

Tennessee APEX Accelerator

*Accelerating America's
Entrepreneurship*



TENNESSEE
APEX
ACCELERATOR

UT | 
INSTITUTE for PUBLIC SERVICE

NEW NAME – WHO DIS?



*is
now*



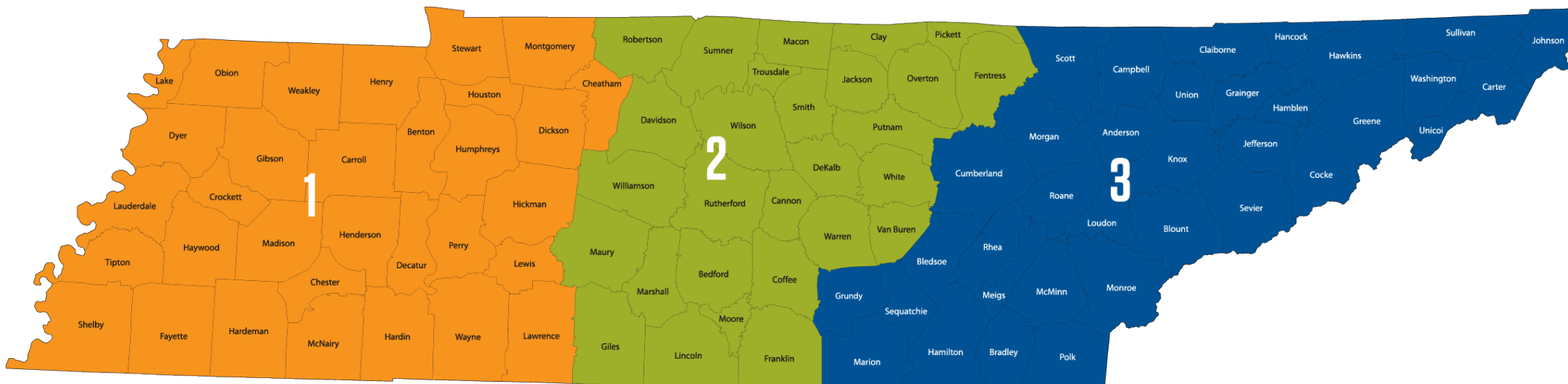


So, what is APEX?

*It's not an acronym -
it's a destination!*



MEET THE TEAM



Veronica Clark
West Tennessee



Debbie Barber
Middle Tennessee



Jutta Bangs
East Tennessee

MEET THE TEAM



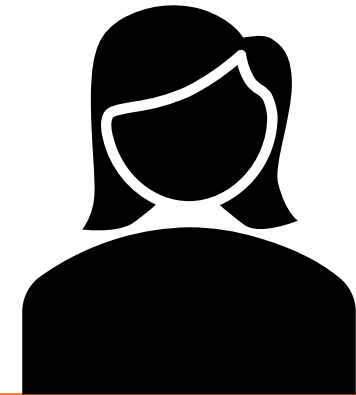
Paul Middlebrooks
Program Manager



Russell Toone
SBIR Specialist



Jen Dangelo
Procurement Specialist



Kathy Gillenwaters
Business Specialist

Contact us: apex@tennessee.edu

CONSELLING



- » Government Contracting Basics
- » Finding/Reviewing Contract Opportunities
- » Local/State/Federal Database Registrations
- » Marketing Strategies
- » Innovation Topics (SBIR/STTR)
- » Small Business Certifications
- » Cybersecurity Compliance

... and more!

