ALASKA APEX ACCELERATOR *Where Government Contracting Starts*



Let's Talk SLED! Introduction to Alaska State, Local & Education Contract Opportunities

Looking at contracting potential in your own back yard

Jody King, Assistant Director, Alaska APEX Accelerator
November 10, 2026

Anchorage: 1901 Bragaw Street Suite 199 • AK 99508 / Phone: 907-786-7258
Fairbanks / Phone: 907-786-7258
www.apexalaska.org

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Today's Agenda

- Why SLED Matters
- The SLED Landscape
  - Following the funds – reviewing budget sites
- Preparing for Contract Readiness
- Preference & Product Preference Program
- Where to find SLED Purchasing/Contracting Notices
  - Researching each SLED level
- Build government experience & past performance
- Practical steps to begin pursuing Alaskan opportunities



SLED ➔ State, Local & Education

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Why SLED Matters

Looking at State Expenditures

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US Spending Overview

FEDERAL RESERVE BANK of ST. LOUIS FRED

$2.5T+	90,000+	13,000+
Annual SLED Spend (U.S.)	State & Local Government Entities	School Districts & Universities

https://fred.stlouisfed.org/graph/?g=nl03

https://www.stlouisfed.org/publications/regional-economist/2024/march/local-governments-us-number-type

- Key Insite: SLED contracts are often less competitive than federal, feature faster award cycles, and provide an ideal on-ramp for small businesses entering the government marketplace.

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SLED Defined

STATE

- Central procurement via State Purchasing/ Procurement Office
- Statewide contracts & cooperative agreements
- Vendor registration required (SBE/MBE certifications valued)
- Examples: DoT, Corrections, Health Dept

LOCAL

- Counties, cities, municipalities, special districts
- IFBs, RFPs, RFQs — vary by jurisdiction
- Local preference clauses common
- Examples: Public Works, Parks, Sheriff's Office

EDUCATION

- K–12 school districts & higher education
- Group purchasing organizations (e.g., OMNIA, Sourcewell)
- Examples: Curriculum, IT, Facilities

Data Resources: https://www.omniapartners.com/cooperative-purchasing-101
https://www.sourcewell-mn.gov/
https://www.naspovaluepoint.org/faqs/
https://www.eandi.org/resources/ei-blog/list-education-purchasing-cooperatives/



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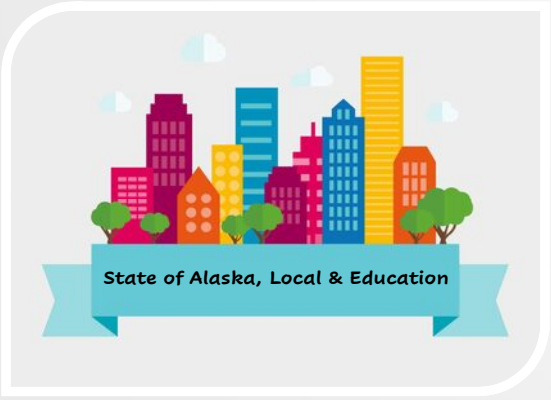

The SLED Landscape

Following flow of funds through Alaska

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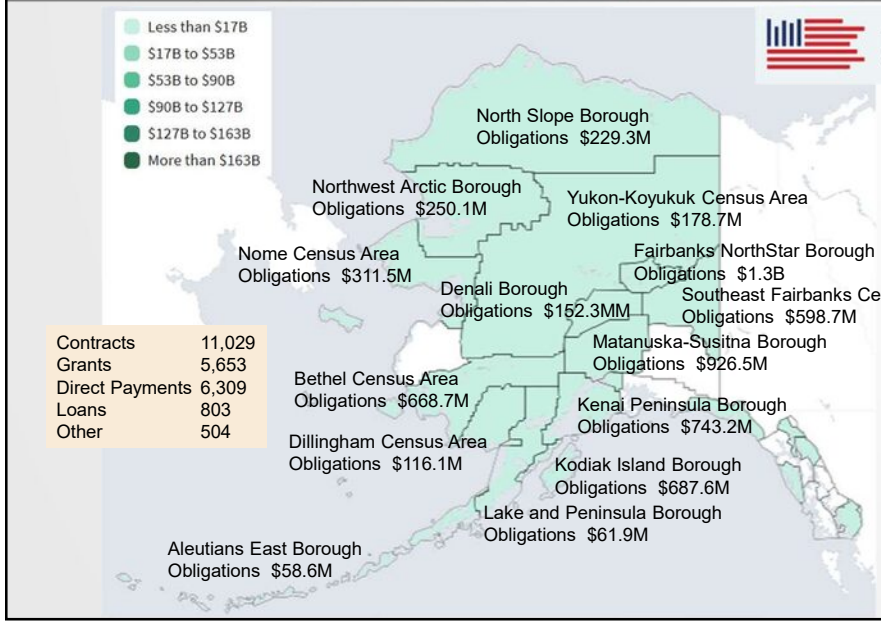
Show Me the Money

USASPENDING.gov



Contracts	11,029
Grants	5,653
Direct Payments	6,309
Loans	803
Other	504

Federal Obligations FY26

Anchorage Municipality
Obligations $4.7B

Yakutat City and Borough
Obligations $24.3M

Haines Borough
Obligations $50.1M

Juneau City and Borough
Obligations $857.1M

Sitka City and Borough
Obligations $79.2M

Ketchikan Gateway Borough
Obligations $189.9M

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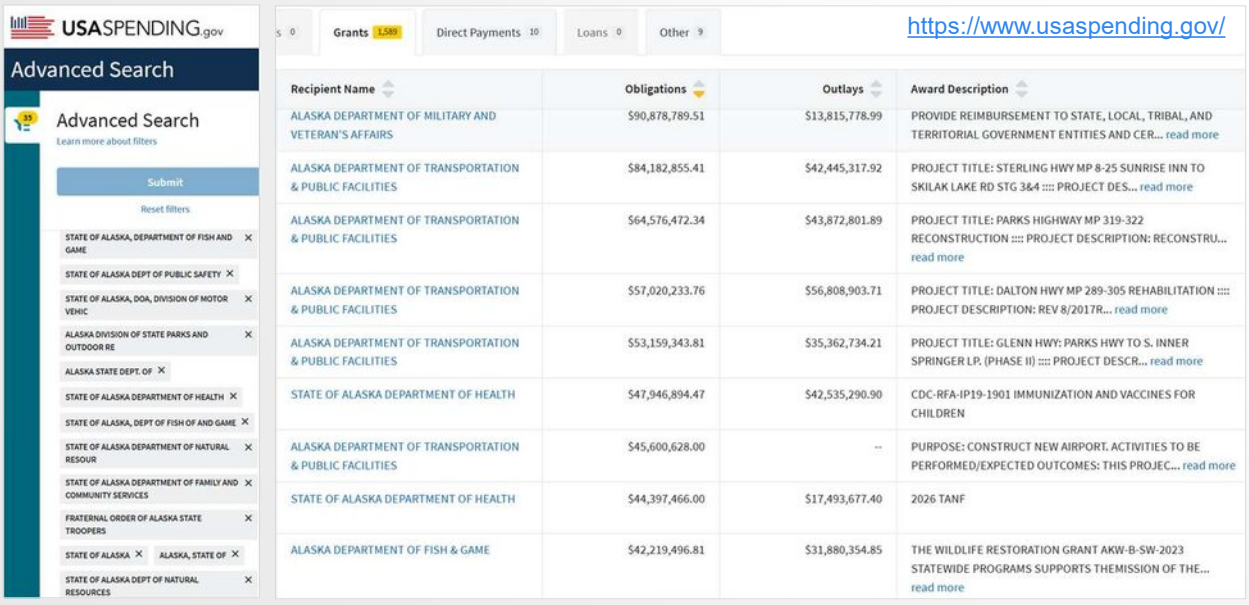
SoA Spending Overview



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SoA Spending Overview

Where Government Contracting Starts

Office of Governor Mike Dunleavy
OFFICE OF MANAGEMENT AND BUDGET

OMB HOME | BUDGET REPORTS | PERFORMANCE | INFORMATION/REPORTS

- State of Alaska Budgets and Expenditures can be researched!

Budget Reports

Fiscal Year 2027 Enacted

Reports related to FY2027 Enacted budget and vetoes. Read more

Fiscal Year 2027 Enacted Budget – All Projects Listed Alphabetically

Alphabetical listing of all capital projects enacted for the FY2026 Supplemental and FY2027 Enacted budgets. Read more

https://omb.alaska.gov/budget-reports/

Fiscal Year 2027 Enacted Budget – All Projects Listed Alphabetically

APPROPRIATION/ ALLOCATION	AMENDED	PROJECT TITLE	BACKUP DOCUMENTS
Allocation	X	FY2027 AASHTO Technical Programs Support	
Appropriation		FY2027 Abandoned Mine Lands Reclamation Federal Program	
Allocation	X	FY2027 Active Transportation Improvement Projects [AMATS]	
Allocation	X	FY2027 Active Transportation Pavement Replacement Projects [AMATS NMO00008]	
Appropriation		FY2027 AHFC Affordable Housing Development Program	

https://omb.alaska.gov/fiscal-year-2027-enacted-budget-all-projects-listed-alphabetically/

Emergency Relief Funding — FY2027 Request: $15,000,000 — Reference No: 64925

APIAL: Allocation
Category: Transportation
Location: Statewide
Impact House District: Statewide (HD 1 - 40)
Estimated Project Dates: 07/01/2026 - 06/30/2031
Appropriation: Statewide Federal Programs

Project Type: Life / Health / Safety
Recipient: NA
House District: Statewide (HD 1 - 40)
Contact: Dom Pannone
Contact Phone: (907)465-2956

Brief Summary and Statement of Need:
Emergency federal funds are available from the Federal Highway Administration (FHWA) for declared emergencies. Money spent within 180 days of a declared emergency is funded at 100 percent federal; after the 180th day, approximately 9 percent State match is required. This appropriation may be used to address issues of an emergency nature with federal airport or highway formula funds. State Emergency Funds are needed for the State's transportation assets regularly damaged by catastrophic events and natural weather occurrences, such as ice jams, floods, earthquakes, slope failures, windstorms and heavy snows.

