

# APEX ALERT

News, Events &  
Bid Opportunities



WASHINGTON  
**APEX**  
ACCELERATOR  
FORMERLY WASHINGTON PTAC

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## Bid Opportunities

### Agency Opportunities

- [WA DES Solicitation for Owner-Controlled Insurance Program Feasibility Study](#)
- [DSHS RFP ORIA Case Management software and Database Solution software](#)
- [WA OFM RFQQ for Personnel Investigations](#)
- [WSDOT RFQQ 2024 0104 – Tolling Auditing Services](#)

### Subcontracting Notices

- [RFP Higher Education Software Development Subcontracting Tryon Creek](#)



## Innovation Station

*Where innovation and opportunity meet*

A service provided by APEX Accelerators  
(formerly Washington State PTAC)

**APEX**  
ACCELERATORS

### [Americas Seed Fund Week 2024 Road Tour](#)

#### [Webinar](#)

1/23/2024

8:00 am - 5:00 pm

### [Pathfinder: Selling or Innovating with VA](#)

1/25/2024

2:00 pm - 3:00 pm

Join us as Ashley Hammond, VA Category Management Support Office, discusses the benefits of Pathfinder to Veteran-Owned

## Contact Us

Contact a Government Contracting Specialist today for assistance with all your government contracting questions.  
[info@washingtonapex.org](mailto:info@washingtonapex.org)

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businesses and the small business community. Pathfinder will demystify selling to and innovating with the Department of Veterans Affairs by giving you the tools to understand and navigate the process: understand Pathfinder, explore opportunities, submit your Interest, and engage with the VA.

### SBIR/STTR Open Office Hours

1/26/2024

9:00 am - 10:00 am

Each month ARC WA will host open office hours specifically for innovators seeking federal R&D funding. This is a drop-in-as-you-wish format and is a great way to meet with respected experts in the field and get general questions about R&D funding answered. REGISTRATION IS NOT REQUIRED.

Questions? Kate Hoy, [khoy@thurstonedc.com](mailto:khoy@thurstonedc.com)

## Upcoming Events

Events - Virtual unless otherwise noted

- Focused Classes
- Monthly Meetings
- Series Courses
- Tradeshows

Sub Centers  
Economic Alliance  
Snohomish County  
Cara Buckingham

Greater Spokane Inc.  
Aleesha Roedel

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

OPPORTUNITIES:  
\*Government  
\*Contracting  
Subcontracting

## Focused Classes

### Goods & Services Supplier Orientation: How to do Business with King County

1/18/2024

10:00 AM - 12:00 PM PDT

Our experts will discuss how you can market your goods and services to King County agencies, and share tips for submitting successful bids. You'll also meet our Small Business Certification Specialist and our Good & Service Contract Specialist.

### Laying the Groundwork for the Interstate Bridge with IBR

1/23/2024

3:30 PM - 5:00 PM

Virtual and 805 Broadway St, Suite 412, Vancouver WA 98660-3310

Are you a company interested in participating in the upcoming Interstate Bridge replacement between Portland OR, and Vancouver WA? Join us for the

Interstate Bridge Replacement (IBR) program leadership on January 23 from 3:30- 5 pm to present the latest up-to-date information regarding the Interstate Bridge replacement project and receive information about upcoming contracting opportunities.

### Take-Away Tuesday: SBA Mentor Protégé Program Overview Training

1/23/2024

9:00 AM - 10:00 AM

Take-Away Tuesdays are designed to deliver high-value content, in short order, with plenty of substance, as well as an opportunity to ask the Subject Matter Expert (SME)!

### VA OSDBU Webinar Worker Classification: Defining Employee and Independent Contractors

1/24/2024

11:00 AM - 12: 00 PM

It is critical for business owners to correctly determine whether the people providing services are employees or independent contractors. In this workshop, we will review the categories of evidence used to determine worker classification and the steps employers should take once the proper worker classification is determined.

### DBE Training and Construction Open House - Vancouver, WA!

1/24/2024

9:00 AM - 3:00 PM

11018 NE 51st Cir, Vancouver WA 98682

The Washington State Department of Transportation's Southwest Region will host a combined Disadvantaged Business Enterprise (DBE) training and a Construction Open House.

This free in-person event offers contractors and consultants insights into DBE business, road preservation, and construction and an opportunity to view upcoming contract projects in the Southwest Washington region.

### Understanding Capabilities Statements (IN PERSON)

1/31/2024

3:00 PM - 4:30 PM

Silverdale Library (conference room) 2650 NW Anderson Hill Road, Suite 101, Silverdale WA 98383

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.

### Small Business Development Workshop "Working with a Union Contractor"

2/5/2024

9:00 AM - 11:00 AM

Join the I-405/Brickyard project team for a personal, interactive, and informative event. "Working with a Union Contractor". SBE, VOB, MBE, and WBE community will have the opportunity to connect with Skanska representatives, industry experts, and fellow entrepreneurs.

