

*APEX Accelerator*  
*[formerly known as the*  
*Nevada Procurement Technical Assistance Center*  
*(PTAC)]*  
*Overview*

*Presenter: John Rice, Government Contracts Advisor*

*Version 1/24/2023*

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*Nevada Governor's Office of*  
**ECONOMIC DEVELOPMENT**



# ***What's the APEX Accelerator (former NV PTAC)?***

Note: “APEX” isn’t an acronym; modified name change eff. 12/2022 -  
- program was elevated w/in DoD and renamed

- Taxpayer-funded resource to help NV businesses w/ local, state & fed. govt. contracting and subcontracting pursuits; no fee for services
- This APEX Accelerator is funded in part through a coop. agrmt. w/ the Department of Defense
- Variety of webpages, etc., will be worked over time to show the modified name change

# ***APEX Accelerator (former NV PTAC)***

## ***Service Area***

- Statewide program serving all NV counties
- Program assists *established*\* NV businesses that want to work w/ govt. agencies, govt. prime contractors, etc.

\*-primary & physical address/location in NV  
-complete a Client Questionnaire form



# ***APEX Accelerator (former NV PTAC)***

## ***Goals***

- Increase the no. of NV companies capable of doing business w/ the govt. and govt. contractors
  - help achieve missions, etc.
  - job creation
  - job retention
  - diversify the economy

# ***Services\* Provided***

- 1-on-1 counseling
  - E-newsletter
  - Workshops & webinars
  - Networking events
  - Matchmaker events (pre-pandemic)
  - Capabilities statement
  - Bid-matching services
  - Certification info./walkthroughs
  - Registration info./walkthroughs
  - Pursue a GSA contract
  - Solicitation assistance\*\*
  - Proposal reviews\*\*
  - Contract assistance\*\*
- \*\*Above also includes SBIR and/or STTR contracting
- As of 8/1/2019, Other DoD-funded instruments (i.e., OTs) & SBIR innovation grants and/or STTR technology grants

***\*See webpage for specifics***

# ***Contracting Landscape***



- Fed. govt. fiscal year (FY) '21 (10/1/20-9/30/21) contract spend = about \$637B
- Decrease of over \$54B from FY '20 after adjusting for inflation
- Of the \$637B, \$52B was related to COVID-19, w/ drugs and biologicals being top products purchased

[Source: As seen on 9/20/22 via [gao.gov](https://www.gao.gov) (8/25/22 watchblog section post), the U.S. Govt. Accountability Office's website - fed. govt. level agency]

# ***Contracting Landscape*** *(cont.)*



- Of the fed. govt. FY '21 (10/1/20-9/30/21) contract spend, around \$154B went to small businesses
- Increase of \$8B from FY '20
- Fed. govt. exceeded its 23% small business contracting goal for FY '21

[Source: As seen on 9/20/22 via [sba.gov](https://www.sba.gov) (7/26/22 press release), the U.S. Small Business Administration's website - fed. govt. level agency]

# ***Contracting Landscape*** (cont.)



- In FY '21 (10/1/20-9/30/21), Fed. govt. prime contractors awarded \$72B in subcontracts to small businesses

[Source: As seen on 9/20/22 via [sba.gov](https://www.sba.gov) (7/26/22 press release), the U.S. Small Business Administration's website - fed. govt. level agency]



# ***Contracting Landscape*** (cont.)



- State, local & education (SLED) govt. contracting opportunity market = about \$1.5 trillion market annually

[Source: As seen on 9/20/22 via deltek.com (SLED section)]

# ***APEX Accelerator (former NV PTAC)***

## ***Upcoming Events***

- Formal clients: receive emails with upcoming webinars and/or events

# ***APEX Accelerator (former NV PTAC) Statewide Program***



Nevada Governor's Office of  
**ECONOMIC DEVELOPMENT**  
*Empowering Success*

**APEX Accelerator (former NV PTAC) Webpage to include  
Informational Flyer and a Client Questionnaire form:**  
[goed.nv.gov/programs-incentives/procurement-assistance-outreach/](https://goed.nv.gov/programs-incentives/procurement-assistance-outreach/)

