



WASHINGTON
APEX
ACCELERATOR
FORMERLY WASHINGTON PTAC

Preparing to Bid

Uniforms, Customization, and Accessories #3424

February 19, 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@washingtontapex.org



2 Thurston Economic Development Council

Grady Smith
thurston@washingtontapex.org



3 Columbia River Economic Development Council

Julia Krivoruk
swva@washingtontapex.org



4 Economic Alliance Snohomish County

Cara Buckingham, Mark Johnson
snohomish@washingtontapex.org



5 Green River College

Darrell Sundell, Melinda Martirosian
king@washingtontapex.org



6 Washington APEX Accelerator in Pierce County

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



7 Greater Spokane Incorporated

Aleesha Roedel
spokane@washingtontapex.org



8 Tri-City Regional Chamber of Commerce

Maria Aleman
tricity@washingtontapex.org

Other APEX Accelerators Serving Washington State

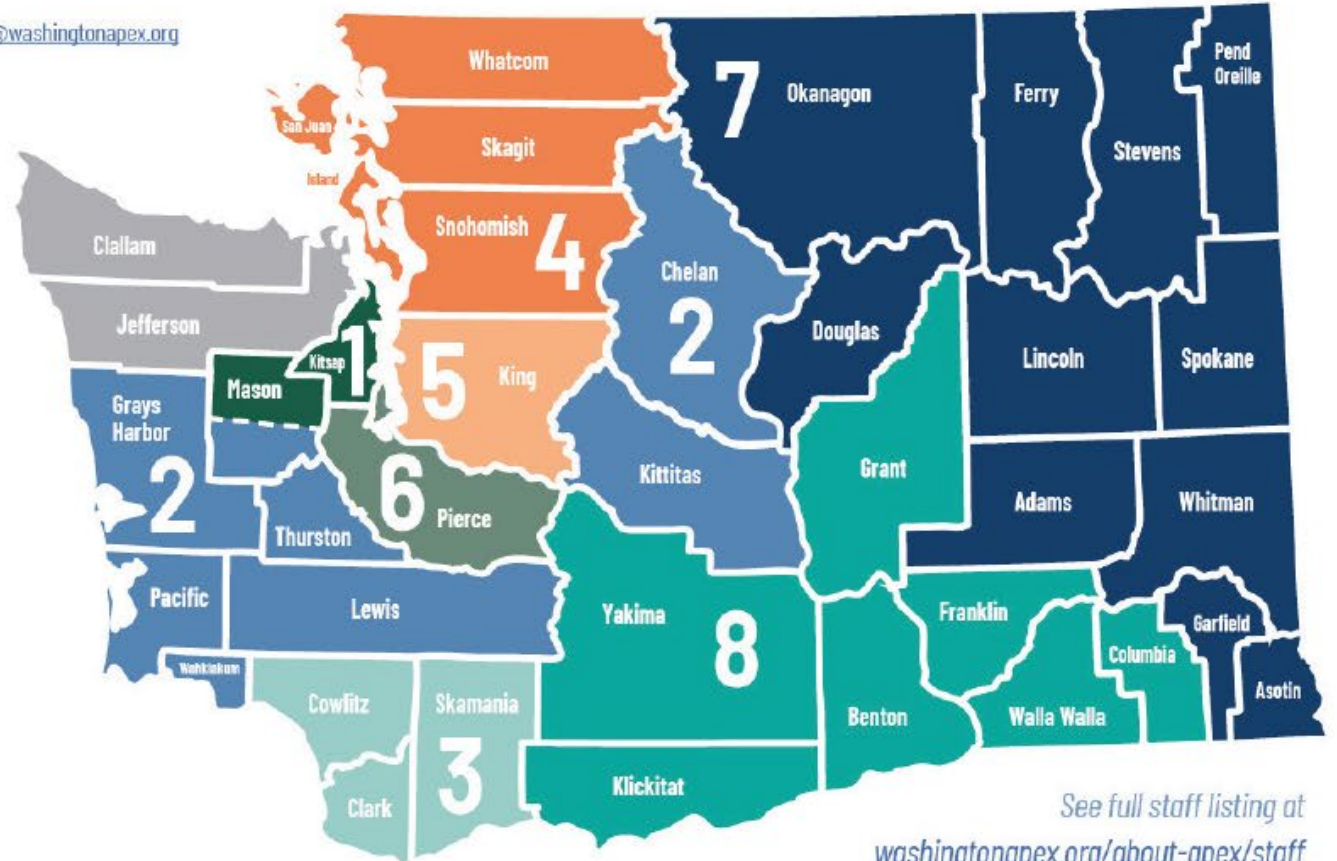
North Olympic Peninsula APEX Accelerator:
Rebekah Miller
apex@clallam.org

