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Announcements

Washington APEX Accelerator Launches 3-Week Cybersecurity Readiness Workshop for Defense Contractors

Kicking off in January for up to 20 Washington APEX Accelerator clients, the first cohort will experience a series of on-demand trainings followed by live weekly implementation sessions with a cybersecurity expert at Totem Technologies.

Totem Tech is a leader in offering simple, plain language cybersecurity training to small businesses. Totem Technologies cybersecurity experts will coach you through CMMC Level 1 compliance as you successfully address the cybersecurity practices and perform the self-assessment in accordance with the FAR 52.204-21 regulations.

Background: As a federal government contractor, supplier, or vendor, you handle Federal Contract Information (FCI), and you must comply with the basic contractor cybersecurity requirements listed in the FAR 52.204-21. Beginning in 2025, contractors working in with DoD Agencies or DoD Primes will have to affirm they meet these requirements as part of a Cybersecurity Maturity Model Certification (CMMC) Level 1. The

Contact Us

Contact Us

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

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CMCC Level 1 is completed via a self-assessment. Certification will allow your firm to continue selling in the Defense Marketplace, ensure good cyber hygiene of your business, and help secure your business from general cyber-attacks. We understand that firms have limited time and may not know where to start. This hands-on workshop will take your firm into compliance and allow you to remain competitive in the marketplace. Also consider exploring trusted sources of information including the [DoD Chief Information Officers site](#) which published new FAQs, [Project Spectrum](#), and [Totem Technologies](#).

Apply Today: Space for the workshop is limited to 20 firms selected by APEX Accelerator advisor Cara Buckingham. Apply ASAP, but no later than December 6. Participants must commit to participate in all three weeks of the course, including the live 1-hour Q&A sessions to be held on 1/10/25, 1/17/25, and 1/24/25.

Cost: \$1,000. Washington APEX Accelerator is able to offer 50% scholarships to firms that are accepted into the training bringing the cost down to just \$500. [Read more](#)

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

Locations

Unlock New Contracting Opportunities with the City of Seattle

Are you looking to grow your business by contracting with the City of Seattle? Business Impact NW, in partnership with APEX Washington and Tabor 100, is here to help you succeed.

This comprehensive program offers:

- Business finance support, including access to funding, financial literacy, and cash flow
- Guidance on identifying and responding to bids/RFPs and understanding city requirements
- Referrals to professional services such as accounting, legal, and marketing

Strengthen your business operations and increase your opportunities for success!

[Learn more & register here](#)

Have emerging technology and have needed facility clearances?

The DoD and Congress want to hear from you. Please take 10 minutes to complete this questionnaire about your experiences getting facility clearances and personal security clearances. Your comments will contribute to the success of a report by the Office of the Director of National Intelligence. Take the survey linked [here](#).

MRSC Enhanced Market Research Data

Every small business struggles with defining their target customers in the various government marketplaces. Understanding who buys what you sell and how they buy it can be daunting and difficult because award data for state and local purchasing is mostly inaccessible. Your APEX Accelerator advisors are experts at sleuthing for this information and we are celebrating a new tool in our sleuthing toolkit! MRSC has created a solution for public works data on their platform. Now, you can view all the award activity on MRSC's Small Works Data site linked [here](#). This can help small businesses understand how local and some state agencies are using the Roster and for what – allowing the firm to position themselves for success. Need additional help understanding the data and how government buy?

Contact your local APEX Accelerator for assistance.

Interested in Public Works Contracting?

The Port of Seattle in partnership with the Washington APEX has created short 10-12 minute videos on the basics elements of public works contracting. View the videos [here](#) and be better prepared for future bidding. Also, the Port of Seattle's small business celebration and forecast of opportunities will be held December 11th at Pier 69. [Register today](#).

