

# APEX ACCELERATOR CENTER OF DELAWARE

The Delaware APEX Accelerator Center, formerly the Procurement Technical Assistance Center (PTAC), was first established by Congress in 1985 to advise and counsel for-profit businesses on marketing and selling their products and services to the Department of Defense and other Federal and State government agencies.

APEX of Delaware offers no-cost advisement services to businesses physically located within the State of Delaware that have been established 2 or more years and are procurement ready to sell their products and services to government agencies and government prime contractors.

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

## LOCATIONS

### Headquarters

591 Collaboration Way  
2<sup>nd</sup> Floor  
Newark, DE 19713

### Satellite Office - Sussex County

103 W. Pine St  
Georgetown, DE 19947



### Contact Us:

(302) 831-0781  
info@delawareapex.org  
www.delawareapex.org

# APEX Accelerator Delaware



# 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 free counseling, advising, and training services provided by APEX of Delaware.

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 of Delaware 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 of Delaware 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 OF DELAWARE 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, et cetera required to be ready to do business with Federal, State and local government entities.
- ▶ Assisting with finding government procurement opportunities, including providing "bid matching".
- ▶ Advising and assisting clients in finding, pursuing and securing subcontracting opportunities from Federal, State and local government prime contractors and subcontractors at any tier.
- ▶ Advising and assisting clients concerning post-award functions.
- ▶ Training and/or counseling on government contracting laws and regulations.

### TO BECOME AN APEX OF DELAWARE CLIENT GO TO:

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

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