



Accelerating American Entrepreneurship

Entrepreneurship for Small Businesses

APEX
ACCELERATORS



OKLAHOMA
CareerTech

OkAPEX

Oklahoma APEX Accelerators

APEX ACCELERATORS

- More than 90 APEX Accelerators across the US (formally known as PTAC's)
- Provide education and training to become capable of participating in DOD and other government contracts
- Assist with finding opportunities
- Assist with finding sources for agencies/primes
- Knowledgeable Counselors
- Networking Events
- One-on-One Counseling



About Us

The APEX Accelerators program,
under management of the
Department of Defense (DOD)
Office of Small Business Programs (OSBP)

APEX Accelerators in Oklahoma

Oklahoma APEX Accelerator



OKLAHOMA
CareerTech

OkAPEX Oklahoma APEX Accelerators

- Statewide program
- Offices across the State
- Any business large or small
- Federal, State, City or Tribal
- OKBID.ORG

Tribal Government Institute



- Eastern Oklahoma and Southern Plains BIA regions
- Native American Businesses
- Federal, State, City or Tribal
- TGIOK.COM



Our Mission

Accelerating American Entrepreneurship

Serve as the axis for existing and new business to strengthen the defense industrial base by accelerating innovation, fostering ingenuity, and establishing resilient and diverse supply chains.



Our Vision

Accelerating American Entrepreneurship

A diverse and resilient domestic industrial base that can deliver preeminent solutions to the military and other government users.

A photograph of two business professionals in blue suits sitting at a desk. They are looking at a tablet and several documents with charts and graphs. A laptop is also visible on the desk. The scene is brightly lit, suggesting an office environment.

Our Goal

Provide Critical Assistance to Business Looking to Diversify

Assist new and existing businesses in navigating the complexities of government procurement and increase their opportunities for success in the government marketplace.



FREE Counseling

assistance to help small businesses succeed

Counseling

Accelerators help businesses participate in government contracting but they are not allowed to do the work on behalf of the business.

For Small Businesses

- One-on-One Consultations
 - Translating “Government-ese”
 - Locating Resources
 - Procurement History
 - Complete analysis
 - Answering Questions During Contract Performance
 - Developing Capabilities Statements
 - Discussing Teaming Arrangements
- Understanding Cybersecurity Requirements
 - NIST SP 800-171 (protecting controlled unclassified information in nonfederal systems and organizations)
 - Cybersecurity Maturity Model Certification (CMMC)
 - Set-up appointment with Subs, Primes, and Contracting Officers
 - Assist with SBA SET Aside Programs (23%)
 - WOSB (5%), SDB (12%), SDVOSB (3%), HUBZone (3%)
 - Determining Qualifications
 - Assistance with Applications
 - Preference Programs
 - D.O.T. DBE program
 - Tribal TERO



Provide Information

For Small Businesses, Agencies, and Primes

Information

Knowledge is Power, Shared Knowledge is Empowerment

For Small Businesses

- Electronic Bid Matching Service
 - Federal
 - State and Local
- Contractor Plan Rooms
- FREE Government Contracting Training
- DoD Office of Small Business Programs
 - Small Business Innovation Research
 - Small Business Technology Transfer
 - Rapid Innovation Fund
 - Mentor Protégé
 - Indian Incentive
- Networking

For Agencies & Primes

- Send Subcontractor Information
 - Locally or Statewide
 - Based on criteria set by the Primes
- Locate Qualified Contractors
 - To meet the needs of the warfighter
 - To assist with locating qualified business (i.e. WOSB, DBE, SDVOSB, HUBZone, etc.)



Offer Training & Networking

assistance to help small businesses succeed

Training & Networking Opportunities

Providing relevant training and opportunities to meet your needs

Training

- Government Contract Basics
 - Parts of the Solicitation
 - Specifications and Standards
- State Government Procedures
 - Procurement History
 - Complete analysis
 - Specifications and Standards
- Online Research and Training
 - Govology
 - Agencies Webinars
 - Foreign Ownership, Control, or Influence - FOCI
 - Cybersecurity Maturity Model Certification - CMMC

Networking

- Conferences
 - Tinker and the Primes
 - Oklahoma State Suppliers Expo
 - ICBSShow (www.ICBSShow.com)
 - Southeast Procurement Conf (McAlester)
 - Southwest Procurement Conf (Lawton)
 - Northeast Procurement Conf (Muskogee)
 - DOT & DOL Workshops
- Trade Fairs
- Industry Days
- Business Match Making Events

Getting the Greatest Value

Maximizing your protentional with
APEX Accelerators



Getting the Greatest Value from the APEX Accelerators

Maximizing your potential and strengthening your position in the government industrial base.

Introduce your Organization

- What Service or Products do You Provide
- What solutions do you solve
- Where are you located
- Ask Specific Questions
- Don't be shy – Call, Text, or Email Often
 - Become Tech Savvy
 - Learn how to Video Conference

The DO Matters

- Attend Events
- Share Information
- Be Patient
 - It could easily take two or more years to win your first government contract
 - READ, READ, READ the solicitation carefully
- Be Selective
 - Entrepreneurs have LOST money on government contracts





Thank You

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