Bid Opportunities

Contracting Opportunities

Agency Opportunities

- [01924 Personnel Investigative Services and Digital Forensics Services -- DES](#) Due 12/7
- [02524 Fresh Dairy Products- Regional and County Opportunities – DES](#) Due 12/31
- [Public Works: EW-C6530 Lewis and Clark Trail State Park – Comfort Station Renovation](#) Due 12/12
- [City of Kirkland: RFP for Business Opportunities for Recreation and Food Service Concessions in Kirkland's Parks](#) Due 12/12
- [Survey and Mapping Equipment and Supplies](#) – DES Due 12/27

Subcontracting Notes

- Skanska I-405 Brickyard RFP 26 – Brickyard to SR 527 – Fish Passages SEM Due 12/20
 - Project No. 208489, HMC 1WH-422 SCANNER ROOM UPGRADE Due 12/5
-



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.

Upcoming SBIR/STTR Releases:

Department of Defense SBIR Pre-Release 25.1 December 4

Participating components:

Department of Navy (Navy) • Department of Air Force (Air Force) • Chemical and Biological Defense (CBD) • Defense Health Agency (DHA) • Defense Threat Reduction Agency (DTRA) • Missile Defense Agency (MDA)

**** Join us live on 12/10/2024, 9:00 AM - 1:30 PM (PST) in person in Poulsbo, WA for an overview of this solicitation! More information [here](#).*

Department of Homeland Security SBIR Pre- Release 25.1 – (Released)

The 25.1 Pre-Solicitation includes five (5) topics:

- **DHS251-001** – Fentanyl Attribution Forensics/Source Profiling
- **DHS251-002** – Enabling Data Analysis, Situational Awareness and Cyber Security for NG911 Public Safety Answering Points (PSAP)
- **DHS251-003** – On-Person Screening Stream of Commerce Analysis Tool
- **DHS251-004** – Securing Video Communications to Prevent Digital Injection Attacks
- **DHS251-005** – Wired Interconnection Cable/Adapter from Mobile Device to Biometric Collection

2025 SBIR/STTR Solicitations, NASA will hold a series of [Ask Me Anything webinars](#)

To help our community of small businesses and research institutions prepare for the upcoming 2025 SBIR/STTR Solicitations, NASA will hold a series of Ask Me Anything webinars the week of **December 9, 2024**, to introduce the

research subtopics and help firms prepare to submit a Phase I proposal.

These webinars will include live Q&As with the Subject Matter Experts (SMEs). This will be an opportunity to not only hear the perspective of NASA SMEs but also ask them questions about the research subtopics, which will be released to the public on December 2. The Solicitations are anticipated to open January 2025.

Other Important Links

- To find all current SBIR releases visit [SBIR.gov](https://www.sbir.gov)
- To find assistance on SBIR in general visit [ARC WA](https://www.arc.wa.gov)

SBIR/STTR Open Office Hours

11/22/2024 9:00 AM - 10:00 AM

Learn about the basics of SBIR in an open office informal environment.

Upcoming Events

Events - Virtual unless otherwise noted

- Focused Classes
- Monthly Meetings
- Series Courses
- Tradeshows

Focused Classes

[EPA Superfund Requirements/Contracts Virtual Industry Day](#)

12/2/2024 10:00AM - 12:00 PM

Join us at the EPA Superfund Requirements/Contracts Clean-up Program (AKA RAF2) Virtual Industry Day! Please join us for a session filled with insightful discussions and networking opportunities. This online event aims to bring together current and potential new Superfund clean-up-related vendors to learn about the next iteration of EPA's set of nation-wide Superfund clean-up contracts.

[Kirkland OMWBE Certification Series](#)

12/4/2024 10:00 AM - 12:00 PM

Learn how to be successful in doing business with the city of Kirkland, the Eastside, and the State of Washington! The Office of Minority and Women's Business Enterprises (OMWBE) certifies small businesses owned and controlled by minority, women, and socially and economically disadvantaged persons. OMWBE certifies business in order to increase contracting opportunities for certified businesses with state and local governments.