Funding	FY2027	FY2028	FY2029	FY2030	FY2031	FY2032	Total
1002 Fed Rcpts	$15,000,000	$15,000,000	$15,000,000				$45,000,000
Total:	$15,000,000	$15,000,000	$15,000,000	$0	$0	$0	$45,000,000

☐ State Match Required ☐ One-Time Project ☐ Phased - new ☐ Phased - underway ☑ Ongoing
0% = Minimum State Match % Required ☐ Amendment ☐ Mental Health Bill

Operating & Maintenance Costs:

	Amount	Staff
Project Development:	0	0
Ongoing Operating:	0	0
One-Time Startup:	0	
Totals:	0	0

https://omb.alaska.gov/ombfiles/27_budget/Trans/Enacted/2027proj64925.pdf

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Local Spending Overview

Where Government Contracting Starts

Advanced Search

Learn more about filters

Submit

Reset filters

Municipality

Clear all Recipients

ANCHORAGE, MUNICIPALITY OF

Award ID

Time Period — 1 selected

Search by fiscal year (FY), a 12-month span from October 1 to September 30

Fiscal years | Custom dates

FY 2027 | FY 2026 | FY 2025 | FY 2024
FY 2023 | FY 2022 | FY 2021 | FY 2020
FY 2019 | FY 2018 | FY 2017 | FY 2016
FY 2015 | FY 2014 | FY 2013 | FY 2012
FY 2011 | FY 2010 | FY 2009 | FY 2008

Grants 49 | Direct Payments 0 | Loans 0 | Other 0

https://www.usaspending.gov/

Recipient Name	Obligations	Outlays	Award Description
ANCHORAGE, MUNICIPALITY OF (INC)	$68,700,000.00	$36,103,466.40	THE PROJECT WILL RECONFIGURE AND REALIGN THE SHORELINE WITHIN THE NORTH EXTENSION THE AREA... read more
ANCHORAGE, MUNICIPALITY OF (INC)	$50,000,000.00	$0.00	AWARD PURPOSE THE PROJECT WILL FUND THE CONSTRUCTION OF A NEW GENERAL PURPOSE CARGO TERMIN... read more
ANCHORAGE, MUNICIPALITY OF (INC)	$20,000,000.00	$14,462,819.04	THIS PROJECT WILL CONSTRUCT A NEW PETROLEUM AND CEMENT TERMINAL TO REPLACE AN AGING FACIL... read more
ANCHORAGE, MUNICIPALITY OF (INC)	$18,913,842.60	$15,984,998.45	THIS PROJECT WILL CONSTRUCT A NEW PETROLEUM AND CEMENT TERMINAL TO REPLACE AN AGING FACIL... read more
ANCHORAGE, MUNICIPALITY OF (INC)	$9,587,360.14	$8,439,975.32	STAFFING FOR ADEQUATE FIRE AND EMERGENCY RESPONSE (SAFER)
ANCHORAGE, MUNICIPALITY OF (INC)	$8,885,526.48	$8,885,526.48	PURPOSE: CORONAVIRUS AID, RELIEF, AND ECONOMIC SECURITY ACT FUNDS AWARDED AS ECONOMIC RELI... read more
ANCHORAGE, MUNICIPALITY OF (INC)	$8,154,444.42	$8,154,444.42	IMPROVE EXISTING AIRPORT
ANCHORAGE, MUNICIPALITY OF (INC)	$3,600,000.00	$0.00	APPLICATION PURPOSE: FUNDS WILL SUPPORT PREVENTIVE MAINTENANCE OF VEHICLE AND NONVEHICLE A... read more
ANCHORAGE, MUNICIPALITY OF (INC)	$3,368,818.00	$3,368,818.00	APPLICATION PURPOSE: THE PURPOSE OF THIS AWARD IS TO REPLACE FIXED-ROUTE MOTOR BUS REVENUE... read more

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Local Spending Overview

Office of Management & Budget

The mission of the Office of Management and Budget (OMB) is the implementation of sound fiscal and management policies through development and administration of municipal budgets.

https://www.muni.org/departments/management_budget/index.php

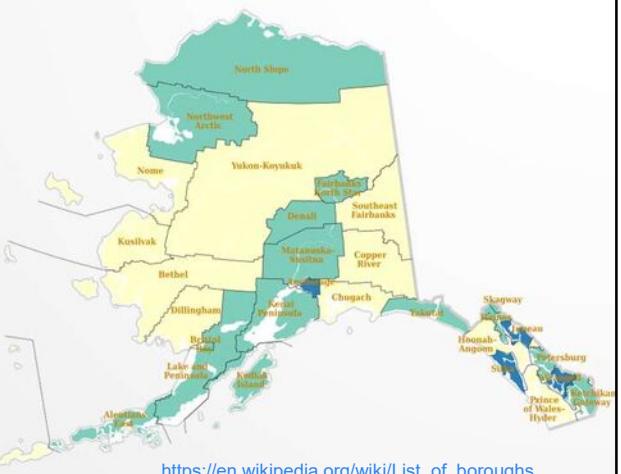
Matanuska-Susitna Borough
Fiscal Year 2027 Approved

https://borough-matanuska_susitna-borough-ak-cleardoc.cleargov.com/25156/994000/d

Local Governance & Permitting
Finance Department

The Finance Department manages the Borough's revenues, expenditures, investments, accounting, budgeting, and debt.

https://www.kpb.us/departments/finance-department/finance-overview



https://en.wikipedia.org/wiki/List_of_boroughs_and_census_areas_in_Alaska

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ALASKA APEX ACCELERATOR *Where Government Contracting Starts*

Education Spending Overview

UNIVERSITY of ALASKA
Many Traditions One Alaska

Approved
Operating and Capital Budgets
Fiscal Year 2027

https://www.alaska.edu/swbudget/files/yellowbook/FY27%20Yellowbook%20final_web.pdf



Alaska School Districts: K-12

State of Alaska
OFFICE OF MANAGEMENT AND BUDGET

OMB HOME | BUDGET REPORTS | PERFORMANCE | INFORMATION/REPORTS

You are here: Home / Budget- Report / Department Table

University of Alaska
FY2027 Proposed Budget

Additional University of Alaska Budget Information available from their Strategy, Planning, and Budget Office.

Operating Budget

- Department Total - All Fund Sources
- UGF/DGF/Other/Fed Summary by Component (3 Scenario)
- Component Summary - All Funds
- Component Summary - UGF Funds
- Component Detail
- Change Record Detail
- FY26 Priority Programs by Component
- FY26 Priority Programs by Priority

https://omb.alaska.gov/html/budget-report/department-table.html?dept=UA&fy=27&type=Proposed

UAF UNIVERSITY OF ALASKA FAIRBANKS

UAA UNIVERSITY of ALASKA ANCHORAGE

UNIVERSITY of ALASKA SOUTHEAST

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Preparing for SLED Contracts

Reviewing State Procurement Guidelines

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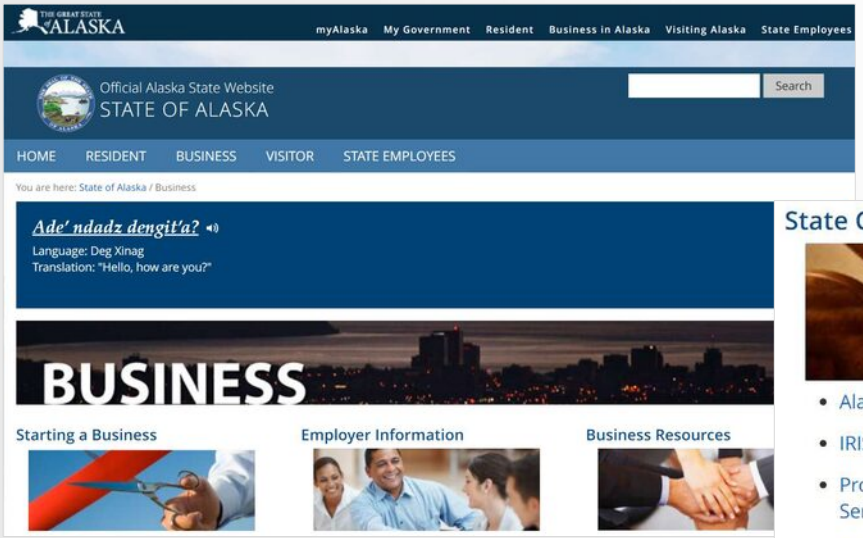
ALASKA APEX ACCELERATOR *Where Government Contracting Starts*

