



GOED

NEVADA GOVERNOR'S OFFICE OF ECONOMIC DEVELOPMENT

NEVADA APEX ACCELERATOR

**APEX is not an acronym*

Presenter: John Rice, Government Contracts Advisor

Date: 11/6/2024

WEBINAR DETAILS

- Attendees are muted
- Use questions section of your control panel to type and send questions
- At the end, there'll be a Q&A session
- After that, please complete the survey before exiting
- Attendees will receive a link to this recorded webinar via an email within three business days

ABOUT NEVADA APEX

- Division within GOED; the div. has been around since the 1980's
- Taxpayer-funded resource to help NV businesses with local, state & federal govt. contracting and subcontracting pursuits; no fee for services
- This APEX Accelerator is funded in part through a cooperative agreement with the U.S. Department of Defense (DoD)

ABOUT NEVADA APEX

Part of the DoD's overall APEX Accelerators Program:

- In states across the U.S.
- In some U.S. territories

ABOUT NEVADA APEX

- Counsel NV for-profit businesses of any size wanting to do business with the govt. or govt. contractors
- Help the business identify bidding and contractual opportunities
- Potential opportunities cover lucrative contracts, innovation grants (or contracts), technology grants (or contracts), and even federally funded instruments

ABOUT NEVADA APEX

When businesses secure the opportunities, they're able to:

- Help achieve missions
- Be a part of the industrial base
- Create jobs
- Keep jobs
- Diversify the economy

ABOUT NEVADA APEX

The Division assists businesses with the following (not all-inclusive):

- Govt. agency registrations (e.g., SAM)
- Identifying agencies and offices requiring goods and/or services from businesses
- Assessing readiness for govt. opportunities and strategizing effectively for success

ABOUT NEVADA APEX

The Division assists businesses with the following (continued):

- Navigating through govt. solicitation and contractual processes
- Receiving notifications regarding govt. contract opportunities
- Forging networks with govt. procurement officers or other professionals, prime contractors, and fellow businesses

ABOUT NEVADA APEX

The Division assists businesses with the following (continued):

- Awareness about concerns regarding Foreign Ownership, Control, or Influence (FOCI)
- Importance of cybersecurity improvement of businesses
- Relaying govt.-led innovation programs

ABOUT NEVADA APEX

The Division assists businesses with the following (continued):

- Understanding that they help strengthen the supply chain
- Encouragement to work on U.S. critical and emerging technologies and DoD-critical technology areas

ABOUT NEVADA APEX

Per Federal Govt. direction, assistance to the following small businesses are emphasized to (1) promote diversity, equity, and inclusion, and (2) increase those who are ready to do business with the govt.

- Small Disadvantaged Businesses (SDBs)
- Small businesses located in Historically Underutilized Business Zones (HUBZones)
- Service-Disabled Veteran-Owned Small Businesses (SDVOSBs)
- Women-Owned Small Businesses (WOSBs)
- Other underserved small businesses

ABOUT NEVADA APEX

STATEWIDE PROGRAM FOR GOVERNMENT PROCUREMENT TECHNICAL ASSISTANCE

Nevada APEX Accelerator Webpage to include, but isn't limited to,
Client Questionnaire Form for Business Completion:

<https://goed.nv.gov/programs/nevada-apex-accelerator/>

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Fixed-Price, Firm-Fixed Price or Cost Types of Contracts

Federal Acquisition Regulation (FAR) Subpart 16.2, FAR Section 16.202 and Subpart 16.3

Fixed-Price

- Fixed-price types of contracts provide for a firm price or, in appropriate cases, an adjustable price that may include a ceiling price, a target price (including target cost), or both

Firm-Fixed-Price

- A firm-fixed-price contract provides for a price that is not subject to any adjustments on the basis of the contractor's cost experience in performing the contract

Cost-reimbursement

- Cost-reimbursement types of contracts provide for payment of allowable incurred cost, to the extent prescribed in the contract. These contracts establish an estimate of total cost for the purpose of obligating funds and establishing a ceiling the contractor may not exceed

DISCLAIMER: Nothing in this presentation is directive in nature.

