



Fighter Town Recapitalization of JBER Industry Day

Hosted by Associated General Contractors
of Alaska



Jody King, Assistant Director
Alaska APEX Accelerator
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Answers to Common Questions

Our FAQ area has info on UEI, SAM, GSA, and other government contracting topics.

see our extensive
FAQ »

Are you new to government contracting?

Government contracting is a more complex, involved business process than what is usually found in the private sector.

ARE YOU READY
for government contracting? »

THE 10-STEP APPROACH
to government contracting »

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 (BEI) and is funded in part through a cooperative agreement with the Department of War (DoW) Office of Industrial Base Growth.

Prime Contractor

- Architect and/or Engineering Firm
- General Contractor

Subcontractor

- Specialty construction
- Specialty expertise (surveying, flagging, transportation, etc.)

Support Services

- Banking/Finance
- Insurance
- Logistics support
- Consultants (Legal, CPA, etc.)
- Supplier/Vendor

*Where do you fit in
the transaction list?*



Prime Contractor

- Architect and/or Engineering Firm
- General Contractor

Subcontractor

- Specialty construction
- Specialty expertise (surveying, flagging, transportation, etc.)

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- Banking/Finance
- Insurance
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*Where does Alaska
APEX fit in the list?*

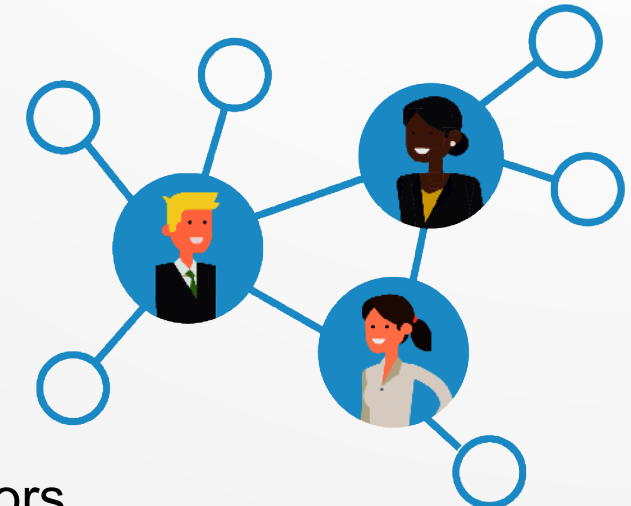


How does Alaska APEX fit?

Objective: Networking & expanding business relationships by connecting potential primes to needed industry specialists ... Specialty subcontractors, Vendors, and/or Support Services

Meet The Prime:
Company Name

- ❖ Assistance with event planning
 - ✓ Prime overview: how to do business with our company
 - ✓ Targeted outreach by small business certification or specialty/industry
 - ✓ One-on-one appointments → meet viable subcontractors
- ❖ Alaska APEX handles the event logistics:
 - ✓ Virtual, Hybrid or in-person events
 - ✓ Event Registration
 - ✓ Virtual platforms & tech support
 - ✓ Scheduling of one-on-one appointments → meet viable subcontractors
 - ✓ Event marketing, facilitation and coordination



Objective: Ensuring that companies are contract ready by providing assistance with:

- ✓ SAM registration & renewals
- ✓ Small Business Certifications
- ✓ Electronic invoicing systems (PIEE/WAWF)
- ✓ Developing Capability Statements
- ✓ Solicitation review
- ✓ Limited proposal assistance
- ✓ Wage Determination application & review
- ✓ CMMC (Cybersecurity Maturity Model Certification)
- ✓ Government Contracting training opportunities - both live/virtual and on-demand (ask us about Govology!)

Compliance & Marketing



Objective: Working with Alaska APEX Contract Specialist Staff

- ✓ New client? Register here:
<https://akapex.ecenterdirect.com/signup>
- ✓ Assigned Specialist emails scheduling link for first appointment
- ✓ You select your appointment via Calendly



If you need assistance with the client registration process, contact Lynda Gregory, Program Specialist at lmgregory@alaska.edu or via phone at 907-786-7258.

**Client
Registration**



Alaska APEX Accelerator Staff Contact Information

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Fairbanks: *Vacant – Now hiring!*

General email: info@apexalaska.org

Website: <https://alaskapex.org>

To request assistance, sign up here: <https://akapex.ecenterdirect.com/signup?reset=1>



How can the Alaska APEX
help you?