State of Alaska Purchasing





State Contracts



- Alaska Product Preference Program
- IRIS Vendor Self-Service (VSS)
- Procurement Information - General Services
- Procurement Information - Transportation

https://alaska.gov/businessHome.html

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State of Alaska Purchasing

Where Government Contracting Starts



State of Alaska OPPM



https://oppm.doa.alaska.gov/home/

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Doing Business with the SoA

Where Government Contracting Starts



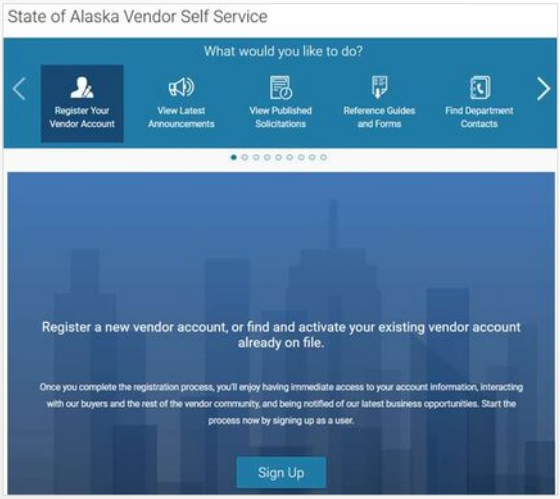


https://oppm.doa.alaska.gov/vendor-resources/

- https://iris-vss.alaska.gov/PRDVSS1X1/Advantage4

State of Alaska IRIS ADVANCED

Vendor Registration Database



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Doing Business with the SoA

Department of Administration
Office of Procurement and Property Management

VENDOR RESOURCES

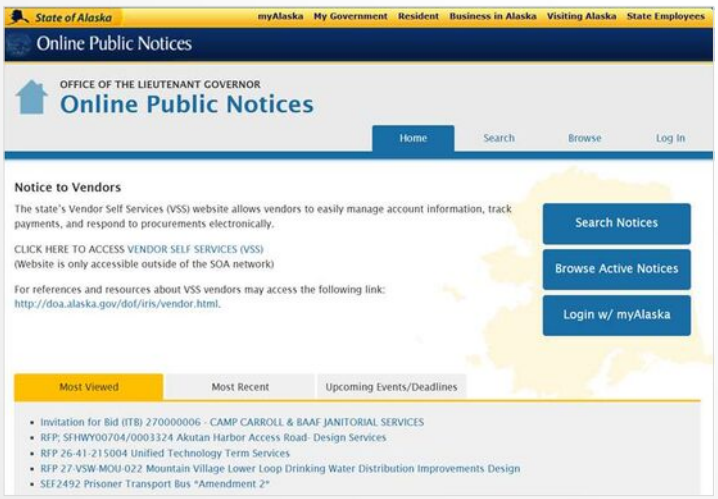
HELPFUL LINKS

Vendor Self Service | Online Public Notice | How to Do Business with the State | Business License

https://oppm.doa.alaska.gov/vendor-resources/

- https://aws.state.ak.us/OnlinePublicNotices/

Solicitation and other notices search site



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ALASKA APEX ACCELERATOR *Where Government Contracting Starts*

Doing Business with the SoA

Department of Administration
Office of Procurement and Property Management

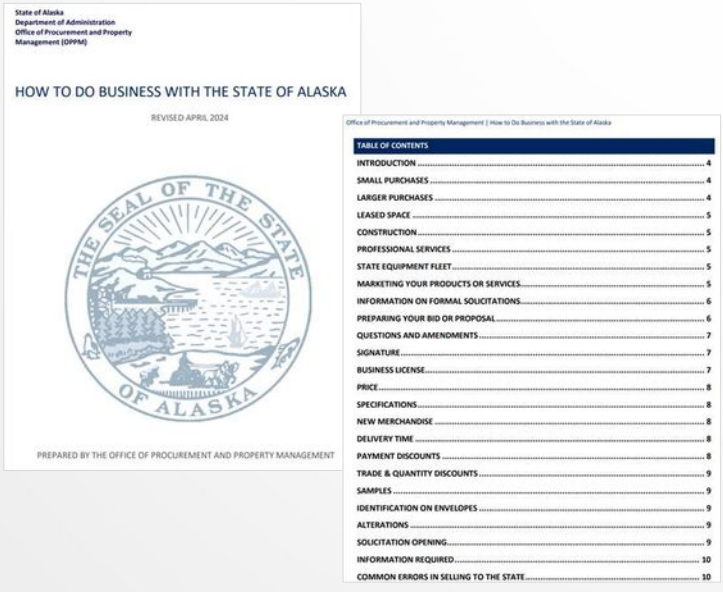
VENDOR RESOURCES

HELPFUL LINKS

Vendor Self Service | Online Public Notice | How to Do Business with the State | Business License

https://oppm.doa.alaska.gov/vendor-resources/

- https://oppm.doa.alaska.gov/media/1276/howtodobusinesswithsoa.pdf



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ALASKA APEX ACCELERATOR *Where Government Contracting Starts*

Doing Business with the SoA



https://oppm.doa.alaska.gov/vendor-resources/

- https://www.commerce.alaska.gov/web/cbpl/BusinessLicensing.aspx



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ALASKA APEX ACCELERATOR *Where Government Contracting Starts*

SoA Small Purchases

SMALL PURCHASES

- Supplies, services, and professional services with an estimated value of $25,000.01 to $100,000 may be purchased by the using department through price quotations or informal Proposals solicited from at least three responsible Offerors.
- Items and services valued at $25,000 or less may be purchased without competition if the procurement officer believes pricing is reasonable.
- Supplies, services, and professional services valued from $25,000.01 to $50,000 must be purchased through quotations or informal Proposals, either written or verbal.
- For procurements valued from $50,000.01 to $100,000, at least three firms or persons must be contacted for written quotes or Proposals.

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SoA Larger Purchases

Where Government Contracting Starts

LARGER PURCHASES

- For the procurement of supplies, services, or professional services with an estimated value of more than $100,000, Invitations to Bid and Requests for Proposals are posted on the State of Alaska's Online Public Notice System.
- The Online Public Notice System (OPN) is located at: https://aws.State.ak.us/OnlinePublicNotices/default.aspx

CONSTRUCTION

- DOT&PF is responsible for most construction projects such as highways, airports, harbors, and public buildings. DOT&PF may delegate construction procurement authority to other Executive Branch departments. For more information on construction procurement contact DOT&PF directly.
- DOT&PF's website is located at: http://www.dot.State.ak.us/

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Formal Procurements

Where Government Contracting Starts

Procurements with a total value that exceed $100,000, including all renewal options, are considered formal procurements, and must be procured according to a more stringent set of rules. Some major differences are covered in this section.

- **REQUEST FOR PROPOSALS (RFP) VS. INVITATION TO BID (ITB)**

  There are two basic ways to approach a formal procurement – low price or best value.

  - **LOW PRICE:**
    - A low-price procurement will typically be used for goods or services when the agency has a clear understanding of the need and the requirement being sought can be described or standardized where comparison between different vendors' products can be made.
    - In this case, the procurement officer will choose to use a competitive sealed bid process and will issue an Invitation to Bid (ITB) solicitation document and evaluate bid based on whether they meet the state's needs, then award to the lowest cost bidder.

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Formal Procurements

Procurements with a total value that exceed $100,000, including all renewal options, are considered formal procurements, and must be procured according to a more stringent set of rules. Some major differences are covered in this section.

- **BEST VALUE:**
  - If the state wishes to consider other factors besides cost, agencies would utilize a best value procurement. Best value procurements are suitable when the State wants greater emphasis on factors such as technical expertise, management plan, experience, etc.
  - Best value may also be suitable in situations where there could be various solutions to a problem. In addition to cost, the state may consider experience and qualifications, the offeror's understanding of the project, and their methodology.
  - The procurement officer will use a competitive sealed proposal process and will issue a Request for Proposals (RFP) solicitation document and evaluate proposals based on cost and other factors. Though cost is still a significant factor, the final award may go to a higher priced vendor that offer a superior solution.

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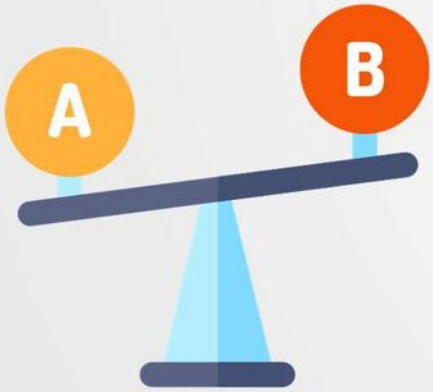

Bidders Preference

Review of preference options

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Bidders Preference

Where Government Contracting Starts

Application of Bidders Preferences

- Certain preferences apply to all supplies and services procured through formal competitive solicitations and small procurement processes.
- Prices are adjusted by preferences for evaluation purposes only. Preferences do not affect the contract award amount.
- If more than one preference applies to a bid, proposal, or quote, you may total all applicable percentages and deduct them as a combined total.
  - For example, if a bidder qualifies for the 5% Alaska Bidder Preference and the 10% Disability Preference, their bid would be reduced by 15%.
  - Bidders must claim a preference in order for it to be applied. A procurement officer cannot apply a preference that is not claimed, even if the procurement officer knows the vendor would qualify for it.

https://oppm.doa.alaska.gov/media/1453/pref1.pdf

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Preference Classifications

Where Government Contracting Starts

ALASKA BIDDER PREFERENCE

FOUND IN: AS 36.30.321(a)
AS 36.30.990(25)

AMOUNT: 5%

REQUIREMENTS: The bidder must:

- Hold a current Alaska business license and submit a bid under the name on their business license.
- Have maintained a place of business within the state staffed by the bidder or an employee of the bidder for at least six months immediately preceding the date of the bid.

