

APEX ACCELERATOR DELAWARE [APEX DE]

APEX DE was established in 1999-2000 as the Procurement Technical Assistance Center (PTAC) of Delaware. PTACs were originally established by Congress in 1985 under the Procurement Technical Assistance Program (PTAP) to offer no-cost training, advice, and counseling services to for-profit businesses physically located within approved service areas. APEX DE provides these no-cost services to for-profit businesses physically located within the State of Delaware who desire to compete for Federal and State/Local government contracts.

This APEX Accelerator is funded in part through a cooperative agreement with the Department of Defense.

LOCATIONS

Headquarters

591 Collaboration Way
2nd Floor
Newark, DE 19713

Satellite Office - Sussex County

103 W. Pine St
Georgetown, DE 19947

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APEX

ACCELERATORS



ACCELERATING AMERICAN ENTREPRENEURSHIP



SELLING TO THE GOVERNMENT

NEW BUSINESS OPPORTUNITIES WITHIN YOUR REACH



Federal, State, or Local government agencies can be very profitable additions to your customer base. Government agencies purchase products and services across many industries. The opportunities can be tremendous, but getting a government contract award can seem daunting.



Finding government contract solicitations, then preparing and submitting competitive proposals, can be complicated and challenging. But, if you are willing to accept the challenges, your road to success can be made easier by using the no-cost training, advising, and counseling services provided by **APEX DE**.

Also, many government prime contractors seek subcontractors with whom to team. Primes actively seek small companies, particularly socio-economically disadvantaged minority, veteran-owned, woman-owned, etc., businesses, to comply with government contract subcontracting goals and objectives. **APEX DE** can assist your search to find prime contractors seeking subcontractors.

Is Your Business Ready for Government Contracts?

WHAT YOU WILL NEED:

- ▶ Marketable Product and/or Service
- ▶ Demonstrated Technical and Management Capabilities
- ▶ Recent & Relevant Past Performance Experience
- ▶ Competitive Cost and Pricing Proposals

WHAT IS BID MATCH?

APEX DE offers a free electronic bid matching service, that notifies your company about potential contracts locally or nationally. The searches are customized to identify agencies seeking to purchase your company's specific products and services.

APEX DE SERVICES INCLUDE:

- ▶ Identifying marketing opportunities and techniques for clients consistent with the client's products and services.
- ▶ Advising and assisting clients in the preparation and proper submission of applications, certifications, registrations, bids, proposals, etc., required to be ready to do business with Federal, State and Local government agencies.
- ▶ Assisting with finding government procurement opportunities, including providing "bid matching". (See above)
- ▶ Advising and assisting clients in finding, pursuing and securing subcontracting opportunities from Federal, State and Local government prime contractors and other subcontractors.
- ▶ Advising and assisting clients concerning post-award functions.
- ▶ Training and/or counseling on government contracting laws and regulations.

TO BECOME AN APEX DE CLIENT GO TO:

<https://deptac.ecenterdirect.com/>

Click on "New Client Sign-up" and complete the registration form, then submit. An APEX DE staff member will contact you shortly to schedule an appointment.