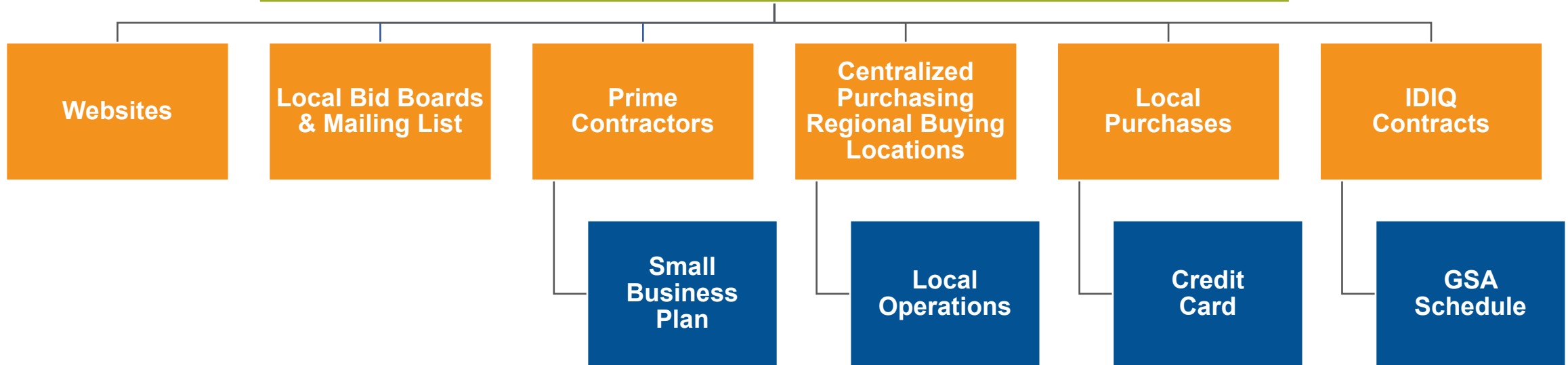


TRAINING

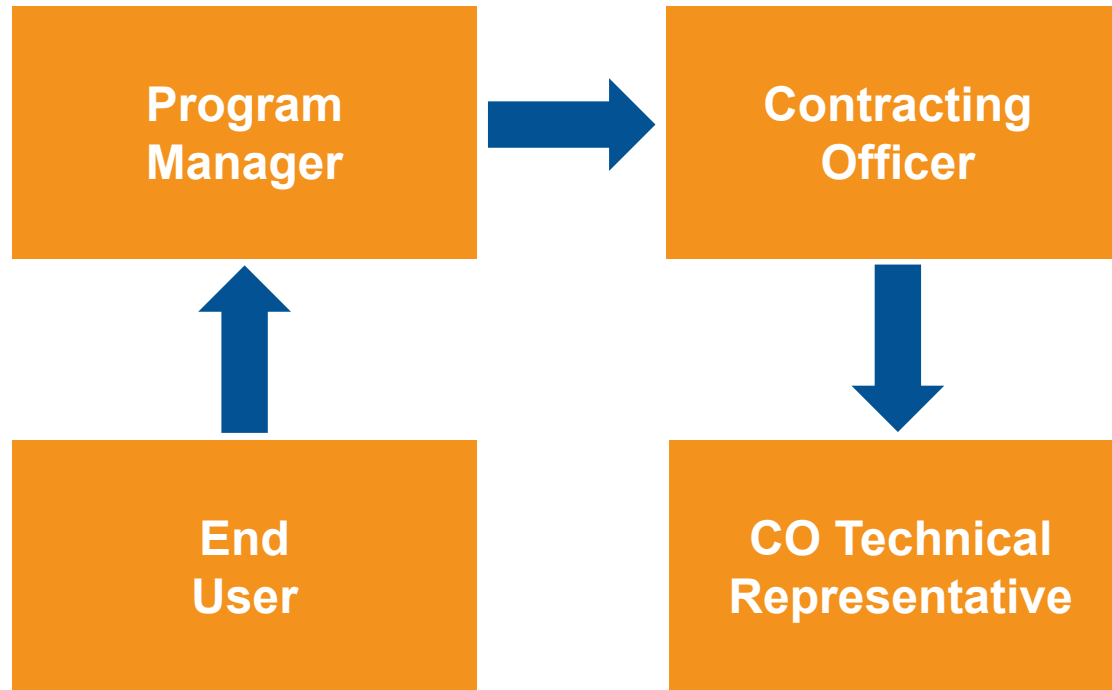
- » Government Contracting Basics
- » Sub-Contracting
- » Proposal Writing
- » Marketing Strategies
- » Industry Days
- » Teaming Strategies & Joint Ventures
- » Matchmaking Events

... and more!

FEDERAL GOVERNMENT



GOVERNMENT SOURCE SELECTION TEAM



STEPS TO BECOMING A FEDERAL CONTRACTOR



**Establish
Business Model
and Legal Entity**



**Prepare for
Government
Registration
(EIN/TIN, UEI,
bank account)**

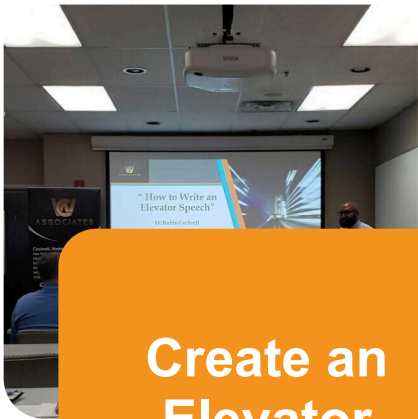


**Research on
Sam.gov and
USAspending.g
ov**



**Register with
the System for
Award
Management &
Send Notarized
Letter**

STEPS TO BECOMING A FEDERAL CONTRACTOR



Create an Elevator Speech



Create a Capability Statement



Research Certifications Available



Proposal Preparation and Bidding

- » Are you in good standing with IRS?
- » Are You Owned By A Common Parent?
- » Are You Owned By A Foreign Government?
- » Who Is Responsible for Quoting?