AND, if the bidder is a:

- CORPORATION, is incorporated in Alaska or are otherwise qualified to do business under the laws of the state.
- SOLE PROPRIETORSHIP, the proprietor must be a resident of the state.
- LIMITED LIABILITY COMPANY organized under AS 10.50, all members must be residents of the state.
- PARTNERSHIP under AS 32.05, 32.06, or 32.11, all partners must be residents of the state.
- JOINT VENTURE, the joint venture must be composed entirely of ventures that qualify as Alaska bidders.

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Preference Classifications

ALASKA OFFERORS PREFERENCE

FOUND IN: 2 AAC 12.260(e)

AMOUNT: 10% of Total Available Points

REQUIREMENTS: The bidder must qualify as an Alaska bidder.

NOTES:

This preference is only applicable under a competitive sealed proposal (RFP) or informal proposal process when a numerical rating system is used. The amount of the preference must be calculated inclusively, not added on, when determining the total number of points available for evaluating proposals.

For instance, if the total available points, including the preference, will be 150 points, then the Alaska Offeror Preference will be worth 15 points, leaving 135 points for other evaluation factors.

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Preference Classifications

ALASKA VETERAN PREFERENCE

FOUND IN: AS 36.30.321(f)

AMOUNT: 5% / $5,000 MAX

REQUIREMENTS: The bidder must qualify as an Alaska bidder AND, if the bidder is a:

- CORPORATION, is wholly owned by individuals, and a majority of the individuals are Alaska veterans.
- SOLE PROPRIETORSHIP, is owned by an Alaska veteran.
- LIMITED LIABILITY COMPANY organized under AS 10.50, a majority of the members are Alaska veterans.
- PARTNERSHIP under AS 32.06 or 32.11, a majority of the partners are Alaska veterans.

An Alaska veteran is a resident of the state who served in one of the following services and who was separated from service under a condition that was not dishonorable:

- The armed forces of the United States, including a reserve unit of the United States armed forces.
- The Alaska Territorial Guard, the Alaska Army National Guard, the Alaska Air National Guard, or the Alaska Naval Militia.

NOTES:

The preference does not require verification, but a procurement officer may choose to request a copy of the bidder's DD Form 214 or NGB Form 22 discharge certificate if necessary to verify qualifications. Questions about discharge certification can be directed to the Office of Veterans Affairs at (907) 428-6016.

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Preference Classifications

ALASKA MILITARY SKILLS PROGRAM PREFERENCE

FOUND IN: AS 36.30.321(l)

AMOUNT: 2% / $5,000 MAX

REQUIREMENTS: The bidder must qualify as an Alaska bidder AND:

- Employ at least one person who is currently enrolled in, or within the previous two years graduated from, a United States Department of Defense SkillBridge or United States Army career skills program Office of Procurement and Property Management | Application of Preferences {PREFG-1-1/V1/8.8.24} Page 4 for service members or spouses of service members that offers civilian work experience through specific industry training, pre-apprenticeships, registered apprenticeships, or internships during the last 180 days before a service member separates or retires from the service; or
- Have an active partnership with an entity that employs an apprentice through a program described above.

NOTES:

The preference does not require verification, but a procurement officer may choose to request a copy of the bidder's qualifying employee's program graduation certificate if necessary to verify qualifications. Questions about qualifying Military Skills programs can be directed to the Office of Veterans Affairs at (907) 428-6016.

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Preference Classifications

RECYCLED PRODUCTS PREFERENCE

FOUND IN: AS 36.30.324
AS 36.30.337

AMOUNT: 5%

REQUIREMENTS: The bidder must:

- AS 36.30.337(a) states, "In the evaluation of a bid or proposal for an agency procurement of products, the agency shall decrease the bid or proposal by five percent if the bid or proposal indicates that the product being purchased will be recycled products."

NOTES:

The Division of Shared Services of Alaska (on behalf of DOA) maintains a listing of qualified recycled products – as well as the minimum acceptable recycled content for those products. Currently, paper products are the only items on the list.

The Recycled Products preference is applied to the entire bid price.

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Preference Classifications

ALASKA PRODUCT PREFERENCE PROGRAM

FOUND IN: AS 36.30.328
AS 36.30.332
3 AAC 92.090

AMOUNT: 3% / 5% / 7%

REQUIREMENTS:

- Class I (3%): Materials and supplies with value added in the state that are more than 25 percent and less than 50 percent produced or manufactured in the state.
- Class II (5%): Materials and supplies with value added in the state that are 50 percent or more and less than 75 percent produced or manufactured in the state.
- Class III (7%): Materials and supplies with value added in the state that are 75 percent or more produced or manufactured in the state.

NOTES:

The applicable preference percentage is only applied to the qualifying product itself. Cost such as transportation, postage, delivery, etc. are not to be included in the value of the product qualifying for the preference.

A listing of qualified products may be found at the following website:
https://www.commerce.alaska.gov/web/dcra/AlaskaProductPreferenceProgram.aspx

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Preference Classifications

EMPLOYMENT PROGRAM PREFERENCE

FOUND IN: AS 36.30.321(b)
AS 36.30.311

AMOUNT: 15%

REQUIREMENTS: The bidder must:

- Qualify as an Alaska bidder.
- Offer services through an employment program, which is a nonprofit program to increase employment opportunities for individuals with physical or mental disabilities that constitute substantial barriers to employment.

NOTES:

In order to qualify for this preference, the bidder must add value by actually performing, controlling, managing, and supervising the services provided, or the bidder must have sold supplies of the general nature solicited to other state agencies, governments, or the general public.

A bidder may not claim more than one of the disability related preferences for the same bid.

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Preference Classifications

ALASKANS WITH DISABILITIES PREFERENCE

FOUND IN: AS 36.30.321(d)

AMOUNT: 10%

REQUIREMENTS: The bidder must qualify as an Alaska bidder AND, if the bidder is a:

- CORPORATION, is whole owned by individuals and each of the individuals is a person with a disability.
- SOLE PROPRIETORSHIP, is owned by a person with a disability.
- LIMITED LIABILITY COMPANY organized under AS 10.50, each of the members is a person with a disability.
- PARTNERSHIP under AS 32.06 or 32.11, each of the partners is a person with a disability. Office of Procurement and Property Management | Application of Preferences {PREFG-1-1/V1/8.8.24} Page 6
- JOINT VENTURE, the joint venture must be composed entirely of ventures that qualify as Alaska bidders

NOTES:

In order to qualify for this preference, the bidder must add value by actually performing, controlling, managing, and supervising the services provided, or the bidder must have sold supplies of the general nature solicited to other state agencies, governments, or the general public.

A bidder may not claim more than one of the disability related preferences for the same bid.

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Preference Classifications

QUALIFYING FOR DISABILITY RELATED PREFERENCES

The Division of Vocational Rehabilitation in the Department of Labor and Workforce Development maintains a listing of qualified employment programs and individuals who qualify as persons with a disability at the following website:

http://www.labor.alaska.gov/dvr/preflist.pdf

As evidence of an individual's or a business's right to a certain preference, the Division of Vocational Rehabilitation will issue a certification letter. To take advantage of the employment program or disabilities preferences described above, an individual or business must be on the appropriate Division of Vocational Rehabilitation list, at the time the bid is opened, and must attach a copy of their certification letter to their bid. The bidder's failure to provide the certification letter mentioned above with their bid will cause the state to disallow the preference.

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ALASKA APEX ACCELERATOR *Where Government Contracting Starts*



Product Preference

Advantage of local manufactured products

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ALASKA APEX ACCELERATOR *Where Government Contracting Starts*

Product Preference Program

Department of Commerce, Community, and Economic Development
Division of Community and Regional Affairs

HOME | PROGRAMS | RESOURCES | PUBLICATIONS | NOTICES AND COMMENT

State of Alaska / Commerce / Community & Regional Affairs / Alaska Product Preference Program

ALASKA PRODUCT PREFERENCE PROGRAM

Online Application https://www.commerce.alaska.gov/dcra/akmadeproducts/secure

The Alaska Product Preference (also referred to as APP) is one of the State of Alaska preferences applied to in-state bids on State contracts, or proposals in response to a request for proposal. Under the State's procurement code, the Alaska Product Preference can provide a local bidder or offeror with a cost preference between three and seven percent.
See AS 36.30.332 and 3AAC 92.010.

Search Alaska Made Products

- View Categories
- View Companies
- View Products
- Online Application

What is a product?

A product is something that is made or created, especially something that is offered for sale, but does not include gravel and asphalt.

