



2024 PACIFIC NORTHWEST TERO CONFERENCE

Venessa Gleich | Program Manager
American Indian Chamber APEX Accelerator

OUR MISSION

To deliver expert business consulting and technical support to Native American-owned enterprises (American Indian, Alaskan Native Corporations, and Native Hawaiians), focusing on marketing and sales strategies for Federal, State, Local, and Tribal governments, as well as major prime contractors.



PROGRAM EXPANSION

- Federally funded through DoD Office of Small Business Program to provide No Cost Technical Assistance to Native American owned, Tribal Enterprises, Alaskan Native corporations.
- APEX Accelerators will play a crucial role in opening the defense industrial base to small, non-traditional companies at the forefront of innovation. We will enhance the effectiveness of Accelerators by facilitating:
 - Small business cybersecurity training (CMMC)
 - Foreign ownership, control, and influence (FOCI)
 - Conduct market research.
 - Share data between small businesses and agencies.





SERVICES

SERVICE TERRITORY ENCOMPASSES 3 BIA REGIONS



- 100% Pacific Bureau of Indian Affairs Region:

California

- 100% Northwest Bureau of Indian Affairs Region:

Washington, Oregon, Idaho

- 100% Western Bureau of Indian Affairs Region:

Arizona, Nevada, Utah

SERVICES WE PROVIDE TO CLIENTS

- Understanding the Federal Acquisition Regulations
- Procurement Readiness Assessment
- Bid Matching Services
- Government Target and Strategic Market Research
- Solicitation/Contract Assistance
- Proposal Compliance Review
- System for Award Management (SAM.gov) Assistance
- SBIR/STTR Application Assistance and Commercialization Plan Review
- Certification Application Assistance: Federal / State / Commercial
- Matchmaking and Training

APEX ACCELERATOR

ACQUISITION.GOV

SAM.GOV®

#	Source	Agency		
1	procure	INTERIOR	Y	YOSE 196416 Reha
2	procure	GENERAL SERVICES ADMINISTRATION	Y	SYLPOE FMCSA Bi
3	procure	DEPT OF DEFENSE	Y	USACE SPK Desigr
4	bid	Arizona - City of Tucson	Y	Joaquin Murrieta Pa
5	bid	California - State of California	Y	10203806 Construct
6	bid	California - Los Angeles County	Y	SENIOR GRANT PF
7	bid	California - Los Angeles County	Y	SENIOR GRANT PF
8	bid	California -	Y	SENIOR GRANT PF

The Contract Lifecycle


Request & intake
Initial draft
Collaboration & redlining
Final reviews & approvals
Signatures & execution
Deliverables tracking
Archiving & reporting
Renewals & termination



BIDS & PROPOSALS

CONTRACT

SAM REGISTRATION (SYSTEM FOR AWARD MANAGEMENT)

An official website of the United States government [Here's how you know](#) ▾

**Important Reps and Certs Update** [Show Details](#)
Mar 1, 2024





[See All Alerts](#)

[Entity Validation Processing](#) [Show Details](#)
Apr 23, 2024

[Sign In](#)

[Home](#) [Search](#) [Data Bank](#) [Data Services](#) [Help](#)





The Official U.S. Government System for:

Contract Opportunities	Assistance Listings
Contract Data (Reports ONLY from fpds.gov)	Entity Information Entities, Disaster Response Registry, Exclusions, and Responsibility/Qualification (was fapiis.gov)
Wage Determinations	Entity Reporting SCR and Bio-Preferred Reporting
Federal Hierarchy Departments and Subtiers	

Are you searching for Federal Acquisition Supply Chain Security Act (FASCSA) orders?


[View FASCSA Orders](#)

Register Your Entity or Get a Unique Entity ID

Register your entity or get a Unique Entity ID to get started doing business with the federal government.

[Get Started](#)

[Renew Entity](#)

 [Check Entity Status](#)

Already know what you want to find?

REGISTRATION ASSISTANCE DYNAMIC SMALL BUSINESS SEARCH

<https://connect.sba.gov/>


Welcome

SBA Connect is a web-based application designed to provide secure Single Sign On capabilities for SBA users. It allows users to log in once and have access to multiple applications based on their role in the organization.

Legacy application users, please refer to the "Do you need more information" for more details on registration.

