

APEX ALERT

News, Events &
Bid Opportunities



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UPCOMING EVENTS

ALLIANCE NORTHWEST

The premier business to government
event in the Pacific Northwest

**EARLY BIRD PRICING
ENDS JANUARY 15!**

*Ticket price goes from just \$99 to \$150 after
Wednesday. Don't miss your chance to save!*

AllianceNorthwest.org

Register
Today!

Alliance Northwest is now a **TWO-DAY** event!

MARCH 19/20 2025

Greater Tacoma Convention Center
1500 Commerce St, Tacoma, WA 98402

Alliance Northwest

3/19/2025 - 3/20/2025

This event features high-quality workshops and one-to-one meetings between small businesses, government agencies, and prime contractors. Hosted by Thurston Economic Development Council, home of APEX Accelerator, Alliance Northwest has a strong history of federal agency support. It is widely known as the place where business and government learn and make connections with small and disadvantaged businesses.

Contact Us

Contact a Government Contracting Specialist today for assistance with all your government contracting questions.

info@washingtongapex.org

Main Center
Thurston EDC
4220 6th Ave.
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Kate Hoy

Thurston EDC
Grady Smith
Leslie Miller

**Washington APEX
Accelerator in Pierce
County**
Trena Payton
Maryam Lynch-Tate

**Economic Alliance
Snohomish County**
Cara Buckingham



18th Annual Bridging Partnerships Small Business Symposium

Scheduled to be held on April 9 – 10, 2025, at the Three Rivers Convention Center in Kennewick, Washington.

Are you ready for the upcoming 2025 fire season?

Learn how to get ready for procurements

Pierce County Businesses – Please take a minute and let your County economic development professional know how you're doing! Please take a few minutes to respond by Friday, January 24.

[Click here](#) to take the survey in English, Spanish, Vietnamese, or Korean or select your preferred language.

Mark Johnson

Greater Spokane Inc.

Aleesha Roedel

Shannon Farley

Columbia River

Economic Development

Council

Julia Krivoruk

Green River College

Darrell Sundell

Melinda Martirosian

Kitsap Economic

Development Alliance

Mary Jo Juarez

James Davis

Terry Homburg

Tri-City Regional

Chamber of Commerce

Maria Alleman

Locations

Facebook

Twitter

LinkedIn

YouTube

Bid Opportunities

Agency Opportunities

Consulting Services for Residential Recycling Collection Events - city of Kirkland
due 1/28

208504, Temporary Childcare Center - University of Washington due 2/05

Next-generation Design Tools for Accelerated Navy Shipbuilding - Office of Naval Research due 2/05

Subcontracting Notices

Upcoming Events

Events - Virtual unless otherwise noted

- Focused Classes
- Monthly Meetings
- Series Courses
- Tradeshows

Focused Classes

Qualified Contractor Network Webinar - WA Department of Commerce

1/14/2025 12:30 PM - 1:30 PM

Join the Washington Department of Commerce to learn about the IRA Home Rebates programs Qualified Contractor Network. In order to be work on IRA Home Rebate funded projects, contractors must be registered with the Qualified Contractor Network/QCN.

Dept of Homeland Security: Spotlighting AI Innovation

1/15/2025 7:00 AM - 8:00 AM PST

Join HSWERX for their ongoing series about DHS priority research areas. The topic for this session is AI Innovation in the Department of Homeland Security.

2025 OMWBE Certification Classes - Tabor 100

1/16/2025 10:00 AM - 1: 00 PM

7100 Fort Dent Way, Seattle, WA, 98188

In-Person OMWBE Certification Workshops in 2025 at Tabor 100.

Skanska: SR520 Portage Bay Bridge Virtual Open House

1/22/2025 2:00 PM - 3:30 PM

Join to learn about doing business with Skanska and our large subcontractors on the WSDOT SR520 I-5 to Montlake Portage Bay Project. Interested local, small, veteran, minority and women owned businesses looking to be a part of this exciting project are encouraged to attend!

Longshore & Harbor Worker's Compensation Act - Insurance - ONLINE MEETING(LIVE)

1/22/2025 3:00 PM - 4:30 PM

Did you know the Longshore & Harbor Worker's Compensation Act applies to your business if you perform work around waterways? Learn when and why this special insurance is needed and the consequences of not being properly insured.

