

# Tennessee APEX Accelerator

*Accelerating America's Entrepreneurship*



TENNESSEE  
**APEX**  
ACCELERATOR

**UT** |   
INSTITUTE for PUBLIC SERVICE

# NEW NAME – WHO DIS?



*is  
now*

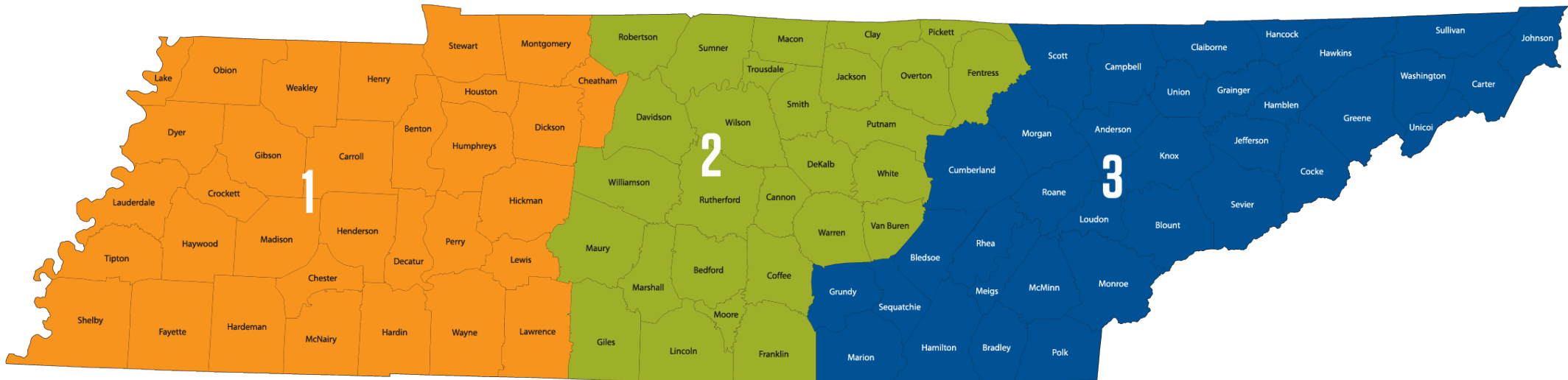


# So, what is APEX?

*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](mailto:apex@tennessee.edu)*

A photograph of three business professionals (two men and one woman) in an office setting, looking at a laptop. The woman is standing and pointing at the screen, while the two men are seated. The image is framed by a large orange hexagon with a blue border. The word 'CONSULTING' is written vertically in a stylized blue font with a white outline on the left side of the image.

