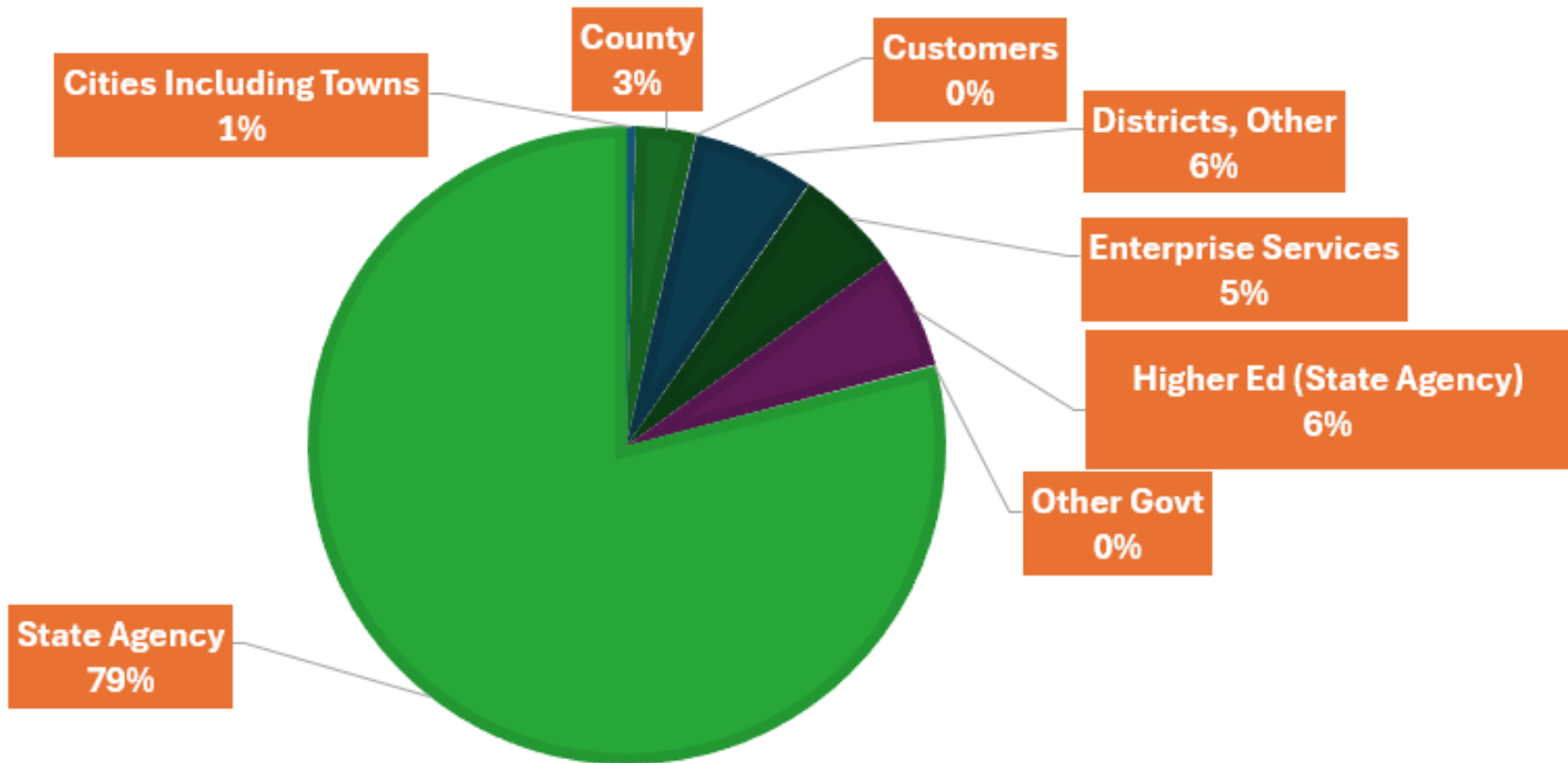
Contract Number ▼

% of Sum

Customer Type ▼

03818 CUSTOMER BASE

- Cities Including Towns
- County
- Customers
- Districts, Other
- Enterprise Services
- Higher Ed (State Agency)
- Other Govt
- State Agency