[DCAA Cost Reimbursable Requirements Series](#)

12/4/2024 11:00 AM - 12:30 PM

The National APEX Accelerator Alliance (NAPEX) and your local APEX Accelerator Program is excited to announce the upcoming DCAA Cost Reimbursable Requirements Series. Part 1 of the Cost Reimbursable

Requirements Series includes Accounting System Requirements and Incurred Cost Submissions.

FORMA Connects: Building Stronger Partnerships –Hazen High School GC/CM

12/5/2024 11:00 AM 12:00 PM

Join us for FORMA's latest information session, designed specifically for the growth and empowerment of trade partners in the construction sector. Don't miss this chance to connect, learn, and grow with FORMA. This session will be not just informative but transformative for your business!

How to do business with Port of Seattle - Tabor 100

12/5/2024 6:00 PM - 8:00 PM

Tabor 100, 7100 Fort Dent Way, Seattle, WA, 98188

Are you ready to grow your business and build a connection with the Port of Seattle? Join us for "How To Do Business with Port of Seattle", an interactive workshop designed to help businesses like yours navigate opportunities and secure contracts with the Port of Seattle. Don't Miss this chance to gain insights and learn how to take your business to the next level!

Preparing to Bid: WA State Audio Visual Solutions

12/9/2024 12:00 PM - 1:00 PM

Interested in the Audio-Visual Solutions Statewide Contract?

Please join us for a 1 hour session covering how to dissect the solicitation using take-home tools including a pre-bid checklist and bid/no-bid decision matrix you can customize for your needs. Brought to you by APEX Accelerator and DES State Contracts Assistance Network (SCAN).

Operations and Maintenance Facility South Outreach

12/9/2024 3:00 PM - 5:00 PM

Tabor 100 Hub, Suite 100, 7100 Fort Dent Way, Tukwila, WA, 98188

Sound Transit will be performing various scopes of construction on a new Operations and Maintenance Facility (OMF) needed in South King County to store and service a growing train fleet. This will support future light rail extensions to Tacoma, West Seattle, and the entire region.

Meet the Experts: Leveraging SBIR Funding for Defense Innovation

12/10/2024 9:00 AM - 1:45 PM

Vibe Coworks, 19225 8th Ave NE, Poulsbo, WA, 9837

This is a rare opportunity to meet in person with NW Tech Bridge, NAVSEA SBIR Outreach, Navy SBIR awardees and more. Bring your questions and get ready to learn and network at this once per year event!

VHA Procurement Regional Quarterly Virtual Business Opportunity Session

12/10/2024 12:00 PM - 1:00 PM

Regional Procurement Office West's Quarterly Small Business Virtual Event will cover the need-to-know Small Business Regulatory process to help increase your VA procurement readiness, regulatory understanding, and opportunities on winning a VA contract. The subjects covered will include VA Rule of Two, The Vet First Program, Small Business Hierarchy of Preference; discovering opportunities in sub-contracting, Forecast of Contracting Opportunities, and teaming/JV/Mentor Protege.

Request for Equitable Adjustment (REAs) - ONLINE MEETING (LIVE)

12/10/2024 3:00 PM - 4:30 PM

After contract award, often there are contract modifications. You may find yourself needing to submit a Request for Equitable Adjustment (REA) and not knowing what's required. This class will identify and provide: The difference between a claim and an REA; Requirements for submitting an REA; REA checklist.

How to do Business with US Army Corps of Engineers

12/10/2024 3:30 PM - 5:00 PM

Ever wonder how to do business with the Army Corps of Engineers? Learn how USACE finds contractors - particularly those with socioeconomic certifications - for disaster and standard opportunities. This webinar is part of a series, "Contracting in Times of Disasters".

How to do business with the City of Seattle - Tabor 100

12/10/2024 6:00 PM - 8:00 PM

Tabor 100, 7100 Fort Dent Way, Seattle, WA, 98188

Learn about City Purchasing at "How to Do Business with the City of Seattle". You will hear from Tracy Staggars, a Procurement Strategic Advisor for Purchasing and Contracts.