# CONSULTING

- »» 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!*

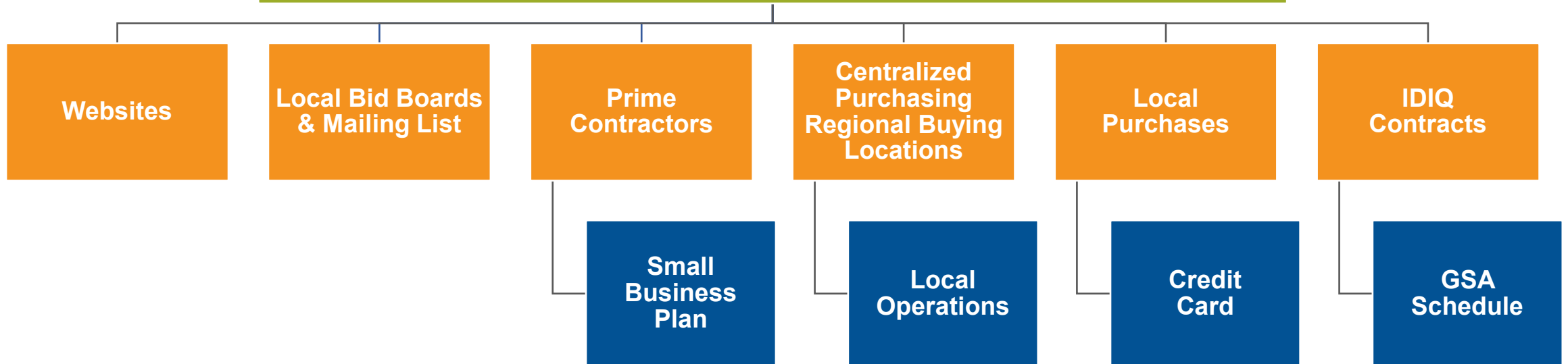


# TRAINING

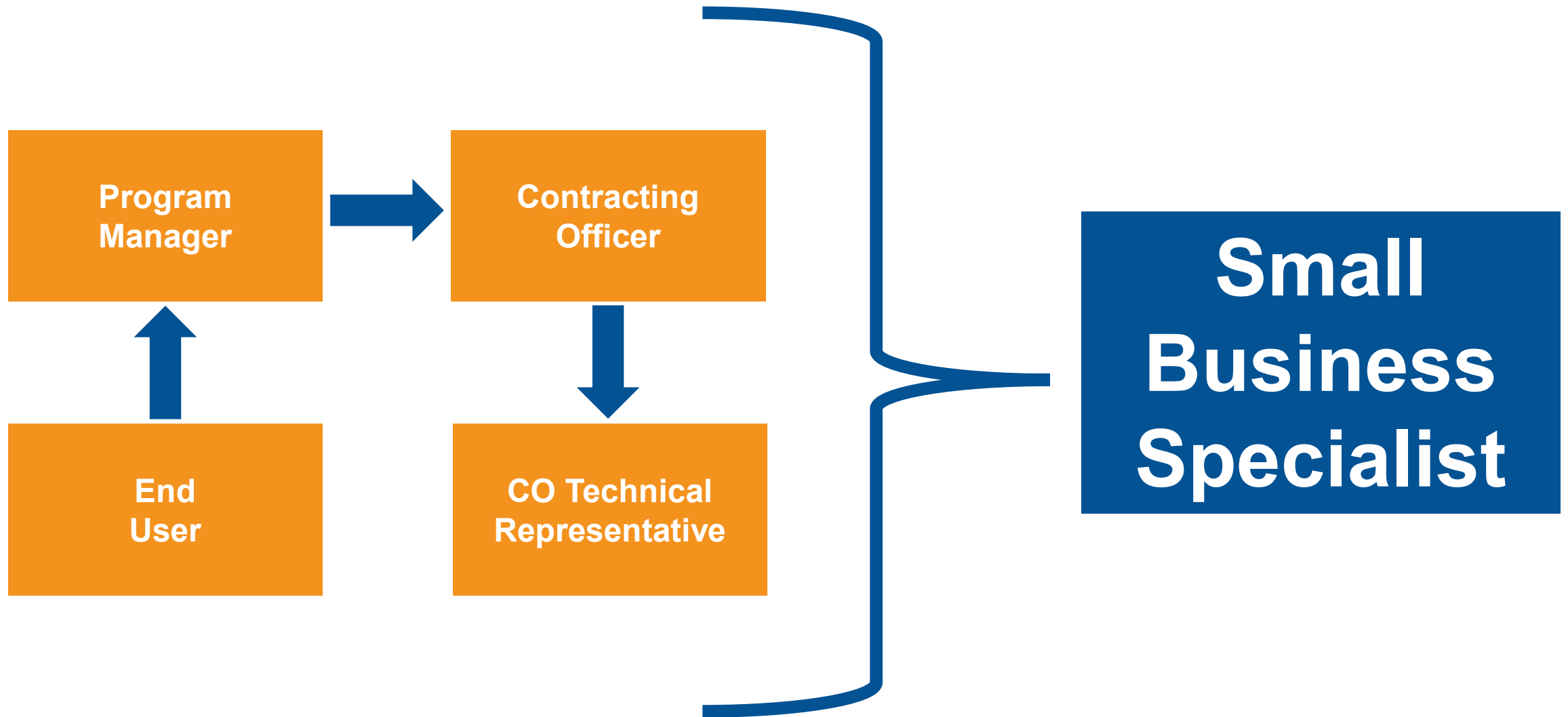
- »» Government Contracting Basics
- »» Sub-Contracting
- »» Proposal Writing
- »» Marketing Strategies
- »» Industry Days
- »» Teaming Strategies & Joint Ventures
- »» Matchmaking Events