Solicitation History – data.wa.gov

	AGENCY	TOTALS	% Sales
1	CHILDREN YOUTH AND FAMILIES	\$ 19,049,303.00	27.16%
2	SOCIAL & HEALTH SERV DEPT OF	\$ 18,788,877.00	26.78%
3	TRANSPORTATION DEPT OF	\$ 4,716,543.00	6.72%
4	ENTERPRISE SERVICES DEPT OF	\$ 3,740,950.00	5.33%
5	SOUND TRANSIT-SEATTLE	\$ 3,472,359.00	4.95%
6	GREEN RIVER COLLEGE	\$ 3,293,361.00	4.69%
7	CONSOLIDATED TECHNOLOGY SERVICES	\$ 3,227,888.00	4.60%
8	LABOR & INDUSTRIES	\$ 1,777,254.00	2.53%
9	HEALTH DEPT OF	\$ 1,658,548.00	2.36%
10	ECOLOGY DEPT OF	\$ 1,421,969.00	2.03%
	KING CO	\$ 1,410,404.00	2.01%
	EMPLOYMENT SECURITY DEPT OF	\$ 1,389,166.00	1.98%
	CORRECTIONS DEPT OF	\$ 767,661.00	1.09%

Solicitation History – previous awardees

https://apps.des.wa.gov/contracting/03818AwardedContractors_08.28.24.pdf

Current Documents:

--Select Document From Dropdown--

Open Selected Documents

Historical Documents:

--Select Document From Dropdown--

Copy Doc Links to Clipboard

Resources:

--Select Document From Dropdown--



Contract 03818 Security Guard Services
 Pricing & Ordering Information
 Effective: April 1, 2024

N/A indicates that a vendor does not provide that service.

Region

- Eastern
- North Central
- Northwest
- Olympic
- Seattle
- South Central
- Southwest
- Tacoma