Market Research for Construction (Contractors) and A&E (Consultants) (IN PERSON)

1/23/2025 3:00 PM - 4:30 PM

Economic Development Alliance Skagit County

1932 E College Way, Mount Vernon, WA, 98273

For contractors and consultants, explore how construction and A&E is procured by Washington State including information on competitive bidding, job order contracting, small works rosters and how to get involved with construction projects as an A&E consultant

General Dynamics Information Technology (GDIT) Virtual Business Opportunity

Session 1/23/2025 11:00 AM - 12:00 PM

As one of the largest federal system integrators, GDIT has developed an extensive Commercial Technology Alliance Program. This program and its ecosystem of technology partners is built upon our customers' mission needs, technology trends, legislative mandates, and appetite for innovation. GDIT seeks specific skills as we grow our capacities to serve the U.S. Department of Veterans Affairs. Upcoming procurements and ongoing needs include professionals with experience in claims processing, fraud waste and abuse, software architecture and development (including DEVSECOPs/agile methodologies), cyber security, robotic process automation, machine learning, data analytics, and cloud.

PortGen First Look: Six Professional Design IDIQ Contracts

1/29/2025 3:00PM - 4:30PM

Attend this webinar to hear directly from Port project managers about upcoming projects in your field and network with potential collaborators!

FEMA Region 10 Webinar: How To Do Business with FEMA

1/30/2025 10:00 AM - 12:00 PM

The webinar will include a review of key steps for doing business with FEMA, key considerations for small business, and Region 10 specific contracting and coordination information.

Understanding Capabilities Statements - Federal & WA State (IN PERSON)

2/5/2025 1:00 PM - 3:30 PM

Skookum Construction

4525 Auto Center Way, Bremerton, WA, 98312

This class is for firms with a desire to learn about the differences between federal and state capability statements. Knowing how to speak the correct language when writing a capability statement is half the battle. Be prepared to learn the importance of having the right elements to describe what your business does and the importance knowing what each agency wants to see in a capability statement.

What is Market Research? (IN PERSON)

2/12/2025 2:30 PM - 4:30 PM

808 134th St SW, Everett, WA, 98204

Market Research for Washington State and Local Government Contracting: Understanding how and where government agencies buy products and services is crucial for any business seeking government contracts. Participants will discover valuable resources and tools to do market research, learn how to identify target agencies, and evaluate the competition.

Understanding Capabilities Statements - Federal & WA State - ONLINE MEETING (LIVE)

2/12/2025 3:00 PM - 4:30 PM

This class is for firms with a desire to learn about the differences between federal and state capability statements. Knowing how to speak the correct language when writing a capability statement is half the battle. Be prepared to learn the importance of having the right elements to describe what your business does and the importance of knowing what each agency wants to see in a capability statement.

Using WEBS: WA State's Vendor Portal (IN PERSON)

2/19/2025 2:30 PM - 4:00 PM

808 134th St SW, Everett, WA, 98204

Learn to explore Washington Electronic Business Solutions (WEBS) - a WA state vendor portal - to find valuable information about government spending including reports, opportunities and vendor searches.

Monthly Sessions

Doing Business with the state – DES

1/16/2025 3:00 PM - 4:00 PM

On the third Thursday of the month, the Washington State Department of Enterprise Services (DES) facilitates an interactive conversation with state procurement professionals who can provide information and insight on how to do business with the state.

Contracting Coffee Hour

2/5/2025 8:00 AM - 10:00 AM

Got contracting questions? We have answers!

University of Washington Virtual Workshops for Suppliers

2/6/2025 10:30 AM - 12:00 PM

The orientations will provide a learning opportunity to assist in navigating potential business prospects at the University and with other state agencies, as well as educational and other resources to assist businesses.

APEX & SBDC First Friday Follow-up

2/7/2025 12:00 PM - 1:00 PM

Friday Follow-up is an open forum, round table for businesses to get answers from your local APEX and SBDC Advisors. Bring your questions regarding government contracting and learn from knowledgeable Small Business Experts. Our focus is to share resources for growing your business.

APEX: Prime Connect

2/12/2025 8:00 AM - 9:00 AM

A structured matchmaking event for Primes and Subcontractors to connect on future projects.

