



# APEX Accelerators

What you really need to know

# Program Funding

- 100% Grant/In-kind Funded
  - 65% Federally Funded
  - 26% MEDC Funded
  - Remainder In-Kind/Host
- Because we are fully funded, our services are at no charge to our clients.

# Speaking of clients...

- Because we are grant funded, all of our services require a client relationship
- Client responsibilities
  - Surveys (4 per year: 5-10 min)
  - Feedback

# We are transitioning from DLA to DoD OSBP

- Acronym Guide:
  - DLA: Defense Logistics Agency
  - DOD: Department of Defense
  - OSBP: Office of Small Business Programs



# Mission

- 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.

# Vision

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

# Part of our mission is to develop the DIB and GIB (Defense/Government Industrial Base)

- DIB
  - DOD Contracts
- GIB
  - Non-DOD federal Contracts
  - State Contracts
  - Local Government Contracts
- Other
  - Primes
  - Exceptions (convince me)

# Core Services

- Governmental Marketing
- Reading Solicitations
- Writing Proposals
- Bid Match Services
- Subcontracting
- Post-award functions
- Foreign Ownership, Control, and Influence (FOCI) risks
- Cyber Security requirements and compliance



# Base Training and Counseling

- Federal, State and Local government contracting laws, policies and procedures (we do not give legal advice.)
- DoD Mentor-Protégé Program
- Government Accounting System requirements
- Procurement Integrated Enterprise Environment (PIEE) and Wide Area Work Flow (WAWF)

# Base Training and Counseling Continued

- Subcontracting requirements
- Government Points of Entry
- Small Business Innovated Research (SBIR)/Small Business Technology Transfer (STTR)
- Federal government and DoD cybersecurity regulation compliance.
- Obtaining federal contract data
- Business size and type (socioeconomic) certifications

# Basics: Government Registrations

- SAM Registration assistance
- SIGMA Registration assistance
- No universal registration for local entities

# Basics Designations/Certifications

- Small Business
- 8A and Small Disadvantaged Business (SDB)
- Women Owned Small Business (WOSB)
- Veteran Owned Small Business (VOSB)
  - Service Disabled Veteran Owned Small Business (SDVOSB)
- HUBZone Business



# Basics: Contracting Laws, Policies, Procedures

- FAR (Federal Acquisition Regulations)
- DFARS (Defense Federal Acquisition Regulation Supplement)
- CFR (Code of Federal Regulations)
  
- Disclaimer: We are not attorneys and do not give legal advice.

# How do we do all of this?

- Classes (live and virtual)
- One on One training
- On demand training videos

# South Central Michigan APEX Accelerator Staff

- Program Manager Mike Hindenach
- Lead Counselor Shannon Barker
- Program Technician David Froman



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