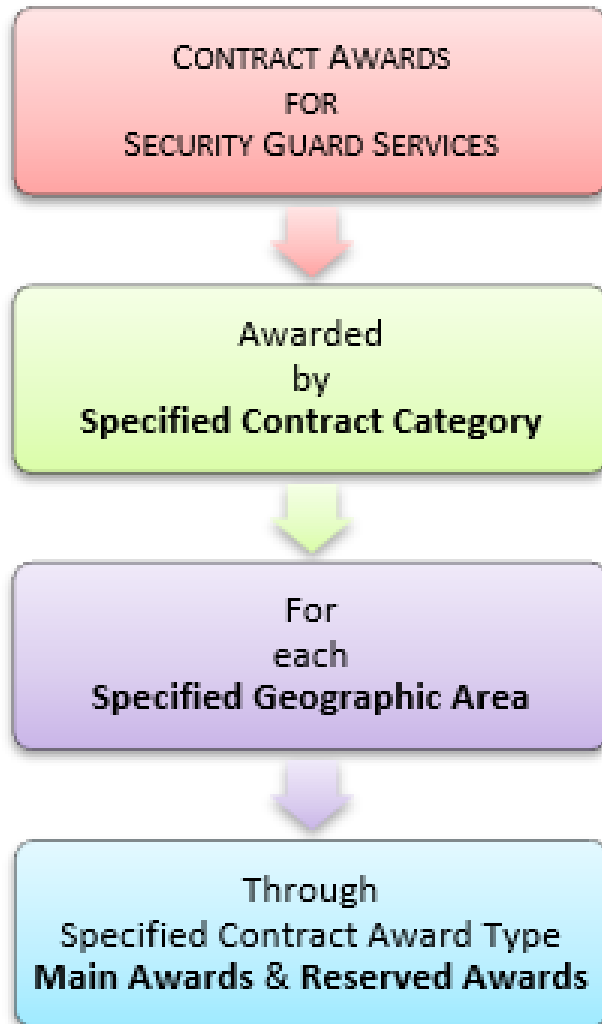
Type of Service

- Armed Guard
- Rapid Response
- Unarmed Guard

Vendor	Authorized Representative	Phone #	Email	Region	Type of Service	Hourly Rate	Vehicle (per month)	Patrol Checks / Alarm Response (Per Occurrence)	On-Call (per hour)	Overtime (per hour)	Supervisor (per hour)	Workplace Violence (per hour)
Universal Protection Service	Joseph Breaux	206-365-0760	joseph.breaux@aus.com	Eastern	Armed Guard	\$34.30	\$1,420.11	\$37.87	\$47.93	\$48.03	\$41.31	\$34.30
Universal Protection Service	Joseph Breaux	206-365-0760	joseph.breaux@aus.com	North Central	Armed Guard	\$33.79	\$1,398.77	\$37.30	\$47.32	\$47.32	\$40.69	\$33.79
Universal Protection Service	Joseph Breaux	206-365-0760	joseph.breaux@aus.com	Northwest	Armed Guard	\$40.12	\$1,434.83	\$38.26	\$56.16	\$56.16	\$47.06	\$40.12
Universal Protection Service	Joseph Breaux	206-365-0760	joseph.breaux@aus.com	Olympic	Armed Guard	\$34.30	\$1,420.13	\$37.87	\$48.03	\$48.03	\$41.31	\$34.30
Universal Protection Service	Joseph Breaux	206-365-0760	joseph.breaux@aus.com	Seattle	Armed Guard	\$40.12	\$1,434.83	\$38.26	\$56.16	\$56.16	\$47.06	\$40.12
Universal Protection Service	Joseph Breaux	206-365-0760	joseph.breaux@aus.com	South Central	Armed Guard	\$34.20	\$1,415.74	\$37.75	\$47.89	\$47.89	\$41.19	\$34.20
Universal Protection Service	Joseph Breaux	206-365-0760	joseph.breaux@aus.com	Southwest	Armed Guard	\$34.24	\$1,417.25	\$37.79	\$47.94	\$47.94	\$41.23	\$34.24
Universal Protection Service	Joseph Breaux	206-365-0760	joseph.breaux@aus.com	Tacoma	Armed Guard	\$34.30	\$1,420.13	\$37.87	\$48.03	\$48.03	\$41.31	\$34.30



What will happen after award?



1. If you are one the Awardees, you'll be listed on the statewide contract site.
1. You'll implement your marketing strategy to potential customers? Don't have a marketing strategy? APEX can help.
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?

<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</td> <td>Customer Reference Number</td> </tr> <tr> <td>55032</td> <td>00624</td> </tr> <tr> <td>Organization Name</td> <td>Title of Opportunity</td> </tr> <tr> <td>Enterprise Services (DES), Dept. of</td> <td>Security Guard Services</td> </tr> <tr> <td>Description Of Opportunity</td> <td></td> </tr> <tr> <td colspan="2">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").</td> </tr> <tr> <td>Date Posted</td> <td>Date Closed</td> </tr> <tr> <td>3/18/2025</td> <td>4/28/2025</td> </tr> <tr> <td>Estimated Initial Contract Value</td> <td>Contact Name</td> </tr> <tr> <td>9300000</td> <td>Chelsea Clark</td> </tr> <tr> <td>Contact Phone</td> <td>Contact Email</td> </tr> <tr> <td>(360) 480-3282</td> <td>descontractsteamapple@des.wa.gov</td> </tr> <tr> <td>Comm Codes</td> <td>Counties</td> </tr> <tr> <td>990-25 - Crime Prevention Services</td> <td>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> <tr> <td>990-46 - Guard and Security Services</td> <td></td> </tr> <tr> <td>990-67 - Patrol Services</td> <td></td> </tr> <tr> <td>990-78 - Security Services, Hazardous Waste Site</td> <td></td> </tr> <tr> <td>990-80 - Surveillance Services</td> <td></td> </tr> <tr> <td>Vendors</td> <td>View More Detail</td> </tr> <tr> <td>Downloadina</td> <td></td> </tr> </table>	System Identifier	Customer Reference Number	55032	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	3/18/2025	4/28/2025	Estimated Initial Contract Value	Contact Name	9300000	Chelsea Clark	Contact Phone	Contact Email	(360) 480-3282	descontractsteamapple@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		990-80 - Surveillance Services		Vendors	View More Detail	Downloadina	
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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
71Security INC	faazzuhair@yahoo.com	(206) 788-7685	Mc
Add Security Inc	mgmt@addsecurityinc.net	(360) 693-9283	Mc
Alberson Enterprises LLC	malberson@metro-watch.com	(360) 883-3333	SB-V
ALK Global Corporation	leah@alkglobalsecurity.com	(360) 828-1817	SB
Alliance West Insurance	jonathan@alliancewestinsurance.com	(253) 314-5371	SB
Altitude Risk Mitigation	Jrosenthal@altitudetactical.com	(509) 844-6065	SB-V
AMERICAN EAGLE SECURITY, LLC	haithamallammi@gmail.com	(253) 733-9104	SB
American Guard Services, Inc.	alamela@americanguardservices.com	(800) 441-1808	
Asset Guard Solutions	info@assetguardsolutions.com	(425) 954-9257	Mc
Axis PNW LLC	mike@axispnw.com	(720) 421-3475	Mn
Big-Eye Security Inc	info@bigeyesecurityinc.com	(415) 745-4721	Mn
Evergreen Tactical Solutions	trent@evergreentacticalsolutions.com	(417) 861-8773	SB
Fieldcraft Tactical Solutions LLC	admin@fieldcraft-tactical.com	(833) 872-9176	Mc

