



A message from Washington APEX Program Director

Recently there has been significant uncertainty in the government marketplaces that the APEX Accelerator Advisors navigate each day alongside Washington firms. The State and many local governments are on spending freezes which were issued abruptly stopping forecasted contracts and task orders in their tracks. The White House has issued over 50 Executive Orders since January 20th, many of which overlap each other and impact federal contractors in ways that are unclear even by acquisition staff.



The professional team of advisors at Washington APEX Accelerator is prepared to support your firm as you navigate changes to the marketplace. We uniquely understand how uncertainty in public contracting compliance or upended spending forecasts makes developing a successful strategy for winning work all that more complicated. To address this, we've compiled 4 best practices and welcome the opportunity to meet with you to explore how we can assist further.

Tip 1: Seek Clarity – If you are ever unsure as to your obligations as a contractor with a government agency, get clarifications in writing from your cognizant contracting officer. According to the Federal Acquisition Regulations, modifications must only come from your contracting officer. Expect a bit of uncertainty for a while since the procurement staff may need extra time to respond.

[Continue reading here.](#)

ALLIANCE NORTHWEST

Where Government and Business Connect

[Alliance Northwest](#) is our region's largest government contracting training and networking event. Have you secured your spot? If so, New [Preparing for Alliance](#) Northwest sessions are available:

Do you have general questions about the event or what to expect at the event?

Join **Alliance Northwest Q&A** online:

[2/11/2025](#) 12:00 PM - 1:00 PM

[2/20/2025](#) 12:00 PM - 1:00 PM

Are you registered for the event and need support with the event app?

Join [How to Make the Most of Alliance Northwest Event](#) app.

Four online sessions to choose from:

2/24/2025, 12:00 PM - 1:00 PM

2/27/2025, 2:00 PM - 3:00 PM

3/4/2025, 4:00 PM - 5:00 PM

3/6/2025, 9:00 AM - 10:00 AM

Other Featured Events

[Are You Ready for the Upcoming Fire Season?](#)

[Fire Vendor Outreach Sessions - Oregon sessions](#)

These 2-hr sessions are an opportunity for businesses seeking additional information on Virtual Incident Procurement (VIPR) System contracting opportunities within

2/4/2025 Canyonville, OR, Venue: Seven Feathers

2/6/2025 Redmond, OR, Venue: Eagle Crest Resort

2/12/2025 Pendleton, OR, Venue: Wildhorse Resort & Casino

[Fire Vendor Outreach Session - Washington Sessions](#)

These 2-hr sessions are an opportunity for businesses seeking additional information on Virtual Incident Procurement (VIPR) System contracting opportunities within

Contracting Opportunities

[Agency Opportunities](#)

[Request for Proposal for Residential Duplex Construction – Shoalwater Bay Indian Tribe](#) Due 2/20

[UW ADVERTISEMENT FOR BIDS PROJECT: 208532 NanoES Quantum Lab Modifications](#) Due 2/11

[208561 Raitt Hall Elevator Modernization](#) Due 2/6

[NE 85th St Ped-Bike Connection 114th Ave NE to 6th St](#) Due 2/5

[Subcontracting Notices](#)

[Skanska I-405 Brickyard RFP 29 – Brickyard to SR 527 – Worker Fall Protection Fencing Furnish and Install](#) Due 2/12



Small Business Innovation Research ([SBIR](#)) funding is available to small businesses working on cutting edge technology. Your Washington APEX Accelerator SBIR Program can provide Phase 0 type assistance with DOD, DOT, NASA and Homeland Security. Learn more [here](#).

Upcoming or Current SBIR/STTR Releases

[Department of Defense SBIR Release 25.4 Annual Release – Next Release Due Feb 26 2025](#)

Participating components: Army • Chemical and Biological Defense (CBD)

[NASA SBIR Release – Due March 10 2025](#)

The 2025 SBIR & STTR Phase I solicitations are open (January 7 – March 10,

2025). Submissions for both the SBIR and STTR Solicitations are **due at 5 pm ET on March 10, 2025**. The program has significantly updated the technical evaluation criteria, as well as the scoring and weighting, in this year's Solicitations. Make sure you read Section 4.1.3, Section 4.2, and Appendix A carefully before drafting and submitting your proposal(s).

Important Links

- [SBIR Road Tour Kickoff 2025](#) February 11-13, 2025
- To find all current SBIR releases visit [SBIR.gov](https://www.sbir.gov)
- To find assistance on SBIR in general visit [ARC WA](#)

Upcoming Events

APEX Calendar

Everett

2/12/2025 [What is Market Research? \(IN PERSON\)](#)

2/19/2025 [Using WEBS: WA State's Vendor Portal \(IN PERSON\)](#)

2/26/2025 [Mining Data: WA Statewide Contracts, Historical Spending & Purchasing Forecasts \(IN PERSON\)](#)

Lacey

2/20/2025 [Local Procurement Symposium](#)

Kennewick

4/9/2025 [Bridging Partnerships](#)

Online

2/6/2025 [University of Washington Virtual Workshops for Suppliers](#)

2/7/2025 [APEX & SBDC First Friday Follow-Up - February](#)

2/11/2025

- [What Keeps You Up At Night As A Business Owner? - VA OSBDU](#)
- [Alliance Northwest Q&A](#)

2/12/2025

- [Understanding Capabilities Statements - Federal & WA State](#)
- [APEX: Prime Connect](#)

2/20/2025

- [Doing Business with the state – DES](#)

Contact Us

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

info@washingtonapex.org

ASK APEX

Locations

Main Center

Thurston EDC
4220 6th Ave.
Lacey, WA 98503
360-860-6945

Administrative Staff

Tiffany Scroggs, Program Manager
Marnie Tyson
Tori Stoner

SBIR/STTR Program

Kate Hoy

Thurston EDC

Grady Smith
Leslie Miller

Washington APEX Accelerator in Pierce County

Trena Payton
Maryam Lynch-Tate

- [Architecture, Engineering & Professional Services Consultant Orientation: How to do Business with King County](#)
- [Alliance Northwest Q&A](#)

2/24/2025

- [How to make the most of Alliance Northwest Event App](#)
- [DAU Cyber Solutions - Basic Cyber Hygiene: A walk-through - February](#)

2/27/2025 [How to make the most of Alliance Northwest Event App](#)

2/27/2025 [Get Noticed by Local Government Buyers](#)

Govology classes, live and on-demand, are Free for Washington APEX clients – contact your APEX counselor for access. Click [here](#) for the list of Govology this month's live classes.

[Recorded webinars available](#)

Economic Alliance
Snohomish County
Cara Buckingham
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



**GREATER
SPOKANE**
inc.



CREDC
ECONOMIC DEVELOPMENT



KITSAP
ECONOMIC
DEVELOPMENT
ALLIANCE

TRI-CITY REGIONAL
CHAMBER OF COMMERCE


Economic Alliance
SNOHOMISH COUNTY


**THURSTON
EDC**


Green River
COLLEGE

[Washington APEX Accelerator](#)

Washington APEX Accelerator | 4220 6th Ave SE | Lacey, WA 98503 US

[Unsubscribe](#) | [Update Profile](#) | [Constant Contact Data Notice](#)



Try email marketing for free today!