How are products classified and arranged?

Products are classified based upon broad topical product lines. A product line is a group of products with similar materials and manufacturing processes. Under each product line there is a large number of more detailed descriptions that can be attributed to a product.

When applying for Product Preference you may include the National Institute of Governmental Purchasing (NIGP) code if it is readily available. The NIGP code also helps to identify the type of product on offer.

The list of approved products is officially published twice a year, on the first working day of April and October. It is always available on this web site.

To be certified as Alaska Product Preference, a product must be:

1. 25 percent or more and less than 50 percent produced and/or manufactured in state. This is **Class I,** and receives 3% bid preference;
2. 50 percent or more and less than 75 percent produced and/or manufactured in state. This is **Class II** , and receives 5% bid preference;
3. 75 percent or more produced and/or manufactured instate. This is **Class III**, and receives 7% bid preference.

Please note that the certification in the State's preference programs goes to the products and not to the manufacturer.

https://www.commerce.alaska.gov/web/dcra/AlaskaProductPreferenceProgram

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Preference Classifications

LOCAL AGRICULTURAL & FISHERIES PRODUCTS PREFERENCE

FOUND IN: AS 36.15.050

AMOUNT: 7%

REQUIREMENTS:

Agricultural, dairy, timber, or lumber products harvested in Alaska, or in the case of fisheries products, harvested or processed within the jurisdiction of Alaska.

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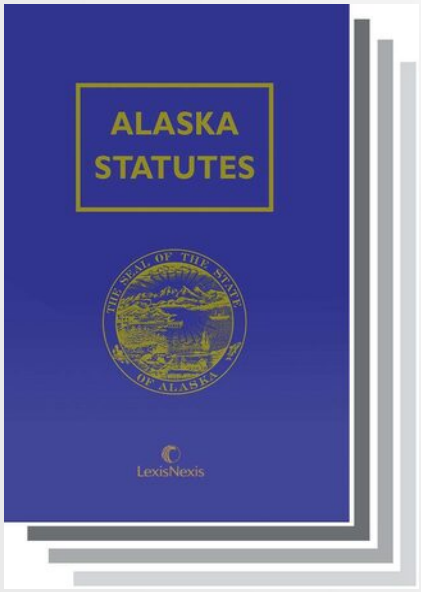
Understanding the Solicitation



Purchasing Regulations

A look at the legal structure

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Understanding the Regulations



https://www.akleg.gov/basis/statutes.asp#36.30.040

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Understanding the Regulations

AAC – Alaska Admin Code

TITLE 1
GENERAL PROVISIONS.

Chapter 5
Alaska Regulations

1 AAC 05.010. Administrative code and register.

The Alaska Administrative Code as supplemented by the Alaska Administrative Register, is an official publication by the State of Alaska, containing regulations of state agencies filed with the lieutenant governor under the Alaska Administrative Procedure Act (AS 44.62).

1 AAC 05.020. Citation.

The Alaska Administrative Code may be cited "AAC" preceded by the number of the title and followed by the number of the chapter and section. Example: This title may be cited "1 AAC"; this chapter may be cited "1 AAC 05"; this section may be cited "1 AAC 05.020."

1 AAC 05.030. Preparation of regulations. The Drafting Manual for Administrative Regulations, published by the Department of Law, shall be followed in the preparation of regulations. The Drafting Manual for Administrative Regulations may be obtained by contacting the Department of Law, P.O. Box 110300, Juneau, Alaska 99811-0300; telephone: (907) 465-3600.

https://www.akleg.gov/basis/aac.asp



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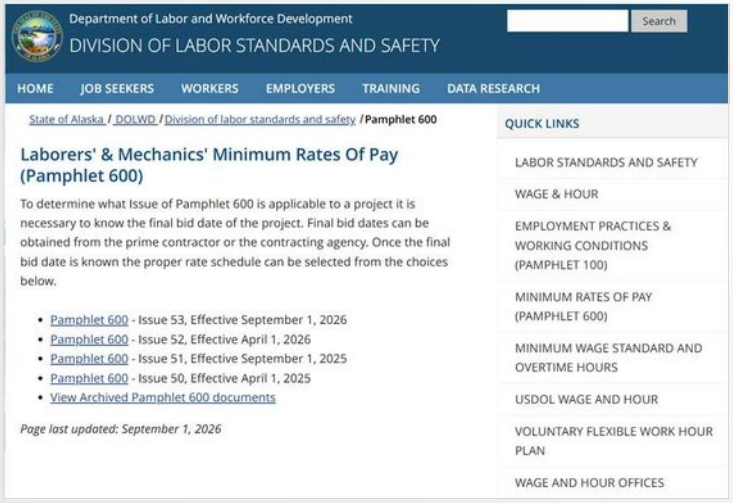
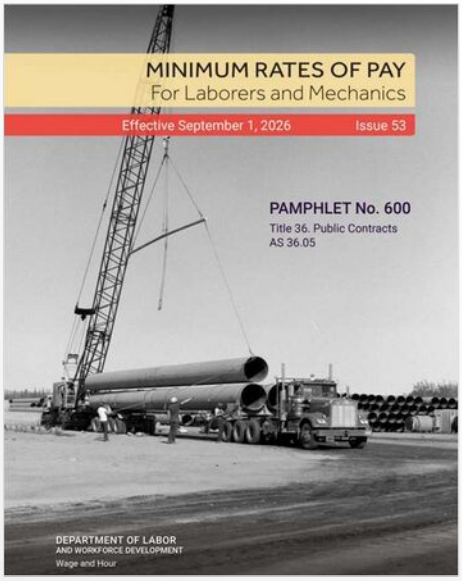
ALASKA APEX ACCELERATOR *Where Government Contracting Starts*

Understanding the Regulations



https://labor.alaska.gov/lss/pamp600.htm



https://labor.alaska.gov/lss/forms/Pamphlet_600_Issue_53.pdf

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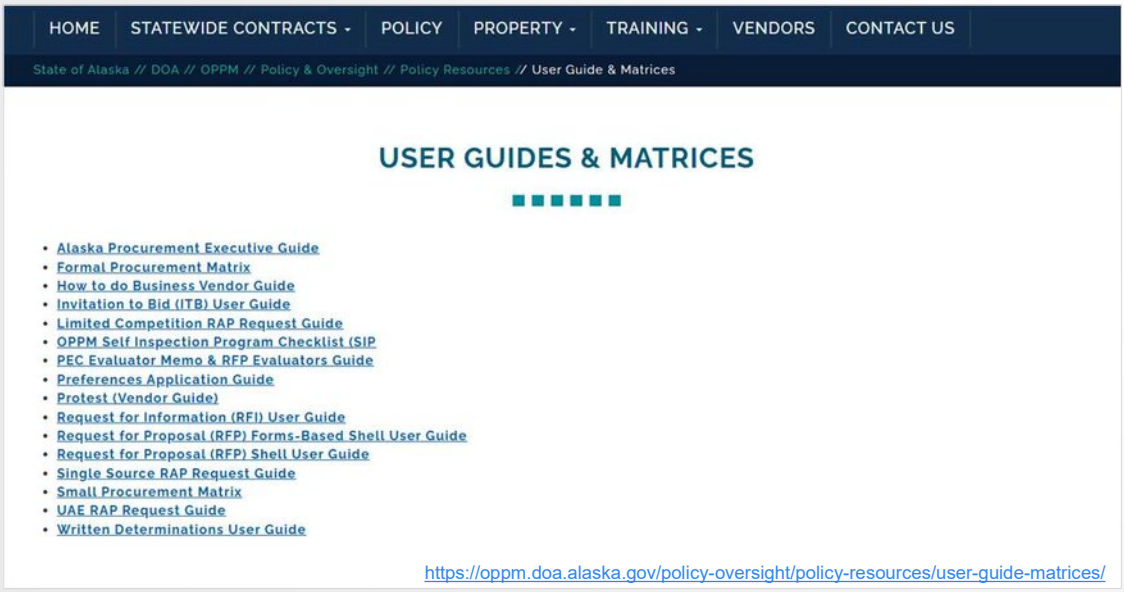
ALASKA APEX ACCELERATOR *Where Government Contracting Starts*

User Guides & Matrices



https://oppm.doa.alaska.gov/policy-oversight/policy-resources/user-guide-matrices/

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ALASKA APEX ACCELERATOR *Where Government Contracting Starts*



Where to find SLED Opportunities

Researching each level:
State ~ Local ~ Education

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ALASKA APEX ACCELERATOR *Where Government Contracting Starts*

Where to Find SLED Opportunities

State Portals

- State eProcurement sites
- State purchasing office bid boards
- State contract awards databases

Local Portals

- City / county procurement pages
- BidSync, DemandStar, OpenGov
- Public notice boards & local newspapers

Education

- State DOE procurement pages
- District purchasing portals
- OMNIA Partners, Sourcewell, E&I Cooperative

Cooperative Vehicles

- NASPO ValuePoint
- Sourcewell (formerly NJPA)
- OMNIA Partners
- U.S. Communities

Paid Platforms

- BidNet Direct
- eBidUSA
- Periscope S2G (SciQuest)
- GovSpend (for market intel)

Relationship Building

- Industry days & pre-bid conferences
- Procurement fairs & outreach events
- LinkedIn + agency staff directories

