



Keynote Speaker Announced for March 20th Alliance Northwest Event

Navigating Disruption: Strategic Positioning in Today's Federal Contracting Landscape
with Joshua Frank, RSM Federal

The federal contracting ecosystem is undergoing unprecedented transformation. Drawing from extensive consultations with policymakers across federal agencies and hundreds of industry contractors, this session delivers actionable intelligence on transforming uncertainty into competitive advantage.



Attendees will gain strategic insights for achieving stability and growth through several essential strategies. The session will explore cultivating stakeholder empathy, recommitting to business fundamentals, implementing Value-Mapping™ methodologies, the strategic marketing of your acquisition options, and selectively picking your battles. The session will also address the potential shift from strategic sourcing back to small business engagement.

Join us for a forward-looking analysis that equips federal contractors with the strategic framework needed to thrive – not merely survive – in today's evolving marketplace.

Other sessions included at Alliance Northwest

- Adapting to Trump Executive Orders: Legal Risks and Rights of Government Contractors with Adam Lasky, Partner at Seyfarth Law
- 30-Second Elevator Pitch with Sandy Bjorgen, IMPROV-able Results
- Navigating Apprentice Utilization Plans with MRSC's Aleanna Kondelis
- RFP Essentials with NOVA Group's Mona Carlson and Washington APEX's Mary Jo Juarez
- Construction Contracting Do's and Don't's with Masaki Yamada, Ahlers,

Cressman & Sleight

- Non-Construction Opportunities in the Defense Marketplace with Naval Undersea Warfare Center and Naval Supply Systems Command
- Naval Facilities Engineering Command Shipyard Infrastructure Optimization Program (SIOP) Briefing

To view the full agenda, see list of exhibitors, and register for [Alliance Northwest](#) [click here](#).

News

- Washington State Department of Transportation is soliciting contractors interested in joining the WSDOT Small Works Roster. Requirements include completion of at least three projects successfully as either a prime or a subcontractor. Learn more and apply for prequalification [here](#). *Note the WSDOT Small Works Roster is separate and independent from the **MRSC Small Works Roster** used by Department of Enterprise Services and 700+ other local agencies.*
- Washington State Department of Enterprise Services is renewing their competitive on-call contracts for professional services (i.e. architectural, engineering, and much more). Visit [here](#) to learn more.
- Interested in selling to state agencies? View the upcoming forecast of opportunities [here](#) and [here](#). Then, attend the State Contracting Opportunities & Open House linked [here](#). And, be sure you are registered in [WEBS](#) to receive solicitations. Want to learn more or bid successfully? APEX Accelerator Advisors can assist.
- NW Contractors' Day set for April 10th in Tacoma. Learn more and register [here](#)

Contracting Opportunities

[Agency Opportunities](#)

[Deadline Extension Update! RFP for Residential Duplex Construction – Shoalwater Bay Indian Tribe](#) Due March 6th

[City of Kirkland: Market St./98th Ave. NE Pedestrian Bicycle Improvements](#) Due March 7th

[City of Kirkland: Silver Spurs Storm System Upgrade](#) Due March 7th

[25-101P Dried Blood Spot Puncher- DOH](#) Due March 7th

[EW-C0600 Domestic Test Well – Visitor Center Renovations at Sun Lakes-Dry Falls State Park – Washington State Parks](#) Due March 11th

[208488, ADA Pathways Remediation State Project -UW](#) Due March 12th

[Workers' Compensation Claims Administration RFP 2024-11002 – Spokane](#)

[Transit Authority](#) Due March 13th

[DOH25-014P Nitrogen Generator](#) Due March 14th

[Medical Invoicing Review Services – WSDOT](#) Due March 17th

[SW-C1829 Welcome Center Replacement at Fort Flagler State Park](#) Due March 25th

[03424 : Uniforms, Customization, and Accessories -DES](#) Due March 28th

[Subcontracting Notices](#)

[Walsh Construction Subcontracting Opportunity: Plymouth Redmond Supportive Housing Project](#) Due March 17th

[Skanska Portage Bay Bridge Bid Opportunity – Temporary Bridge 1 Reinforcement \(Rebar\)](#) Due March 5th

[Skanska Portage Bay Bridge Bid Opportunity – Temporary Asphalt Paving](#) Due March 5th

[I-405/Brickyard to SR 527 Improvement Project RFP 34 Barrier Demolition](#) Due March 3rd



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

Innovation

3/5/2025 [FLC Event: Battery Innovation Center](#)

3/20/2025 [Lab Showcase: NASA Langley](#)

Important Links

To find all current SBIR releases visit [SBIR.gov](#)

To find assistance on SBIR in general visit [ARC WA](#)

Upcoming Events

APEX Calendar

Everett

3/5/2025 [Staying Local? Learn How to Target Local Agencies in WA State](#)

3/12/2025 [Market Research for Construction \(Contractors\) and A&E \(Consultants\)](#)

Vancouver

3/26/2025 [Bridge Building Blocks Series First class](#)

Online

3/4/2025

- [How to make the most of Alliance Northwest Event App](#)
- [Informational Open House- Wastewater Treatment Division - King County](#)
- [AT&T Federal Solutions Virtual Business Opportunity Session -DAP](#)

3/5/2025 [Contracting Coffee Hour](#)

3/6/2025

- [How to make the most of Alliance Northwest Event App](#)
- [University of Washington Virtual Workshops for Suppliers](#)

3/7/2025 [APEX & SBDC First Friday Follow-Up](#)

3/10/2025 [VHA Procurement & Logistics Office \(P&LO\) Regional Program Office \(RPO\) West \(NCO 19\) Quarterly Virtual Business Opportunity Session- DAP](#)

3/12/2025 [APEX: Prime Connect](#)

3/20/2025 [Doing Business with the state – DES](#)

Govology classes, live and on-demand, are Free for Washington APEX clients – contact

Contact Us

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

info@washingtonapex.org

ASK APEX

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Shannon Farley

Columbia River Economic Development Council

your APEX counselor for access. Click [here](#) for the list of Govology this month's live classes.

[Recorded webinars available](#)

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Green River College

Darrell Sundell

Melinda Martirosian

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