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@washingtontapex.org



See full staff listing at washingtontapex.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

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.
- **Uniforms** is a renewal statewide contract for Washington State
 - DES created it because the current contract is expiring
 - There is currently one vendor on the statewide contract, Galls, Inc.

Current Contract – Non-Custom Uniforms #01417



Contract Summary

Non-Custom Uniforms and Accessories

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

Contract #: 01417

Replaces: [06810](#)

Contract Type: STATEWIDE CONTRACT

Scope:

This contract pertains to non-custom uniforms and accessories, which includes uniforms, outerwear, footwear, and related items like holsters, duty belts, restraints, duty gear, go bags, knives, targets, and badges. It does not cover firearms or firearm accessories. Services include alterations, and customization.

State Agencies may only utilize this Contract upon receipt of a fully executed exception or exemption from Correctional Industries.

How to Use this Contract:

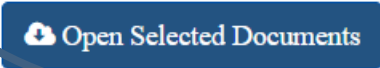

1. Review the contractor section below to find pricing, product offerings, and information.
2. Contact the sales representatives directly to consult about ordering tools and their products and services.
3. Determine your shipping preference:
 - Ship to a Business Address
 - Freight charges prepaid by Galls, LLC
 - FOB Purchaser's specified destination with transportation and handling charges included
 - Ship to a Residential Address
 - Freight charged to Purchaser on a pass-through basis OR
 - Purchaser can provide a shipping account number for Galls, LLC to bill
4. Reference DES Contract No. 01417 on your Purchase Order.
5. Contact the Contract Administrator, April Ovestreet for further questions.