*... 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**

# REPS & CERTS

- »» 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

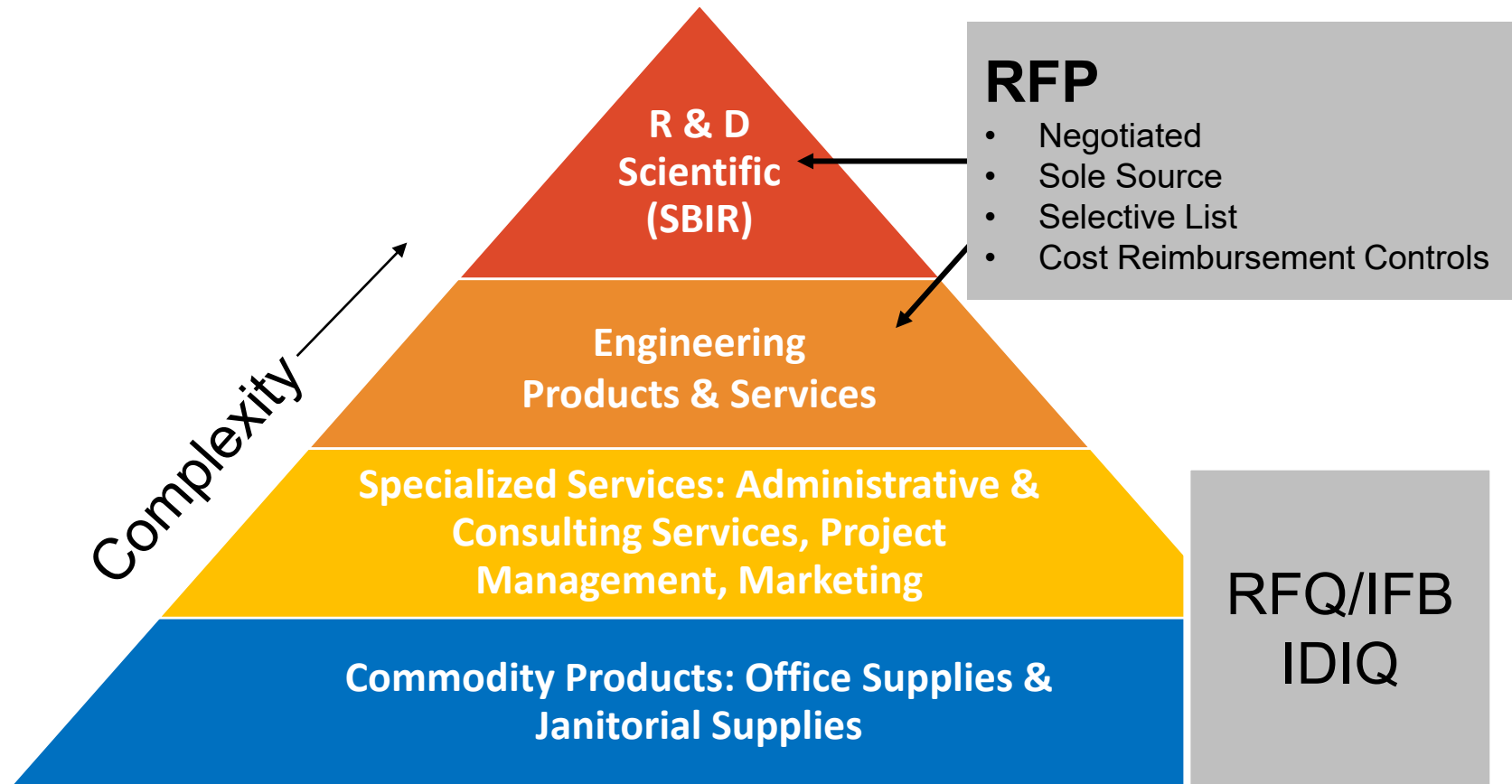
# DEAR

Dept of Energy Acquisition Regulations

# GFAR

GSA Acquisition Regulations

# HOW THEY BUY



# HOW SOCIAL-ECONOMIC PROGRAMS WORK

Congress Set the Goals  
(FAR Part 19)