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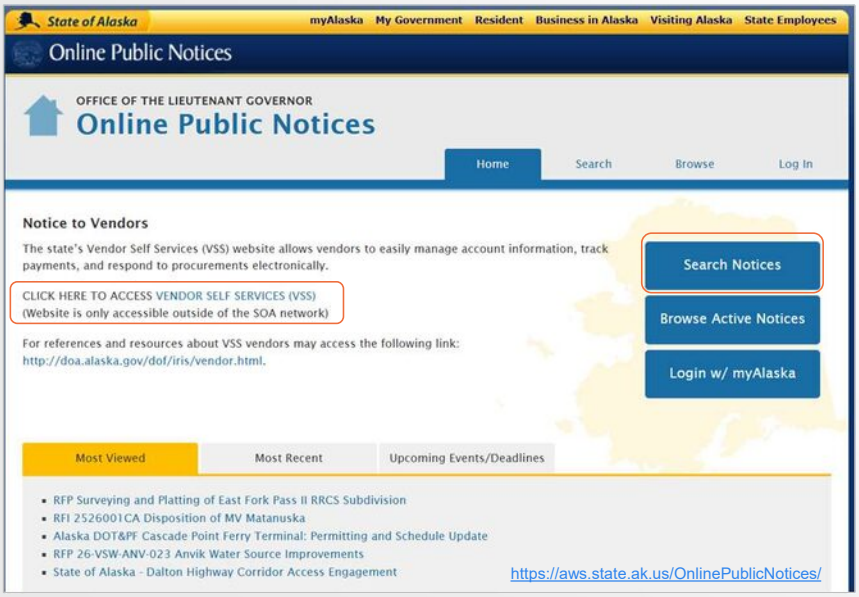
State of Alaska Purchasing

Where Government Contracting Starts



Finding
State of Alaska
Solicitations

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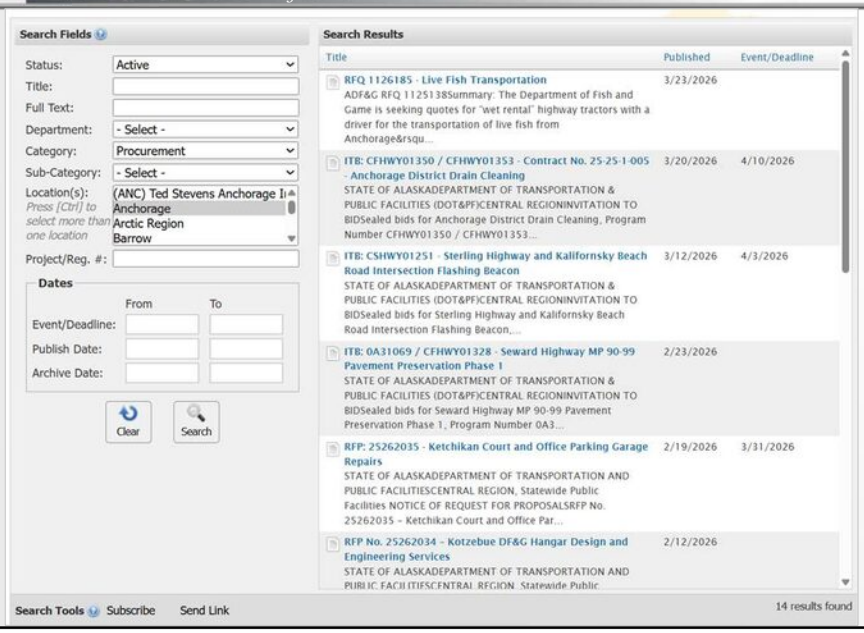
State of Alaska Purchasing

Where Government Contracting Starts



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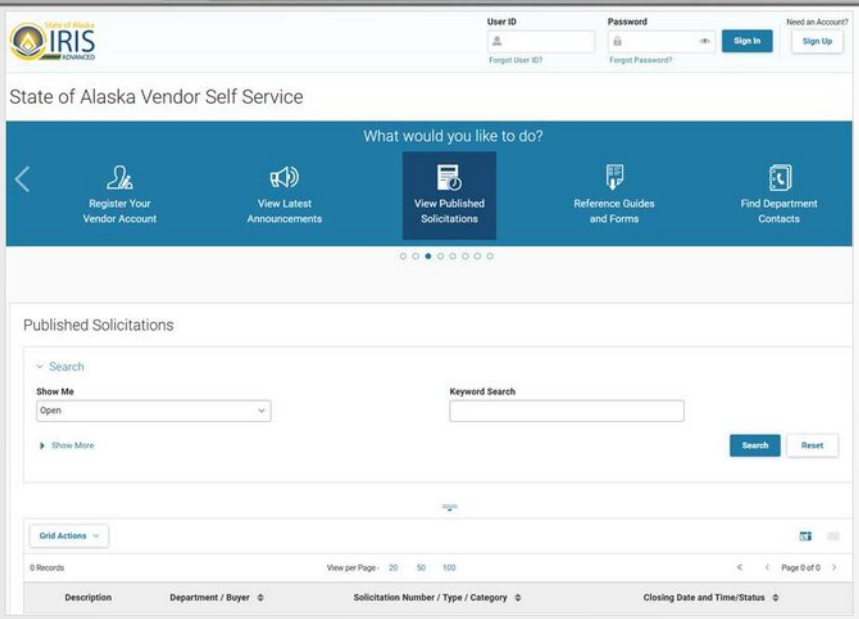
ALASKA APEX ACCELERATOR *Where Government Contracting Starts*

State of Alaska Purchasing



https://iris-vss.alaska.gov/

Researching National Institute of Governmental Purchasing (NIGP) code: https://www.nigp.org/our-profession/nigp-code

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ALASKA APEX ACCELERATOR *Where Government Contracting Starts*

State of Alaska Purchasing



https://dot.alaska.gov/procurement/

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State of Alaska Purchasing

Where Government Contracting Starts

Construction & Maintenance Contracting

Bid Express Electronic Bidding

For Customers' security, a FREE Bidx.com account is now required to access their site. If you already have an account you can login here: BidX Login . If you need an account you can sign up for a FREE account here: BidX Sign Up.

For all large procurement construction contracts all prime contractor, subcontracts, DBEs and beginning January 1st companies submitting proposals for RFPs for Construction-Related Professional Services will need to be on the AASHTOWare Project Vendor List in order to get on plan holder's lists. Bidders (and proposers) must have an AASHTOWare Project Vendor ID or your bid (or proposal) may not be accepted. You can get on Alaska's AASHTOWare Project Vendor List now! Click here for instructions.

Construction Bidding

- Tentative Advertising Schedule
- Current Bid Calendar
- Bid Opening Results
- Contract Award Status
- Historical Bid Data
- AASHTOWare Project Vendor List
- Contractor Bidding Information

Requests for Proposals

- RFP Tentative Advertising Schedule
- RFP Calendar
- RFP Award Status
- Obtaining RFP E-Documents
- About RFPs
- Large Procurement Manuals
- Small Procurement Manuals

Related Resources

- AASHTOWare Project
- Disadvantaged Business Enterprise (DBE)
- Online Public Notices
- Contracts Officer Bulletins
- Publications, Forms, Manuals
- Const. Warrant Program System
  - Construction Warrant Program
  - Warrant Manual
  - Warrant Application
- Qualified Products List (QPL)
- Suspended Contractors
- Contacts



Tentative Advertising Schedule (TAS) Monthly Updates

DOT&PF hosts a virtual TAS update every third Wednesday at 11:00 AM to share schedule changes, project delivery insights, and regional updates. These sessions help industry partners stay informed about upcoming bidding opportunities.

Join via Zoom: https://us06web.zoom.us/j/82520119717?pwd=b4akvZSJPHaKnZAQMPsbWdPiCy3T9Q.1
Access Code: 0000

Can't attend live? Records are posted shortly after each meeting at this link: https://publicinput.com/n03855

State Equipment Fleet

- SEF Contacts
- Parts Contacts
- Procurement Contacts
- Bids Currently in Circulation
- Contract Awards
- Coding and Rate Structures
- Operating Rates FAQ's
- Disposal Auctions
- Light Duty Contract
- SEF Equipment Management System (EMS)
- Downloads and Forms
- Credit Cards
- Rental Pool
- Recalls and Advisories