Solicitation History

<https://apps.des.wa.gov/DESContracts/Home/ContractSummary/01417>

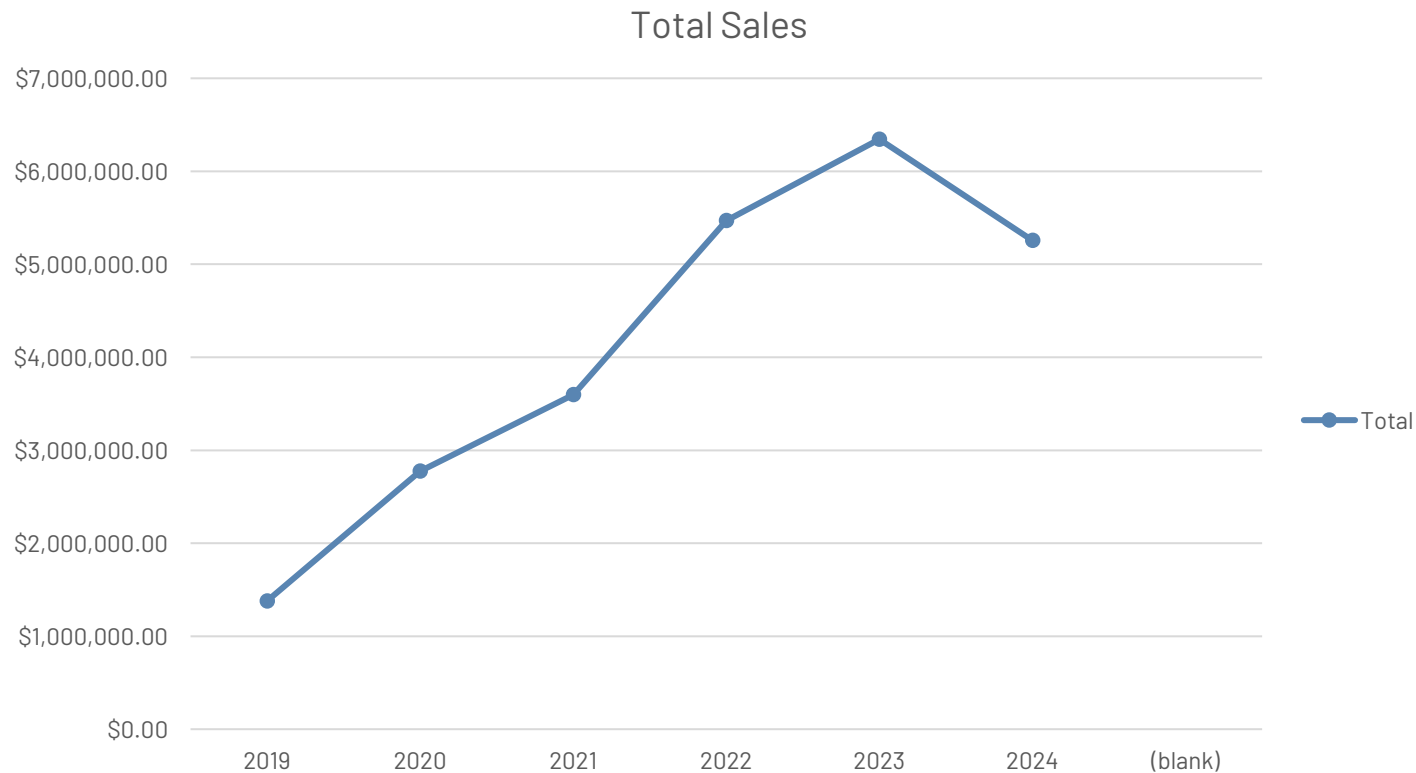
Current Documents: Historical Documents: Resources:

--Select Document From Dropdown-- --Select Document From Dropdown-- --Select Document From Dropdown--

Solicitation History – data.wa.gov

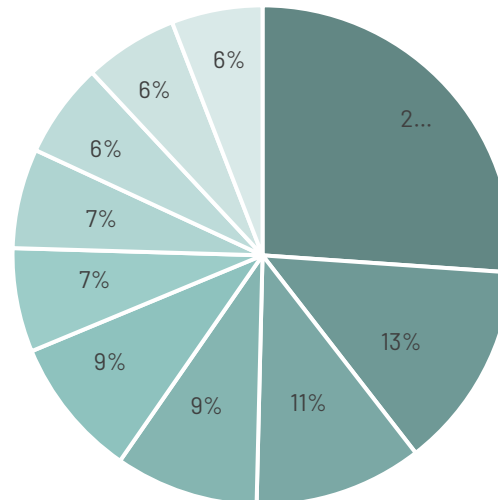
Agency Contracts Fiscal Years 2019-2024: \$28 million



Solicitation History –

Customer Type	Ave Annual Spend
Fire	\$122,567
Agency	\$110,564
Ports	\$102,830
County	\$99,183
Other	\$49,142
Customer	\$44,285
Cities	\$43,537
Higher Ed	\$39,147
Library	\$16,021
Oregon	\$10,784

Top 10 Customers



- WASHINGTON STATE PATROL
- KING CO
- TACOMA CITY OF
- PUGET SOUND REGIONAL FIRE AUTHORITY
- SNOHOMISH COUNTY FIRE DISTRICT
- SNOHOMISH CO
- TRANSPORTATION DEPT OF
- EVERETT CITY OF
- SEATTLE PORT OF
- PARKS & RECREATION COMM-WA ST



Historical Spend – Other sources

- Direct Buy?
- Competitive Bids on WEBS, Other Agency Websites, Federal

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 orders
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?