****SBA Connect is not available outside of the United States or its territories.**

External Users

 Sign in with login.gov

Don't have a login.gov account? [Create an account](#)



Do you need more information

I need more information on how to access **DSBS**

I need more information on how to access **HUBZone**

I need more information on how to access **SubNet** I need more information about **SBA Debt Relief**

I need more information on the **Paycheck Protection Program**

DYNAMIC SMALL BUSINESS SEARCH

HTTPS://DSBS.SBA.GOV/SEARCH/DSP_DSBS.CFM

Welcome to the Dynamic Small Business Search

SBA has verified the following certifications in DSBS: 8(a), HZ, WOSB, EDWOSB, VOSB, SDVOSB. Any other certification presented in DSBS is self-certified by a firm and not verified by SBA. Contracting officers should diligently review a bidder's small business self-certifications before awarding a contract.

Location of Profile

States:

Any state)

- Alabama

- Alaska

- American Atlantic (APO/FPO)

- American Europe (APO/FPO)

- American Pacific (APO/FPO)

- American Samoa

- Arizona

- Arkansas

- California

Click here to make multiple selections.)

Searching within a State:

(Requires exactly one state from the State list at left.)

☐ Congressional District

County: [Lookup](#)

Area Code or Phone Number Initial Fragment

Metropolitan Statistical Area

SBA Servicing Office

Zip Code or Zip Code Initial Fragment

Government Certifications

8(a). Certified or 8(a) Joint Venture:
Required (Active Certifications only)
Required (Active Certifications and Previously Certified)
Required (Previously Certified only)
Not Required

Women Owned Small Business:
☐ Required (Active Certifications only)
☐ Required (Active Certifications and Previously Certified)
☐ Required (Previously Certified only)
☒ Not Required

8(b) Zone Certification:
Required (Active Certifications only)
Required (Active Certifications and Previously Certified)
Required (Previously Certified only)
Not Required

Veteran-Owned Small Business or Joint Venture:
Required (Active Certifications only)
Not Required

Economically Disadvantaged Women Owned Small Business:
☐ Required (Active Certifications only)
☐ Required (Active Certifications and Previously Certified)
☐ Required (Previously Certified only)
☒ Not Required

Service-Disabled Veteran-Owned Small Business or Joint Venture:
☐ Required (Active Certifications only)
☒ Not Required

filters in Government Certification section will return all relevant firms, including firms with expired SAM.gov profiles.

Marketing Tool for
Small Business

IDENTIFYING BUSINESSES / REVIEW COMPETITION



SBA Search
Results

Mobile View Print Exit Help
DSBS Quick Market Search TM OnLine

Read

SBA Search Results

the business is not necessarily small;
the firm is currently a certified WOSB;

Data validation took 0.00 seconds. The count and search queries took 0.20 seconds and 0.21 seconds, respectively.

Displaying profiles 1 - 25 (of 40 profiles matching criteria):

DSBS is experiencing intermittent issues in displaying the most up-to-date certifications for some registrants. If a firm claiming certification does not appear as certified in DSBS, please contact answerdesk@sba.gov for assistance.