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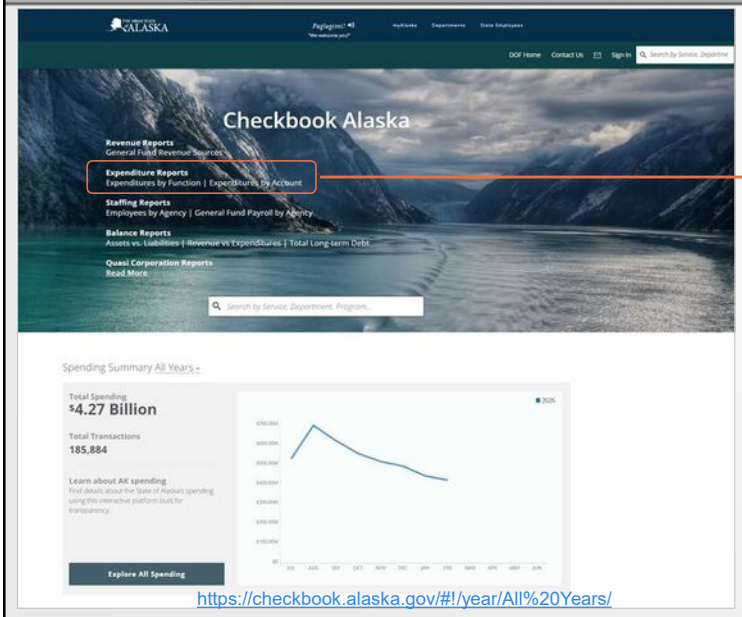
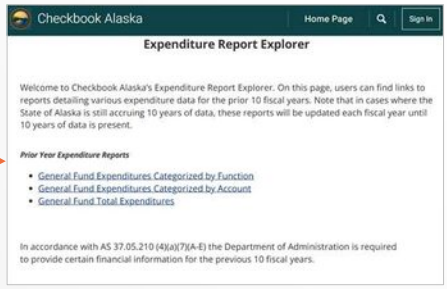
Checkbook Alaska

Where Government Contracting Starts







https://checkbook.alaska.gov/#!/year/All%20Years/

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ALASKA APEX ACCELERATOR *Where Government Contracting Starts*

Municipality & Borough Purchasing

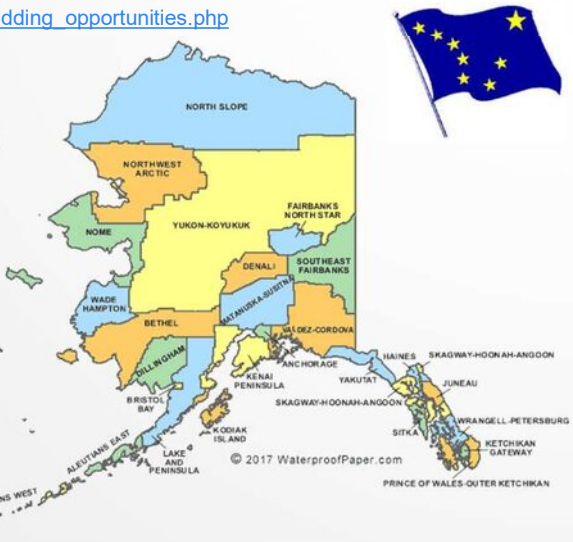
Municipality of Anchorage:
https://www.muni.org/departments/purchasing/current_bidding_opportunities.php

Mat-Su Borough:
https://matsu.gov/departments/purchasing

Fairbanks North Star Borough:
https://www.fnsb.gov/198/General-Services-Purchasing

Kenai Peninsula Borough:
https://www.kpb.us/departments/purchasing-contracting/purchasing-overview

City & Borough of :
https://juneau.org/finance/purchasing/bids-rfps



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ALASKA APEX ACCELERATOR *Where Government Contracting Starts*

MoA Purchasing

MUNICIPALITY OF ANCHORAGE

Contact Us

Purchasing
Municipality of Anchorage

632 W 6th Ave, Suite 520,
Anchorage, AK 99501

907-343-4590
wwpur@muni.org

Mailing Address:

P.O. Box 196650
Anchorage, AK 99519-6650

Related Pages

Current Bidding Opportunities
Contact Information
Request For Proposals
Invitation To Bid
Muni Vendor Portal

https://www.muni.org/departments/purchasing/current_bidding_opportunities.php

Home → Departments → Purchasing → Current Bidding Opportunities

Current Bidding Opportunities

The Purchasing Department is responsible for acquiring supplies, services, professional services and construction in support of the Municipality of Anchorage's operations. All informal Requests for Quotation (RFQs), Requests for Proposal (RFPs), and Invitations to Bid (ITBs) are written, advertised and awarded by the Purchasing Department. Purchasing also facilitates the public bid process (pre-bid meetings, bid opening and post-bid meetings), issues purchase orders and prepares/executes contracts.

NOTE: In an effort to make the solicitation process more efficient and cost effective for both vendors and the agency, the Municipality of Anchorage has implemented an electronic submission process for our solicitations. Electronic submission for Invitations to Bid, Requests for Quote, Requests for Proposal, and Requests for Grant Proposal are now available at BidExpress.com, with Construction Invitations to Bid beginning to be posted on BidExpress.com in 2026, in anticipation of future total migration.

Electronic submissions will be received, at no cost to contractors, at the **BidExpress.com** website as the primary method of submission. For now, paper bids, quotes, and proposals will generally continue to be accepted, but it is strongly recommended vendors become familiar with the electronic process as soon as possible. Please read the submission requirements closely.

Important Notice About BidExpress

The Municipality of Anchorage hosts most of its solicitations through the BidExpress service. To ensure broad and equitable access, the Municipality pays the necessary agency fees so that vendors and contractors can view and submit bids at no cost. You are *not* required to purchase a subscription or pay for premium services to access or respond to our solicitations. If BidExpress prompts you to sign up for a paid plan, please note that this is not necessary for doing business with the Municipality.

How to Register with BidExpress

How to Bid in BidExpress

NOTE: All of our solicitations are available to view at BidExpress. The links below are available for convenience.

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MoA Purchasing

Where Government Contracting Starts

MUNICIPALITY OF ANCHORAGE

Residents Businesses Visitors How Do I? Departments

Muni Vendor Portal (MVP)

Vendors self-register to do business with the Municipality of Anchorage through the Muni Vendor Portal (MVP).
Instructions can be found here.
New user registration: mvp-registration.muni.org
Existing users can login here: mvp.muni.org

Contact Us

City Hall
632 West 6th Avenue
Anchorage, Alaska 99501

Department Contacts

Directory

Submit Website Feedback

Quick Links

Calendar

Jobs

Open Data

Record Request

For Employees

https://www.muni.org/departments/purchasing/mvp.php

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MSB Purchasing

Where Government Contracting Starts

MSB ALASKA An official website of the Matanuska-Susitna Borough. Here's how you know

Matanuska-Susitna Borough

Service - Contract Opportunities

To view open contract opportunities, scroll down or the button View Open Contract Opportunities. Prospective bidders/proposers wanting to receive notification of contract opportunities, visit Euna Procurement to register & add your company to our vendor lists. There is no cost to vendors for registering with Euna Procurement.

Contract Opportunities are defined as:
- Request for Quotes (RFQ)
- Invitations to Bid (ITB)
- Informal Request for Proposals (IRFP)
- Requests for Proposals (RFP)

If a prospective bidder/proposer is not able to download & print these documents a nominal fee charged for documents picked-up from, or mailed by Purchasing. This fee may vary depending on the solicitation size.

Home / Departments / Purchasing

Org Unit
Purchasing

The Purchasing Division manages centralized procurement for the Matanuska-Susitna Borough, including supplies, services, construction, professional services, and surplus. Our mission is to support Borough departments by providing the resources and guidance they need—efficiently, economically, and on time.

We rely on strong partnerships with the business community to make this happen. Your participation is essential to our success, and we're committed to ensuring your experience working with us is fair and productive. If you run into issues with a solicitation, please reach out—we're here to help.

We're glad to welcome you as a vendor and confident you'll find the Borough to be a responsive and reliable customer.

Contract Documents

- Service Terms and Conditions
- Professional Service Terms and Conditions
- Supply Terms and Conditions
- Bid Bond Packet
- Bid/Proposal Protest Form

Services

Contract Opportunities

Contracting and surplus buying opportunities currently available through the Purchasing Division of the Matan...

Parent Department

Borough Manager

Oversees daily operations, imple...

Contact

Russ Krafft
Purchasing Officer
(907) 861-8639
russ.krafft@matsu.gov

https://matsu.gov/departments/purchasing

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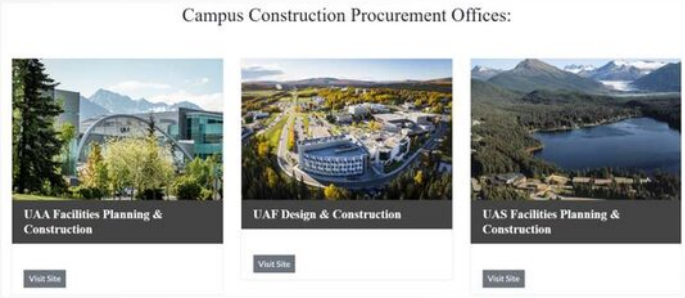
Other Local Purchasing

ALASKA APEX ACCELERATOR — *Where Government Contracting Starts*

UNIVERSITY of ALASKA — *Many Traditions One Alaska*

UA Procurement

https://www.alaska.edu/procurement/



Anchorage School District
Educating All Students for Success in Life

https://www.asdk12.org/departments/support-services/purchasing-and-warehouse-dept/purchasing-and-warehouse/vendor-info

University of Alaska
Police Department
Fire Department
School Districts

MATANUSKA-SUSITNA BOROUGH SCHOOL DISTRICT

https://www.matsuk12.us/business-departments/purchasing/purchasing-overview

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Solicitation Search Software

ALASKA APEX ACCELERATOR — *Where Government Contracting Starts*

Looking for the contracts – searching for solicitations & bid opportunities all in one place: Alaska APEX BidMatch subscriptions

Dear Bid Match Customer,

There are 14 new articles available for you on your personal MyBidmatch Web site where you can view the bid opportunities and/or informational articles for November 4, 2026. You will receive an email notification each time new articles are posted to your personal Web site. You can also bookmark this page and return to it periodically to check for new articles. The notices will remain on the system for 30 days, after which time they will be purged. If you wish to save these articles please select **File/Save As** from your browser's menu.