**Carson City Office – Schedule an Appt.\*\*\***

808 W. Nye Lane  
Carson City, NV 89703  
Phone: 775.687.9921

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**Bruce Coney, Government Contracts Advisor**

[bconey@goed.nv.gov](mailto:bconey@goed.nv.gov)

**\*\*\*Please call or email for an appointment**

**Las Vegas Office – Schedule an Appt.\*\*\***

Nevada State Business Center  
3300 W. Sahara Ave.  
Level 1, Suite 104  
Las Vegas, NV 89102  
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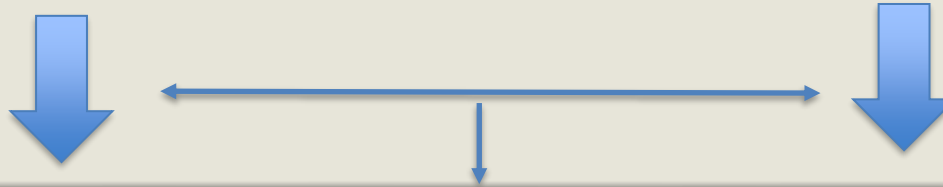
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**Note: Moved to new temp. location on 8/11/2022**

# Indefinite Delivery/Indefinite Quantity



FAR 16.5 IDIQ FAR 16.505

## What is an IDIQ contract?

- A contract that allows the government to acquire supplies and/or services when the exact time and/or exact quantity of future deliveries are not known at the time of contract award.

## Why does the federal government use IDIQ contracts?

- Helps the government maintain minimum stock levels and provides flexibility in quantity and delivery scheduling and limits the government's obligation to the minimum specified quantity.
- The following is generally what to expect during the acquisition process.

DISCLAIMER: Nothing in this presentation is directive in nature.



# Contracting Process for Acquisition Market Research & 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.
- Conduct market research – issue:
  - Sources Sought (SS) notice to generate and determine interest in a potential acquisition.  
Sometimes a pre-courser to a solicitation.

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

- Publicizing the pre-solicitation notice

FAR Part 10 – Market Research, FAR Subpart 5.204 – Pre-Solicitation notice & FAR 15.201 – Exchange w/industry before receipt of proposals



## Solicitation - Award

Generally, this phase includes (not all inclusive):

### Agency

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

### Interested parties

- **Complete the System for Award Management (SAM) registration**
- Thoroughly review the solicitation including all attachments and associated documents thereto and follow all instructions to the "T"
- Submit questions and get answers and clarifications
- Submit proposal by the due date (**on-time; late is late**) and time and monitor response(s)/communication from the CO



# Receipt of proposals, evaluate proposals and award

Generally, this phase includes (not all inclusive):

## **Agency**

- Receipt of and acceptance/rejection of proposals based on acceptability requirements/criteria
- Agency evaluate acceptable proposals based on technical acceptability/requirements/criteria and evaluation factors
- Agency can open negotiations or discussions
- Agency makes multiple awards and create a list of contract holders [(pre-qualified list of sources (contractors))]
- Agency issue notice(s) to unsuccessful offeror(s) and issue notice(s) of award(s) to successful offeror(s)

FAR Subpart 15.2 – Solicitation and Receipt of Proposals and Information



## Post award and ordering

Generally, this phase includes (not all inclusive):

### **Agency**

- Issue delivery order(s) request for proposal(s)
- Provide each IDIQ contract awardee fair opportunity for award, unless an exception applies, like a micro-purchase
- Orders must be within the scope of the IDIQ contract
- Orders must Clearly describe supplies to be delivered
- Orders are within the period of performance (POP)
- Orders are within maximum value of the contract
- Monitor performance/deliveries & authorize invoice payment

FAR Subpart 16.505 – Ordering & Subpart 15.5 – Post award





## Reflection

- IDIQ contract is a contract vehicle used to award multiple contracts to establish a list of pre-qualified contractors
- 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 to 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 criteria/requirements of the solicitation
- Monitor notices and/or communication from the agency



***Questions?***