“FAR” means “Federal Acquisition Regulation”

Solicitation Types/Procedures

Federal Acquisition Regulation (FAR) Part 12, Part 13, and Part 15

Combined Synopsis/solicitation (FAR Part 12)

- Generally used to reduce the time required to solicit and award contracts
- This procedure combines the synopsis and the issuance of the solicitation into a single document
- Generally, a pre-solicitation (synopsis) is not issued

Simplified Acquisition Procedures (FAR Part 13)

- Used to reduce administrative cost
- Improve opportunities for small, small disadvantaged, woman-owned, veteran-owned, HUBZone, and service-disabled veteran-owned businesses to obtain a fair proportion of Government contracts
- Promotes efficiency and economy in contracting, and
- Avoids unnecessary burdens for agencies and contractors

Contracting by Negotiations (FAR Part 15)

- Includes competitive and non-competitive contracts
- Best value is obtained by using the Trade-off process or Lowest Price Technically Acceptable (LPTA) source selection method
- Can have negotiations or discussions with proposers

Planning, Market Research and Pre-solicitation

Generally, this phase includes (not all inclusive):

Agency

Initial planning and defining requirements

Early exchange/outreach with/to industry, I. e. industry day event, etc.

Determine contract type and solicitation type

Conduct market research – issue:

- Sources Sought (SS) notice to generate and determine interest in the potential acquisition.

Sometimes a pre-courser to the issuance of the pre-solicitation and follow-on solicitation.

(The Sources Sought notice generally ask for feedback and information from interested parties)

Publicizing the pre-solicitation notice (akin to a heads-up)

FAR Part 10 – Market Research, FAR Section 5.204 – Pre-Solicitation notice & FAR Section 15.201 –

Exchange w/industry before receipt of proposals

Solicitation

Generally, this phase includes (not all inclusive):

Agency

- Publish/issue the pre-solicitation and solicitation on SAM.gov
- Receive questions & amend the solicitation to publish Q's & A's if necessary or for other reasons
- Can extend the proposal or quotes due dates as determined by the contracting officer (CO)
- Receive proposal(s) or quote(s) from interested parties

Interested Parties

- Complete the System for Award Management (SAM) registration
- Thoroughly review the solicitation including all attachments, associated documents thereto and follow all instructions and criteria exactly and to the "T" and avoid reading anything in or out of the solicitation
- Submit questions during the Q&A period and get answers and clarifications
- Submit proposal(s) or quote(s) by the due date (**on-time; late is late**) and monitor response(s)/communication from the CO

Receive proposals or quotes – evaluate and award

Generally, this phase includes (not all inclusive):

Agency

- Receive proposal(s) or quote(s)
- Accept or reject proposal(s) or quote(s) based on acceptability instructions, requirements/criteria
- Evaluate acceptable proposal(s) or quote(s) based on requirements/criteria and evaluation factors/criteria in the solicitation
- Issue notice(s) of no award to unsuccessful offeror(s) and issue notice of award to successful offeror

Post award, execution and administration

Generally, this phase includes (not all inclusive):

Agency

- Administer the award
- Receive and accept or reject products
- Make payment to proper invoice

Contractor

- Understand the contents of the award and requirements and execute the requirements
- Only tender to the government acceptable products IAW the contract
- Submit a proper invoice upon delivery of products and acceptance by the government

Reflection

- Interested parties should fully review the solicitation and all attachments and associated document thereto, including any amendments to the solicitation
- Interested parties should attend/participate in any offered outreach events or industry day(s)
- Interested parties should submit questions during the solicitation phase and/or take advantage of the Q&A period if provided by the solicitation
- Interested parties submit acceptable and best response on-time that is in strict compliance with the instruction, criteria and requirements of the solicitation; no more and no less
- Monitor notices and/or communications from the agency

QUESTIONS?

THANK YOU

Please complete the survey!