Marketing Tool for
Small Business

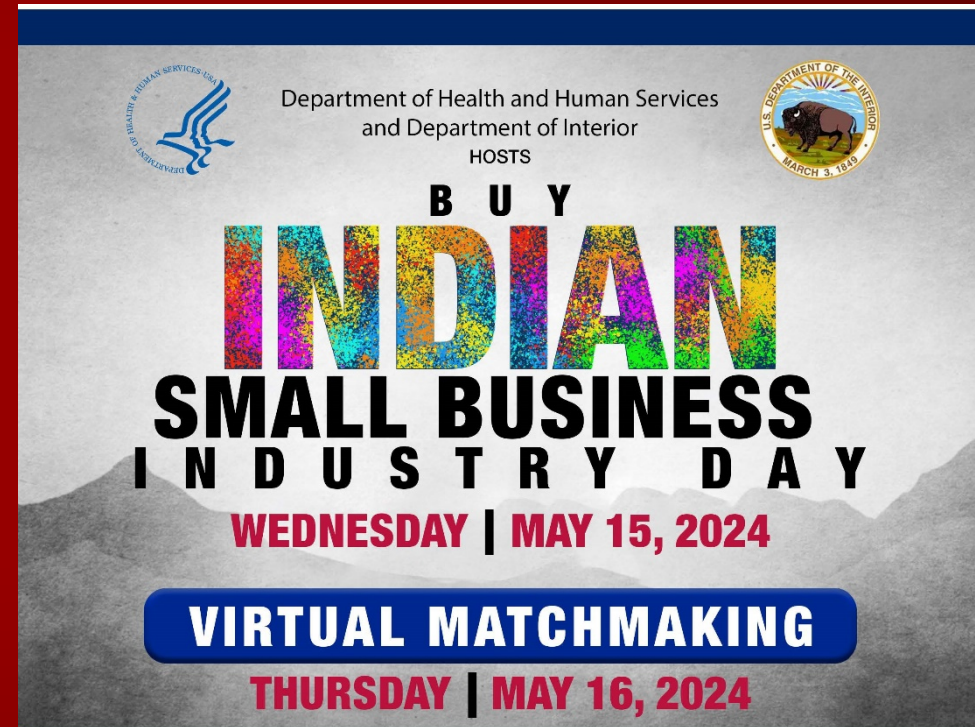
View	Name and Trade Name of Firm	Contact	Address and City, State Zip	Capabilities Narrative	E-mail Address
1	AU AUTHUM KI INC	MARGARET RODRIGUEZ	4645 S ASH AVE STE 11 TEMPE, AZ 85282-6737	GENERAL CONSTRUCTION;RENOVATION;DESIGN/BUILD; CONSTRUCTION MANAGEMENT; ARCHITECTURAL AND ENGINEERING SERVICES;HISTORICAL RENOVATION;SITE UTILITIES; ROADS; MINE RECLAMINATION	MARGARET@AUTHUMKI.COM
2	ARROW INDIAN CONTRACTORS, INC.	BRENT FRYE	449 S 48TH ST STE 101 TEMPE, AZ 85281-2304	GENERAL CONTRACTOR-CIVIL ENGINEERING AND CIVIL CONSTRUCTION; DESIGN/BUILD; SITE DEVELOPMENT, UNDERGROUND UTILITIES,GRADING AND PAVING; REMEDITATION SERVICES, ROAD CONSTRUCTION, POURED CONCRETE, INDUSTRIAL AND COMMERCIAL BUILDING CONSTRUCTION.	brent.frye@arrowindian.com
3	MRM CONSTRUCTION SERVICES, INC.	MARIE HOOVER	4806 S 16TH ST PHOENIX, AZ 85040-2330	Heavy Civil Contractor -Asphalt & PCCP paving. We place curb/gutter, sidewalk, and misc concrete structures. We perform grading and AB placement. We perform rubber and paint removal and pavement markings. We have an AASHTO/COE accredited lab and perform field & lab testing of construction matls.	marie@mrmcs.net
4	WELCH COMPANIES INC	DEBBIE WELCH	2447 W 12TH ST SUITE 5 TEMPE, AZ 85281-6936	SBE, SDB, WOSB, ISBEE, Electrical Contractor, General Contractor, Design Build, Commercial Construction, Municipal Renovation, Building, Wiring, Cabling, Power, Upgrades, Repair & Maintenance, Remodel, Lighting, LED, Energy Efficient, Retrofit, Transformer Equipment, Controls, IDIQ, JOC, Temporary Power, Refurbish, Buy Indian Act certified, Native Owned	debbiewelch@welchcompanies.com
5	GUTIERREZ CANALES ENGINEERING PC	MARISOL KELLAND	3136 E 33RD PL YUMA, AZ 85365-7555	Marisol A. Canales, PE, has assembled a team of savvy professionals who have completed contracts for NAVFAC, MCAS, DOD, FAA, BOR, ADOT, YIA, Local Municipalities and Counties. Let us put that experience to work for you.	mpeynado@gce-pc.com
6	PACE PACIFIC CORP	GLORIA LOWRIE	3731 E UNIVERSITY DR STE A PHOENIX, AZ 85034-7246		glowrie@pacepacific.com
7	UTILITY CONSTRUCTION COMPANY,INC.	GREG HUTCHINSON	8435 E BASELINE RD MESA, AZ 85209-4379	Office/Warehouse/Industrial, Masonry, Paving, Grading, Sewer, High Voltage, Fiber, Striping, Concrete. Power-Line Overhead/Underground, 15kv-500kv. Directional Drilling, Airport Lighting, material supply, Design/Build, transportation, dust suppression	greg@utilityconstructionco.com
	NICKLAUS	STACY	1851 W 24TH ST STE 101	Nicklaus Engineering, Inc (NET) maintains the tradition of a full-service A&E firm providing Civil Engineering, Architecture, Survey, Environmental Engineering,	