Manage Commodity Codes	Solicitation Details	
Manage Geographic Designations	System Identifier 54981	Customer Reference Number 03424
Manage Profile/Password	Organization Name Enterprise Services (DES), Dept. of	Title of Opportunity Uniforms, Customization and Accessories
Manage Contacts	Description Of Opportunity This solicitation is for the purchase of commonly used uniform items, accessories, and associated services such as alterations, repairs, and customization. Uniform items include shirts, pants, boots, outerwear, and coveralls, while accessories consist of belts, holsters, hats, and other related items. Services will include silk screen printing, as well as alterations and repairs.	
View User Guides	Date Posted 2/5/2025	Date Closed 3/28/2025
Search Opportunities	Estimated Initial Contract Value 4,100,000	Contact Name April Cole
Search Vendors	Contact Phone (360) 407-8120	Contact Email Descontractsteamfir@des.wa.gov
View History	Comm Codes 936-18 - Clothing Maintenance and Repair (Incl. Uniforms) 340-34 - Fire Protection Clothing (Turnout Coats, Bunker Pants, Hoods, Gloves, etc.) (See 345-56 for Fire Helmets) 345-56 - Hats and Helmets, Safety (Incl. Fire Helmets) 201-47 - Hats, Miscellaneous (See 201-65 for Rain Type and 345-56 for Safety Type) 201-65 - Rainwear (Raincoats, Hats, Slicker Suits, Storm Suits, Umbrellas, etc.) 062-78 - Sewing	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
View Reports		
Logout		

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
A Cut Above I.T. Solutions, Inc	HN.NETWORKING@GMAIL.COM	(253) 545-1270	SB
Amazon.com Services LLC	danelcld@amazon.com	(512) 423-3835	
Blink Marketing Inc	bids@blinksigns.com	(216) 503-2568 Ext. 115	
Bob Barker Company, Inc.	bidnotices@bobbarker.com	(800) 334-9880 Ext. 413	
Brewer & Associates LLC	craig.brewer@brewerassociates.net	(872) 529-6001	Mc
College Hill Custom Threads	jen@collegehill.com	(888) 885-1993 Ext. 704	SB
Color Graphics Screenprinting, Inc.	voshte@colorgraphicswa.com	(360) 352-3970	MW-SB
CXB Solutions Inc	Chris@cxbsolutions.com	(346) 366-2705	
DARBONNIER TACTICAL SUPPLY	BRITTNI@DTACTICALSUPPLY.COM	(360) 672-0216	MW-SB-V
Dom and Bomb, LLC	kim.blessing@dandbcreative.co	(509) 241-8101	SB
Easy Mom Life LLC	contact@laserluxestudios.com	(920) 328-7073	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 and label with date downloaded
 - Solicitation Documents
 - Solicitation Amendments
- Read & Understand all documents
- Be aware of embedded and/or linked documents

Attachments:

Solicitation Documents

Competitive Solicitation Coop.docx
Exhibit A-1 Bidders CertificationCoop.docx
Exhibit A-2 Bidders Profile Coop.docx
Exhibit B-1 Optional Value Added Services.docx
Exhibit B-2 Specifications_Standardofquality.docx
Exhibit C Bid Price.xlsx
Exhibit D CoopPurchaseAgreement.docx
Exhibit E InclusionPlan-Subcontractors.docx

Solicitation Amendments

2/18/2025 - 03424 Prebid.pdf
2/19/2025 - Q&A1.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. 03424**

Check List Item	Answer	Location of Content (name page #, exhibit #, Q/A, amendment, etc)
Deadline to Submit Proposal/Quote	March 28, 11:59pm	Solicitation doc, p4
Pre-proposal conference date	Feb 13, 2pm	Solicitation doc, p4
Site visit date	n/a	
Pre-proposal inquiry cut-off date (Q/A Period)	March 10	Solicitation doc, p4
Issue date of solicitation	Feb 5	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 p2-3
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 p15
Type of solicitation (Low Price, Low Price Technically Acceptable, Best Value Trade Off) How Evaluate?	Non-Cost: 200 Points Cost: 810 Points Other: 51 points for not req mandatory arbitration and 200 for offering online ordering & other (optional, see B-1))	Solicitation doc 10-11 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. May request adjustments to pricing 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. Save all documents with the date you received them.
5. 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

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Not in WA? www.napex.us

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