FLC Member Connect: Envirowell

12/11/2024 11:00 AM - 11:30 AM

Meet an innovator who works with a federal lab.

Advanced PortGen 2024 - Celebration of Small Business Year-End Diversity in Contracting Celebration & 2024 Business Accelerator Graduation

12/11/2024 5:00 PM - 7:30 PM

Pier 69, 2701 Alaskan Way, Seattle, WA, 98121

Advanced PortGen 2024, in partnership with PortGen Accelerator Program, this in-person event provides an opportunity to celebrate the efforts of our participants. Featuring remarks from top Port leadership, a 2025 forecast of upcoming contracting opportunities at the Port of Seattle, and a graduation ceremony for the 2024 PortGen Business Accelerator cohort. Followed by a spirited networking hour between WMBE businesses, prime contractors, WMBE community partners, and Port decision makers. Light refreshments will be provided.

How to Do Business with King County: Construction Firms

12/12/2024 10: 00 AM - 11: 30 AM

King County's online Construction Contractor Orientation.

Get Registered on Snohomish County's Supplier Database (VIRTUAL)

12/12/2024 1:30 PM - 3:00 PM

Learn how to use Snohomish County's procurement database to its fullest and learn about the county's new requirement to register with MRSC Rosters. Join Washington APEX Accelerator and Snohomish County Purchasing staff on December 12th for help with registration and tips on navigating the system to find bid opportunities and updates.

Prevailing Wage Training Washington State Department of Labor & Industries

12/13/2024 9:00 AM – 12:00 PM

Learn the who, what, why, when and where of state prevailing wage requirements. What you need to know when working on a public works project,

responsible bidding requirements, Intent and Affidavit paperwork, certified payroll records, scope of work descriptions, retainage, contract bond, contract release, and more!

Meet the Buyer: Doing Business with CPCCo

12/16/2024 1:00 PM - 2:30 PM

Tri-Cities Business & Visitor Center, Bechtel Board Room
7130 W Grandridge Blvd, Kennewick, WA, 99336

Join us for an exclusive opportunity to connect with Central Plateau Cleanup Company (CPCCo), a prime contractor for the Department of Energy in Richland, WA. Learn about their procurement process, upcoming opportunities, and how your business can become a partner in the Hanford cleanup mission.

CMMC Regulations Review

12/18/2024 10:00 AM - 11:00 AM

Learn how cyber security compliance affects SBIR/STTR awards.

Getting Paid with DoD's Wide Area Workflow (WAWF) System **ONLINE MEETING (LIVE)**

12/18/2024 3:00 PM - 4:30 PM

Avoid payment delays and get paid promptly on your Department of Defense contracts. Learn the ins and outs of registering and using DoD's online payment system, Wide Area Workflow (WAWF), as well as Government-wide Purchase Card payment options.

Monthly Sessions

Contracting Coffee Hour

12/4/2024 8:00 AM - 10:00 AM

If you want the inside scoop on what it takes to win government contracts, we invite you to attend our Contractor Coffee Hour.

University of Washington Virtual Workshops for Suppliers

12/5/2024 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.

APEX & SBDC First Friday Follow-Up - December

12/6/2024 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 focus is sharing resources to grow your business.

APEX: Prime Connect

12/11/2024 8:00 AM - 9:00 AM

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

Wednesday with the Deputies for Small Business

12/18/2024 10:00 AM - 11:30 AM

The Vibe Coworks, 19225 8th Ave NE, Poulsbo, WA, 98370

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.

Tradeshows and Networking

Alliance Northwest 2025

March 19, 5:30 PM -7:00 PM & March 20, 8:00 AM – 4:00 PM

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.

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](#)

APEX Calendar



[Washington APEX Accelerator](#)

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

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