FAR

Federal Acquisition Regulations

DFAR

Federal Acquisition Regulations

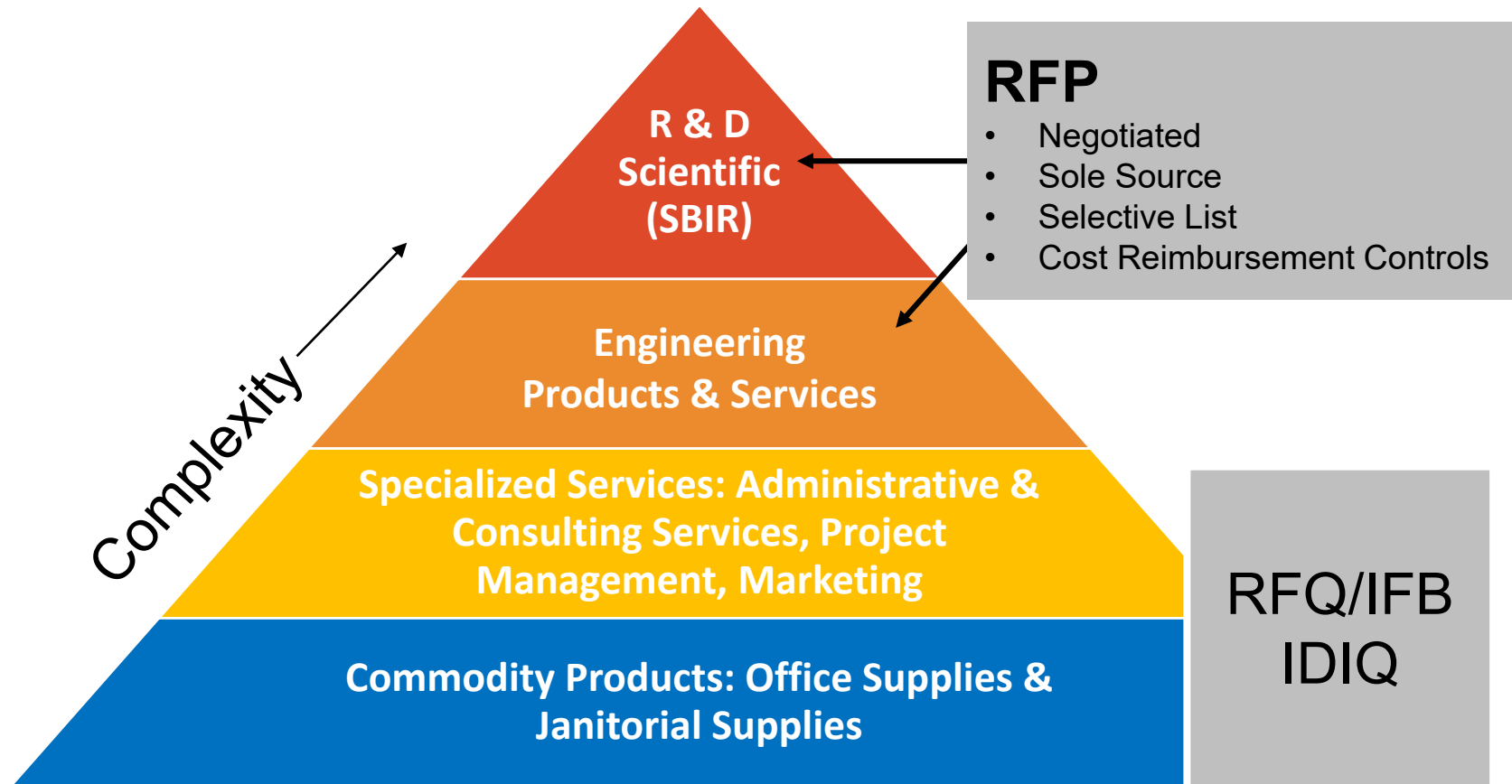
DEAR

Dept of Energy Acquisition Regulations

GFAR

GSA Acquisition Regulations

HOW THEY BUY



HOW SOCIAL-ECONOMIC PROGRAMS WORK

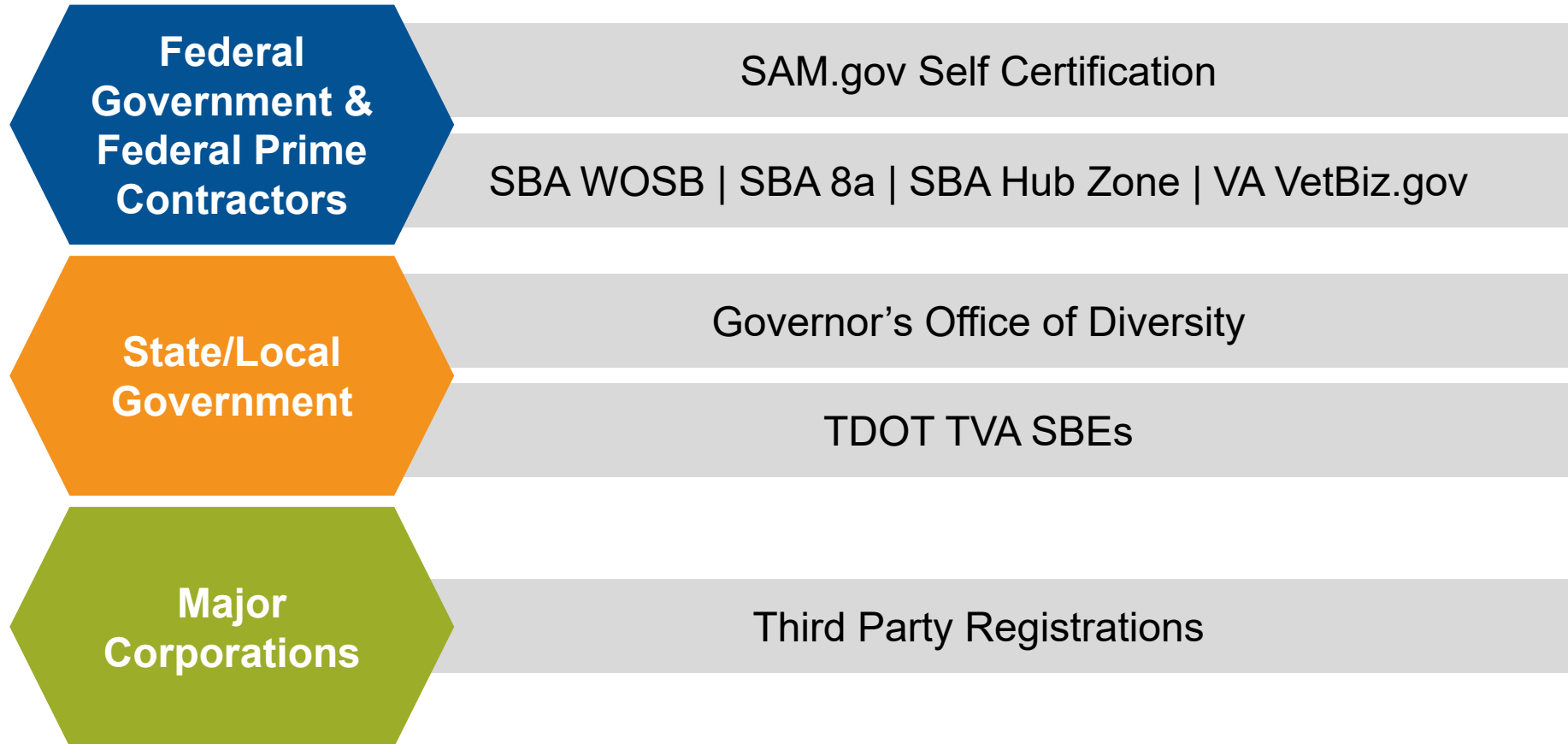
Congress Set the Goals
(FAR Part 19)

The Agencies Are
Responsible (CO)

The Goals Are Passed on
to the Prime Contractor



TYPES OF CERTIFICATION PROGRAMS



FAR 19: SOCIAL ECONOMIC PROGRAMS

PROCUREMENT GOALS

Small Business Set Asides	7%
Woman-Owned Business	5%
Minority Business - SBA's 8(a) Certification - Small Disadvantaged Business	5%
Service-Disabled Veteran	3%
SBA HUB-Zone Program	3%
TOTAL	23%

SMALL BUSINESS SET-ASIDES

- » Small business set-asides are a critical tool
- » Powerful vehicle for helping small firms win prime contracts
- » Simplified Acquisition Procedures
 - » Fundamental: Acquisitions that have an anticipated dollar value exceeding \$10,000 to \$250,000 are automatically reserved for small businesses

WHO TO CONTACT



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