Click this link MyBidmatch for your directory of output.

The titles of the articles are listed below:

- **X -- Pitch Presentation Meeting Space** (DEPT OF DEFENSE)
- **Y -- AK FLAP ANCHORAGE 2021(1), Far North Bicentennial Park Enhancements** (TRANSPORTATION)
- **C -- WFL AE Design IDIQ** (TRANSPORTATION)
- **C -- WFL AE Design IDIQ** (TRANSPORTATION)
- **C -- WFL AE Design IDIQ** (TRANSPORTATION)
- **U - RFQ 2027-707 CPR AND FIRST AID TRAINING** (Alaska - Anchorage School District)
- **C - Akutan Harbor Access Road [CTP Award 2023]- Design Services** (Alaska - Department of Transportation and Public Facilities Professional Services)
- **Z - Palmer-Fishhook Road MP 7-17 Pavement Preservation** (Alaska - Department of Transportation and Public Facilities)
- **Z - Port Capital Improvements - Phase I** (Alaska - City of Ketchikan)
- **V - Pitch Presentation Meeting Space** (Alaska - Alaska Purchasing Group)
- **F - Vegetation Management Services** (Alaska - Alaska Purchasing Group)
- **X - INDOOR ICE TIME RENTAL - TERM CONTRACT** (Alaska - Alaska Purchasing Group)
- **G -- 2027 OCONUS Alaska Logistics Direct Delivery** (GSA Acquistion Gateway Forecasts)
- **65 -- CATHETERIZATION KIT,P 1PG NSN 6515013420032 SOL SPE2D527T1384 PR 7018973442 DUE 11/09/26 AMSC Z** (Defense Logistics Agency (DLA))
- Click this link Mybidmatch to view all articles.

Welcome to mybidmatch.com for search profile: A1366

The procurement opportunities that matched your search profile are listed below by date, along with the total number of articles found for each date. You will receive an e-mail when new articles are posted here. If your e-mail address changes, please notify us as soon as possible using the contact information included with each day's listing.

You may also bookmark this page and check back as often as you'd like for new postings and please visit our help file for assistance on interpreting the bid leads. Articles will remain on the mybidmatch.com Web site for 30 days.

Date	Articles	Read
Wednesday, Nov 4, 2026	14	Nov 4 2026 2:36PM
Tuesday, Nov 3, 2026	11	Nov 3 2026 3:04PM
Monday, Nov 2, 2026	0	New
Sunday, Nov 1, 2026	0	New
Saturday, Oct 31, 2026	31	Oct 31 2026 7:41PM
Friday, Oct 30, 2026	21	New
Thursday, Oct 29, 2026	11	Oct 29 2026 2:44PM
Wednesday, Oct 28, 2026	21	New
Tuesday, Oct 27, 2026	19	New
Monday, Oct 26, 2026	0	New
Sunday, Oct 25, 2026	0	New
Saturday, Oct 24, 2026	11	New
Friday, Oct 23, 2026	11	Oct 23 2026 3:42PM
Thursday, Oct 22, 2026	11	New
Wednesday, Oct 21, 2026	16	Oct 21 2026 3:26PM
Tuesday, Oct 20, 2026	20	Oct 20 2026 2:20PM
Monday, Oct 19, 2026	1	New
Sunday, Oct 18, 2026	0	New
Saturday, Oct 17, 2026	15	New

https://apexalaska.org/training/featuring-bidmatch-apexs-solicitation-search-tool-june-2026/

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ALASKA APEX ACCELERATOR
Where Government Contracting Starts
Practical steps to pursuing SLED Opportunities
Getting contract ready!

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ALASKA APEX ACCELERATOR
Where Government Contracting Starts
Contract Readiness Checklist
Business is properly registered (Secretary of State)
Current Business license
Needed Professional license(s)
Entity registrations show in good standing – all addresses are current and correct
SAM.gov registration (even for SLED – some buyers use it)
UEI number obtained – grant specific for State and local activities – required for Federal
Meet SLED requirements for Insurance, Workman's Comp & Surety Bonding (if applicable)
NAICS/NIGP/Commodity codes identified for target opportunities
SBE / MBE / DBE certifications pursued if eligible
Marketing materials ready:
Business Cards
Website
Capability Statement(s)

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ALASKA APEX ACCELERATOR *Where Government Contracting Starts*

Certs That Open SLED Doors

SBE / SDB *Federal + most states*

Small Business Enterprise / Small Disadvantaged Business

Often required for set-asides; helps meet agency small biz goals

DBE *DOT-funded projects*

Disadvantaged Business Enterprise

Critical for transportation, infrastructure, and transit contracts

MBE / WBE *State & local programs*

Minority/Women Business Enterprise

Certification through state agencies, or approved 3rd parties

VOSB / SDVOSB *Federal + state programs*

Veteran/Service-Disabled Veteran-Owned

Many states have dedicated veteran procurement preferences

HUBZone *Federal + some states*

Historically Underutilized Business Zone

Location-based; check if client's address qualifies

8(a) *Federal + flows to SLED*

SBA 8(a) Business Development Program

Sole-source threshold up to $4.5M; 9-year program

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ALASKA APEX ACCELERATOR *Where Government Contracting Starts*

Certs That Open SLED Doors



https://dot.alaska.gov/cvlrts/aucp.shtml

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ALASKA APEX ACCELERATOR *Where Government Contracting Starts*

Marketing Your Business

- Creating a Capability Statement
  - They're like Pringles – you can't stop at just one
  - Should be written for a targeted reader
  - Should fit the purpose of use
  - Can be anything from 1 page to a detailed catalog
  - Add them to your website



Video resources: Creating a Capability Statement
https://apexalaska.org/training/creating-capability-statements-2025-update-2/

GOVOLOGY Developing a Compelling Capability Statement (2026 Update)
https://govology.com/product/developing-a-compelling-capability-statement/ Discount code!

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ALASKA APEX ACCELERATOR *Where Government Contracting Starts*



Building Experience & Past Performance

Leveraging SLED experience for Federal Contracts

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Leveraging SLED Performance

- Experience vs. Performance
  - Individual work history
  - Company completed projects
- Gathering references and reviews
  - Word of mouth referrals
  - Social Media value
  - Add to your website
  - Performance surveys – How did we do?
- Have a SAM profile? Are you updating your SBS profile with past performance?
- Process changes with submitting Past Performance for federal proposals





https://apexalaska.org/training/supersize-your-sba-profile-12/

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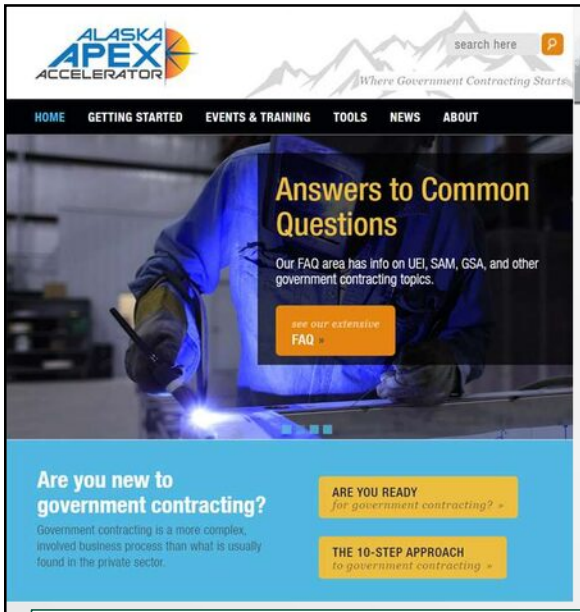
Program Introduction



- Free assistance with all aspects of government contracting, from cradle to grave (start to finish) for federal, state and local purchasing activity
- Free one-on-one appointments
- Free workshops (Special events and extended training session may have registration fees)
- The Alaska APEX is one of 96+ other APEX Accelerators across the US, Puerto Rico, & Guam

https://apexalaska.org/
https://www.napex.us/
https://www.apexaccelerators.us/#/

UAA Business Enterprise Institute
University of Alaska Anchorage

The Alaska APEX is a program of the UAA Business Enterprise Institute and is funded in part through a cooperative agreement with the Department of War (DoW), Office of Industrial Base Growth (OIBG).

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ALASKA APEX ACCELERATOR *Where Government Contracting Starts*

Questions?

Alaska APEX Accelerator Staff Contact Information

Anchorage: Phone: 907-786-7258

Carolyn Pratt, Director	capratt@alaska.edu	907-786-7259
Jody King, Assistant Director	jlking8@alaska.edu	907-786-7270
Cal Hodgson, Contract Specialist II	cchodgson@alaska.edu	907-786-7281
Jeannette Caswell, Contract Specialist	jmcaswell2@alaska.edu	907-786-7239
Lynda Gregory, Program Specialist	lmgregory@alaska.edu	907-786-7258

Fairbanks: **Phone: 907-786-7258**

Currently vacant

General email: info@apexalaska.org **Website:** https://alaskapex.org

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