

How We Help You Sell To Government

University of Houston APEX Accelerator

Tim Healy Program Director

UH APEX Accelerator – Your Resource for Selling to Government



Program Information

Part of a nationwide APEX Accelerator Program to educate and guide individuals in selling to federal, state, & local government

✓ Department of Defense program under the Office of Small Business Programs

Funded by the DoD and the State of TX through the University of Houston (Bauer College of Business Program)

✓ UH PTAC / APEX Accelerator since 1986

At least one Accelerator in every state – seven in TX

- ✓ Provide services based on principle location of your business
- ✓ To locate your Accelerator visit: https://www.aptac-us.org/ (Search by State)

Our Team – Four Advisors, Program Coordinator & Program Director.



How To Locate Your Nearest APEX





How We Help Businesses Increase Their "P-Win"

Client-Advising Services

No-cost education and guidance on federal, state, and local government procurement

- ✓ For-profit businesses only
- ✓ We primarily assist with competing for contracts SBIR / STTR and other Federally-Funded Research and
 Development Programs is the only area we can provide grant assistance
- ✓ We require an online application before can meet with someone.

Training

No-cost webinars & workshops on a variety of government procurement subjects

- ✓ Application not required anyone can register & attend
- ✓ Visit our website www.uhapex.uh.edu, select the "Training", then "Live Events" to see a calendar of scheduled live training we offer
 - Select "On-Demand Webinars" to view our list of pre-recorded webinars.

All our Services are No Cost!



UH APEX Accelerator Can Assist With ...

- ✓ Registrations (SAM, SBA DSBS, CMBL etc.)
- ✓ Certifications (SBA 8(a), HUBZone, ED/WOSB, SD/VOSB, MBE, WBE, SBE, PDBE)
- ✓ Locating Opportunities (Where to Find Solicitations)
- ✓ Market Research & Analysis (Who & How to Market Your Business)
- ✓ Solicitation Review (Bid / No Bid Decision, How to Prepare Your Offer)
- ✓ Quote / Bid / Proposal Review (Review for Compliance & Responsiveness)
- ✓ Contract Pricing (How to Develop a Contract Price)
- ✓ Subcontracting (How to Find & Market To Primes)
- ✓ GSA / VA Federal Supply Schedules (A Contract Opportunity)
- ✓ Government Accounting (How to Account for Government Contracts)
- ✓ Educational Training (Workshops, Webinars Live and On Demand)
 ...and More!



How We Put It All Together

Our Program – The Three/3 Rs of Government Contracting

1 - Register:

- ✓ Required for most government agencies
- ✓ Apply for socioeconomic certifications

2 – Research:

- ✓ Knowing where to locate opportunities (SAM, ESBD, CoH, etc.)
- ✓ Developing a Government or Subcontracting Marketing Plan

3 - Respond:

√ How to submit a compliant & responsive offer

Benefits

- ✓ Applies to federal, state, & local government
- √ We'll meet you wherever you are in the process



Our goal is to have individuals receiving opportunity notices within three – five meetings!



Let's Review the Socioeconomic Certification Spreadsheet















How To Become a UH APEX Accelerator Client

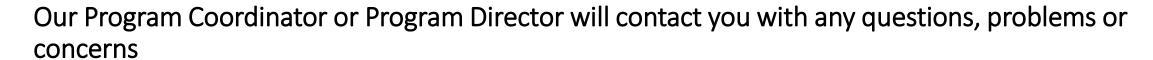
Visit http://www.uhapex.uh.edu/

✓ Click the ONE-ON-ONE ADVISING icon

or

✓ Application pulldown

to submit your application



An Advisor will contact you to schedule an Initial Meeting.









Follow us on Facebook and LinkedIn





The UH APEX Accelerator Facebook and LinkedIn pages are the place for you to keep up on what is going on in government procurement. We post:

- ✓ Opportunities
- ✓ News
- ✓ Upcoming workshops and events

Please feel free to share our pages with any of your friends and colleagues

Facebook: https://www.facebook.com/uhptac

LinkedIn: https://www.linkedin.com/company/uhptac/?viewAsMember=true

THIS CONCLUDES THE PRESENTATION...

Thank you!