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 and **label with date downloaded**
 - Solicitation Documents
 - Solicitation Amendments
- Read & Understand all documents
- Be aware of embedded and/or linked documents

Attachments:

Solicitation Documents

CompetitiveSolicitation 00624.docx
Exhibit A - Bidder's Certification.docx
Exhibit B - Non-Cost Factors.docx
Exhibit C - Bid Price.xlsx
Exhibit D - Contract.docx
Exhibit E - Diverse Business Inclusion Plan.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. 00624**

Check List Item	Answer	Location of Content (name page #, exhibit #, Q/A, amendment, etc)
Deadline to Submit Proposal/Quote	April _____, 11:59pm	Solicitation doc, p9
Pre-proposal conference date	March 25, 2pm	Solicitation doc, p9
Site visit date	n/a	
Pre-proposal inquiry cut-off date (Q/A Period)	April 15, 2025	Solicitation doc, p9
Issue date of solicitation	March 18	Solicitation doc, p9
Reserved Award / Preferences for Veteran Owned Business and SB / Set Asides / other competitive advantages	Yes - for WA small or Veteran owned	Solicitation doc p3
Commodity Codes / NAICS		



Pre-Bid Checkli

Method of proposal submission (USPS, e-mail, over-night, etc.)

Type of solicitation (Low Price, Low Price Technically Acceptable, Best Value Trade Off) How Evaluate?

Type of contract (Firm Fixed Price, Purchase Order, Time & Material, etc) FFP is there a price escalation clause?

Self-performance requirement / Limitations on Subcontracting?

3.3. ECONOMIC ADJUSTMENT. Beginning August 1, 2026, and annually thereafter, Enterprise Services may adjust the prices set forth in *Exhibit B – Prices for Security Guard Services*. This economic adjustment shall use the Standard Occupational Classification (SOC) Code of 33-9032, titled Security Guards, for Washington, or the Washington State Department Labor & Industries Minimum Wage Rates. The City of Seattle Minimum Wage rates also shall be reviewed for the Seattle City Limits service area only. A wage comparison will be made of the percentage change year over year for the most current year, the highest percentage difference shall be the percentage of the economic adjustment. This adjustment, if fully executed by the Contractor, shall go into effect the following August 1st. If the economic adjustment does not

CONTRACT NO. 00624 – SECURITY GUARD SERVICES
[rev. 2024-04-12]

4

reflect current market trends, an alternative price adjustment can be requested by Contractor by e-mailing Enterprise Services' Contract Manager with all relevant data for Enterprise Services to review and, in Enterprise Services discretion, make a determination.

3.4. PRICE CEILING. Although Contractor may offer lower prices to Purchasers, during the term of this Contract, Contractor guarantees to provide the Services at no greater than the prices set forth in *Exhibit B – Prices for Security Guard Services* (subject to economic or other adjustment as set forth herein).



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?



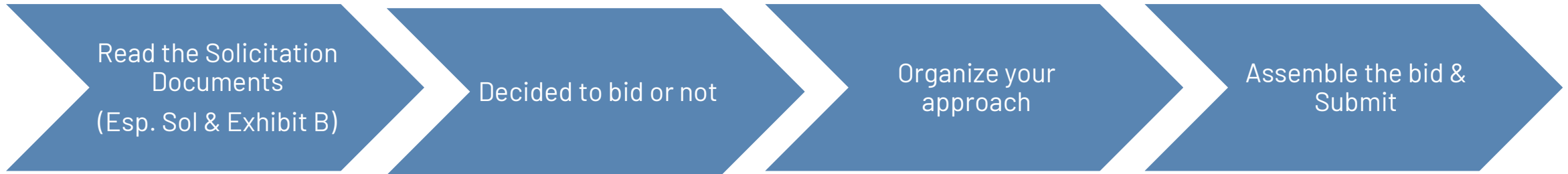
Bid/No Bid Assessment					
CAN we BID?	5	4	3	2	1
Can we meet the technical requirements of the request?					
Can we meet the schedule requirements of the request?					
Do we understand the risks associated with the program, and can we adequately mitigate them?					
Does our experience match the needs 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. Build your strategy for winning
3. Ask for a debrief regardless of if you win (3 days)
4. Didn't win? See if any of the successful contractors need subs? Target agencies who aren't mandated to use the statewide contracts.
5. Save all documents with the date you received them.
6. 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 & Trena Payton

Training@washingtontapex.org

www.washingtontapex.org

Not in WA? www.napex.us

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