TRAINING

OUTREACH EVENT – BUY INDIAN INDUSTRY DAY

- 3RD Annual Outreach event
- 160 In-person attendees & 179 Virtual attendees
- 7 Native American APEX Accelerators in collaboration with the State AZAPEX Accelerator
- 2-day outreach event with 1st day training and 2nd day match making



PHOENIX, AZ



WHY SHOULD I WORK WITH AN APEX ACCELERATOR



Understand the Requirements of how the Federal government buys
Knowledgeable in Programs specific to Native American owned businesses (ie. DoD Indian Incentive Program & Buy Indian)
Working with Tribal Governments



Assistance
Assist with Developing a Strategic Marketing Plan
Determining if the government buys what I sell?
Searching Forecasted opportunities



Understanding Teaming and Joint Venture Relationships and how the government views them.
Understanding Sources Sought Notices and solicitation requirements.





BUY INDIAN PROGRAM

BUY INDIAN DEFINITIONS

- Indian Economic Enterprise (IEE)

- Any business activity owned by one or more Indians or Federally Recognized Indian Tribes provided that:

- (1) The combined Indian or Federally Recognized Indian Tribe ownership of the enterprise constitutes not less than 51 percent;
- (2) The Indians or Federally Recognized Indian Tribes must, together, receive at least 51 percent of the earnings from the contract; and
- (3) The management and daily business operations of an enterprise must be controlled by one or more individuals who are Indians. The Indian individual(s) must possess requisite management or technical capabilities directly related to the primary industry in which the enterprise conducts business. Management may be provided by:
 - (i) Committees, teams, or Boards of Directors which are controlled by one or more members of Tribe, or;
 - (ii) Non-Tribal members if the enterprise can demonstrate that the Tribe can hire and fire those individuals, that it will retain control of all management decisions common to boards of directors, including strategic planning, budget approval, and the employment and compensation of officers, and that a written management development plan exists which shows how Tribal members will develop managerial skills sufficient to manage the enterprise or similar enterprises in the future.

- Indian Small Business Economic Enterprise (ISBEE)

- An IEE that is also a small business concern established in accordance with the criteria and size standards of 13 CFR part 121.

DIAR PROVISIONS / CLAUSES

Provision and Clause Updates

- **Revised:**
- 1452.280-1 - Notice of Indian small business economic enterprise set-aside
- 1452.280-2 - Notice of Indian economic enterprise set-aside
- 1452.280-3 - Subcontracting limitations
- 1452.280-4 - Indian economic enterprise representation