Series Courses

How to Do Business with King County: Goods, Services & Technology Supplier Orientation

1/16/2025 10:00 AM - 11:30 AM

King County offers a Goods, Services & Technology Supplier Orientation discussing registering as a King County Supplier, certifying as a small firm, how King County implements contracts, what to expect when submitting a bid or proposal, best practices for maximizing your opportunities, E-procurement supplier portal functions and more!

Foreign Ownership, Control or Influence (FOCI) - DoD OSBP

1/21/2025 8:00 AM - 9:00 AM

The DoD Office of Small Business Programs (OSBP) is excited to announce the January 2025 Small Business Training Webinar Series. These webinars will

cover critical topics to support small businesses in navigating DoD contracting requirements and programs. Each webinar will require pre-registration via GovZoom and we anticipate the spots to fill up quickly. This webinar covers Foreign Ownership, Control or Influence (FOCI) - with the DoD OSBP.

Small Business Training Webinar Series - DoD Mentor-Protégé Program- DoD OSBP

1/20/2025 8:00 AM - 9: 00 AM

January 2025 Small Business Training Webinar Series covers critical topics to support small businesses in navigating DoD contracting requirements and programs. Each webinar will require pre-registration via GovZoom and we anticipate the spots to fill up quickly.

Tradeshows

SAME Meet the Agencies 2025

1/23/2025 8:00AM-12:00PM

Seattle Airport Marriott

3201 S 176th St, Seattle, WA, 98188

The program features senior personnel from nine public agencies with a Puget Sound footprint. Each agency will present its known and anticipated upcoming contracting opportunities, projected support needs, recent funding, and other development trends throughout the Pacific Northwest for the next several years.

WOSSA SEPTIC-CON 2025

1/24/2025 7:00 AM to 1:30 PM

As an on-site septic system professional (Pumper, O&M Tech, Installer, Designer, Regulator, or Manufacturer/Supplier) you are an unsung hero of our country's wastewater infrastructure ... celebrate your contribution to this essential work with us at SEPTIC-CON 2025! This conference seeks to bring together professionals, policymakers, researchers, and stakeholders who are passionate about sustainable and efficient decentralized wastewater solutions. The importance of on-site septic systems cannot be overstated.

Local Procurement Symposium

2/20/2025 9:00 AM - 12:00 PM

4220 6th Ave SE, Lacey, WA, 98503

Springtime is here, and procurement is in the air! Thurston Economic Development Council and Thurston County Chamber of Commerce are proud to invite you to the Local Procurement Symposium. Come to hear about contracting opportunities with local government agencies. Be ready to network with government contractors and purchasing teams. Learn how to do business with the government, explore upcoming opportunities, and enjoy a morning of networking.

Alliance Northwest 2025

3/19/2025 8:00 AM - 4:00PM

Greater Tacoma Convention Center

1500 Commerce St, Tacoma, WA, 98402

Alliance Northwest is the largest business-to-government conference in the Pacific Northwest. This event features high-quality workshops and one-to-one meetings between small businesses, government agencies, and prime contractors. The event is in its 39th year. Hosted by Thurston Economic

Development Council, home of APEX Accelerator, Alliance Northwest has a strong history of federal agency support. It is widely known as the place where business and government learn and make connections with small and disadvantaged businesses.

Save the Date - First Central Regional Contracting Forum

4/4/2025 8:00 AM - 4:00 PM

10 N 8th St, Yakima, WA, 98901

Bridging Partnerships

4/9/2025 4: 30 PM - 6: 30 PM

Three Rivers Convention Center

7016 W Grandridge Blvd, Kennewick, WA, 99336

At the 18th Annual Bridging Partnerships Small Business Symposium, attendees can anticipate an enriching experience where professionals from both small and large businesses will converge, fostering connections, gaining valuable insights, and cultivating relationships.

Govology classes, live and on demand, are Free for Washington APEX Accelerator clients – contact your Washington APEX Accelerator advisor for access. Click [here](#) for Govology's live classes.

Recorded webinars available

APEX Calendar

Washington APEX Accelerator provides technical assistance to help Washington businesses successfully compete in the government marketplace. This APEX Accelerator is funded, in part, through a cooperative agreement with the Department of Defense.

A program of the Thurston Economic Development Council, in partnership with the following subcenters:





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