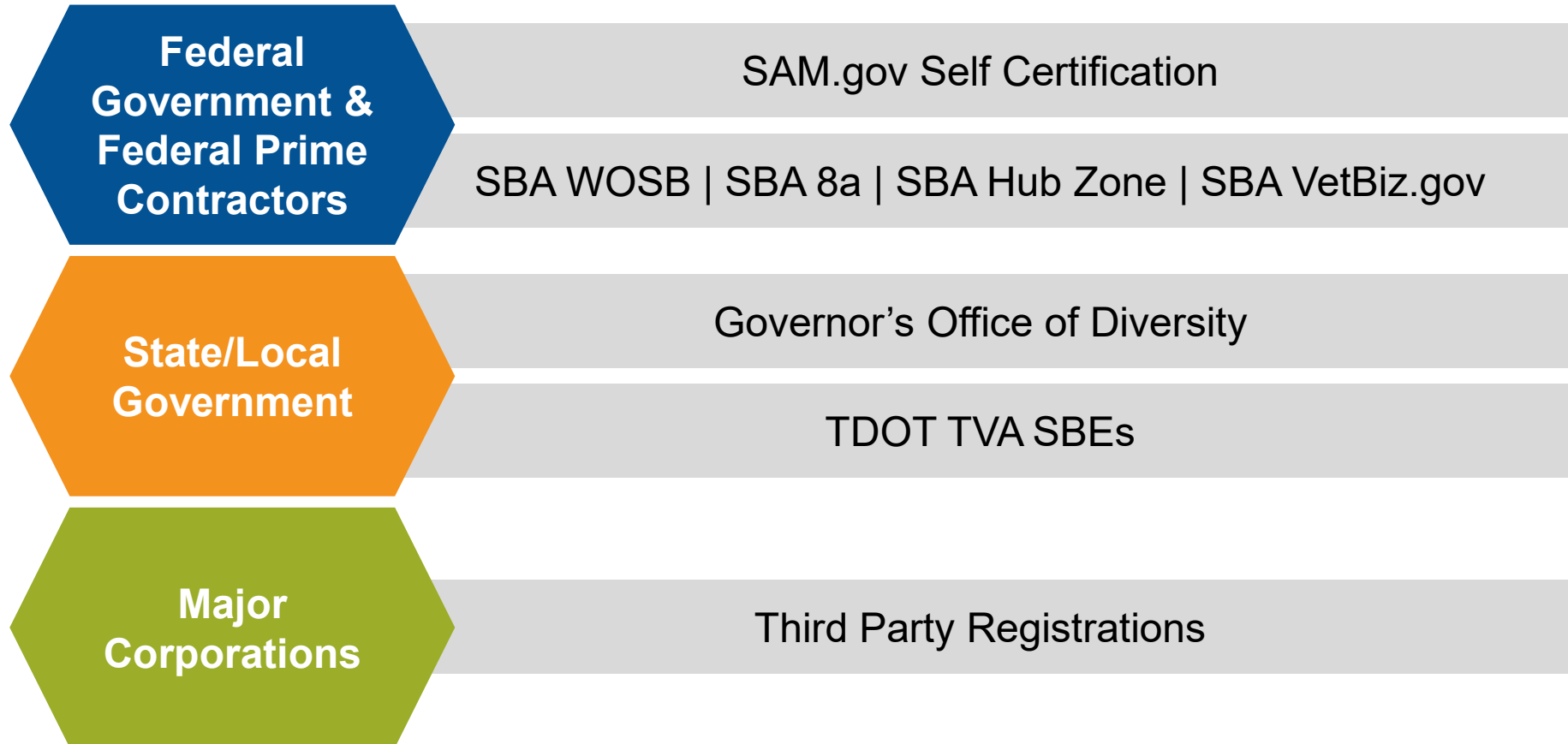


The Agencies Are  
Responsible (CO)



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%
<b>TOTAL</b>	<b>23%</b>

# 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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**Procurement Counselor**  
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