DEVELOPING BUSINESS SUCCESS

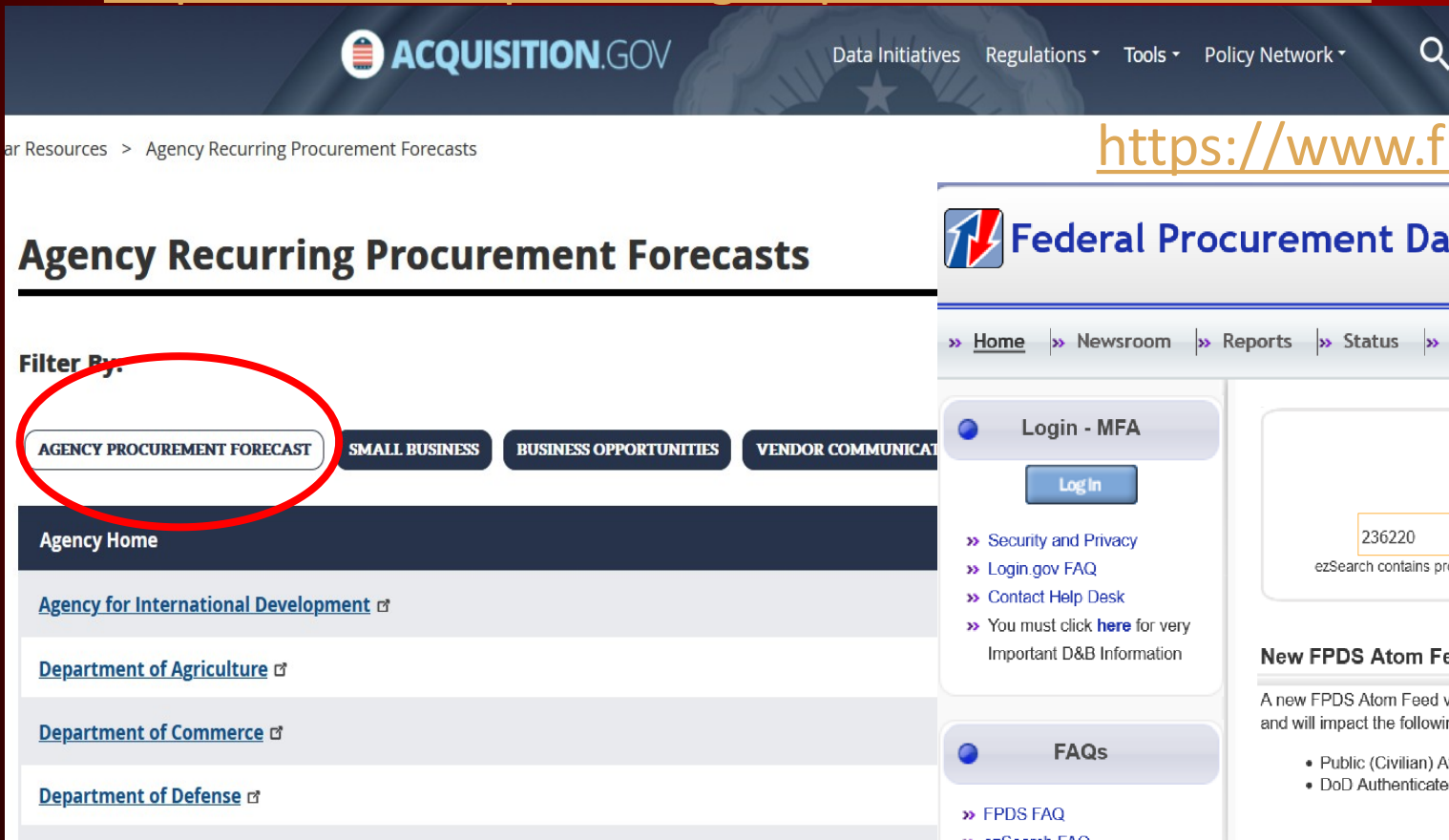
IDENTIFYING POTENTIAL CLIENTS

- ***REVIEW*** Agency Publications
- ***REVIEW*** Agency Forecasts
- ***UNDERSTAND*** how the End User buys.