### Meet the Buyers Open House – Skagit and Whatcom County

2/7/2024

9:00 AM - 12:00 PM

Skagit Station Community Room 105 East Kincaid Street, Mount Vernon WA 98273

Washington APEX Accelerator and EDASC bring local government buyers and small business owners together to learn how to do business with each other. At this Meet the Buyers event, you will have an opportunity to get connected with buyers from agencies in Skagit and Whatcom Counties. Additional participating agencies will be announced as confirmed.

### Save the Date! Meet & Greet: Interstate Bridge Replacement Program

2/8/2024

4:00 PM - 7:00 PM

7100 Fort Dent Way, Seattle WA 98188-7500

The interstate Bridge Replacement program is teaming up with the Conference of Minority Transportation Officials, Washington State chapter to host a meet and greet for DBE and prime contractors to get information about upcoming contracting opportunities. Learn how your firm could be a part of this once-in-a-generation opportunity to replace vital aging infrastructure.

### Why SDVOSBs That Work Together Win More Business

2/8/2024

11:00 AM - 12:00 PM

This webinar series was specifically designed to transfer the know-how needed to transform competent SDVOSBs into today's Agencies preferred source for SDVOSB/SDB contract(s) award. Join us for this informative, hands-on series as we demonstrate how you maximize the organic contracting advantages you already own under PL-106-50 & PL 108-183.

### Architecture, Engineering & Professional Services Consultant Orientation: How to do Business with King County

2/15/2024

10:00 AM - 12:00 PM PDT

King County offers an Architecture, Engineering & Professional Services Consultant Orientation. Our experts will discuss how King County implements contracts, and how to effectively market your firm to King County agencies, tips for submitting successful proposals, and best practices to maximize your opportunities.

## Monthly Sessions

Contracting Coffee Hour, 2/7/2024, 8:00 AM - 10:00 AM

Got contracting questions? We have answers!

APEX & SBDC First Friday Follow-up, 2/2/2024, 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 main focus is to share resources for growing your business.

APEX: Prime Connect, 2/14/2024, 8:00 AM - 9:00 AM

A structured matchmaking event for Primes and Subcontractors to connect on

future projects.

[Tuesday with the Deputy for Small Business](#), 1/23/2024, 10:00 AM - 11:30 AM  
Wednesday with the Deputy for Small Business is an opportunity for Industry partners to learn about doing business with the Naval Undersea Warfare Center (NUWC) Division, Keyport.

Doing Business with the state – DES, [1/18/2024](#), [2/15/2024](#), 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.

[University of Washington Virtual Workshops for Suppliers](#), 2/1/2024, 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.

## Series Courses

Join Washington DC-based, Jennifer Schaus & Associates in the 2024 Webinar Series covering The FAR, Federal Acquisition Regulations. Get educated about the rules and regulations in the game of federal contracting. This series features guest speakers who will uncover the important details and nuances of The FAR. This series is COMPLIMENTARY & RECORDED. Sessions are 9:00 AM - 10:00 AM PDT

1/24/2024	<a href="#"><u>2024: The FAR, Introduction</u></a>
1/26/2024	<a href="#"><u>Part 1, Federal Acquisition Regulation System</u></a>
1/31/2024	<a href="#"><u>FAR Part 2, Definitions of Words and Terms</u></a>
2/2/2024	<a href="#"><u>FAR Part 3, Improper Business Practices and Personal Conflicts of Interest</u></a>
2/7/2024	<a href="#"><u>FAR Part 4, Administrative Matters</u></a>
2/9/2024	<a href="#"><u>FAR Part 5, Publicizing Contract Actions</u></a>
2/14/2024	<a href="#"><u>FAR Part 6, Competition Requirements</u></a>
2/16/2024	<a href="#"><u>FAR Part 7, Acquisition Planning</u></a>
2/21/2024	<a href="#"><u>FAR Part 8, Required Sources of Supplies and Services</u></a>
2/23/2024	<a href="#"><u>FAR Part 9, Contractor Qualifications</u></a>
2/28/2024	<a href="#"><u>FAR Part 10, Market Research</u></a>

## Tradeshows

[NUWC Keyport Virtual Industry Engagement](#)  
1/30/2024  
10:00 AM - 11:00 AM

The Naval Undersea Warfare Center (NUWC) Division, Keyport is hosting virtual Industry Engagements. This will be the first of a series of Industry Engagements for FY2024 and will focus on NUWC Division, Keyport's Corporate Operations Department. Learn more about the Department, procurement opportunities, and projections, followed by a time for questions

and answers.

### [Alliance Northwest Conference](#)

3/14/2024

8:00 AM - 4:00 PM 1500 Commerce St, Tacoma WA 98402-3321

Alliance Northwest is the largest business-to-government conference in the Pacific Northwest. This event features high-quality workshops and matchmaking sessions between small businesses, government agencies, and prime contractors.

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**Govology classes**, live and on-demand, are Free for Washington PTAC clients – contact your PTAC counselor for access. Click [here](#) for Govology's live classes.

[Recorded webinars](#) available

APEX Calendar

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Washington APEX Accelerator, formerly Washington PTAC provides technical assistance to help Washington businesses successfully compete in the government marketplace. A program of the Thurston Economic Development Council, in partnership with the following subcenters:



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

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