RESEARCH FORECASTS AND CONTRACT AWARDS

<https://www.acquisition.gov/procurement-forecasts>



ACQUISITION.GOV

Data Initiatives Regulations Tools Policy Network

Resources > Agency Recurring Procurement Forecasts

Agency Recurring Procurement Forecasts

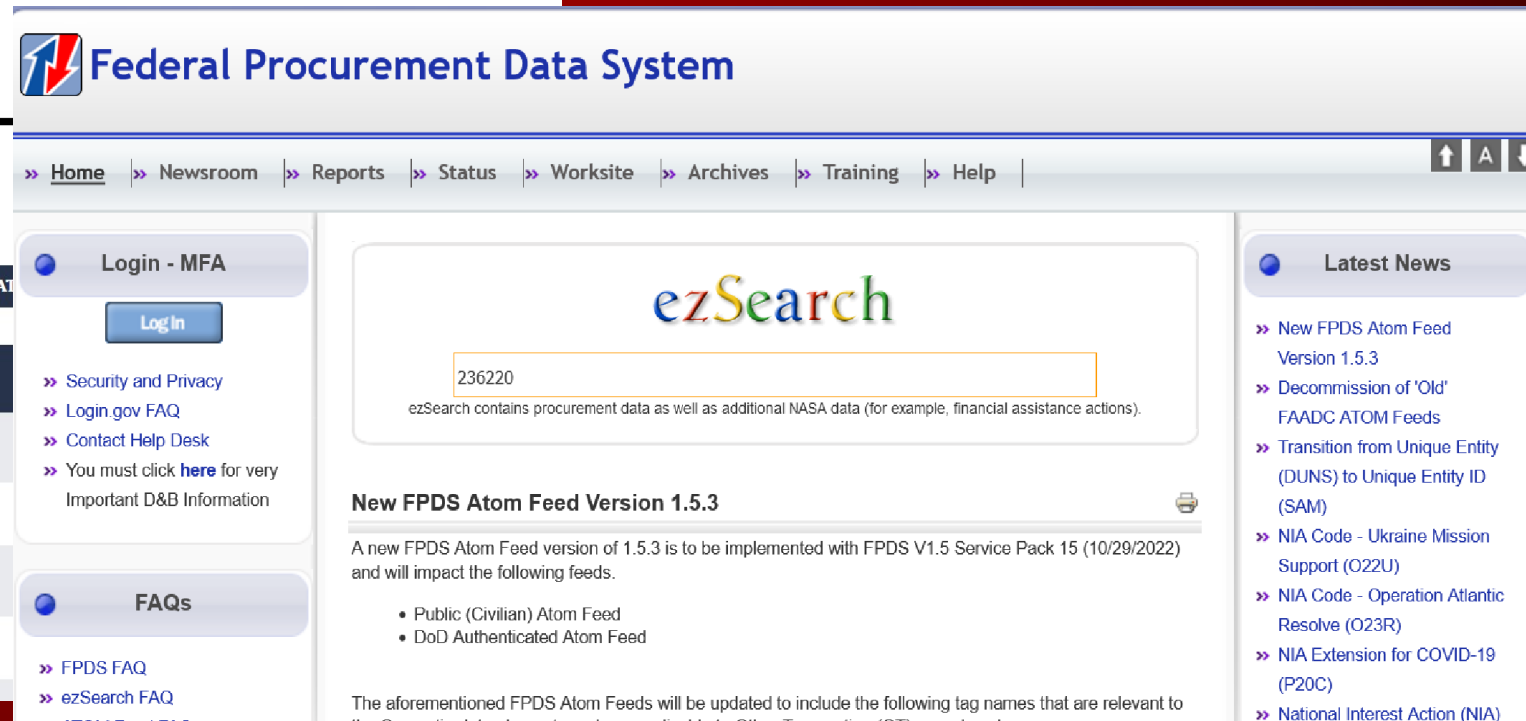
Filter By:

AGENCY PROCUREMENT FORECAST SMALL BUSINESS BUSINESS OPPORTUNITIES VENDOR COMMUNICATIONS

Agency Home

- [Agency for International Development](#)
- [Department of Agriculture](#)
- [Department of Commerce](#)
- [Department of Defense](#)

https://www.fpds.gov/fpdsng_cms/index.php/en/



Federal Procurement Data System

Home Newsroom Reports Status Worksite Archives Training Help

Login - MFA

Log In

- Security and Privacy
- Login.gov FAQ
- Contact Help Desk
- You must click [here](#) for very Important D&B Information

FAQs

- FPDS FAQ
- ezSearch FAQ

ezSearch

236220

ezSearch contains procurement data as well as additional NASA data (for example, financial assistance actions).

New FPDS Atom Feed Version 1.5.3

A new FPDS Atom Feed version of 1.5.3 is to be implemented with FPDS V1.5 Service Pack 15 (10/29/2022) and will impact the following feeds.

- Public (Civilian) Atom Feed
- DoD Authenticated Atom Feed

The aforementioned FPDS Atom Feeds will be updated to include the following tag names that are relevant to the Government Acquisition System (GAS) and the Government Acquisition System (GAS) and the Government Acquisition System (GAS).

Latest News

- New FPDS Atom Feed Version 1.5.3
- Decommission of 'Old' FAADC ATOM Feeds
- Transition from Unique Entity (DUNS) to Unique Entity ID (SAM)
- NIA Code - Ukraine Mission Support (O22U)
- NIA Code - Operation Atlantic Resolve (O23R)
- NIA Extension for COVID-19 (P20C)
- National Interest Action (NIA)

CONTACT US....

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info@apex-accelerator.org](http://www.aicef-apex.org/info@apex-accelerator.org)

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