ALASKA APEX ACCELERATOR *Where Government Contracting Starts*



DBE Certification

You have your certification – now what?

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Alaska APEX Accelerator

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Now What?

DBE Certification has been obtained; but have you thought to do next? How are you going to make the most of the certification?

- ✓ Finding Opportunities (Bids & Solicitations)
- ✓ Marketing & Advertising your certification
- ✓ Building Teaming Relationships
- ✓ Using local resources to expand your business



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"This guy knows how to find solicitation streams."

Finding Opportunities

Looking for Bids and Solicitations

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Finding Opportunities – DOT&PF

- Looking for the contracts – searching for solicitations & bid opportunities

Alaska Department of Transportation and Public Facilities
PROCUREMENT AND CONTRACTING

- State of Alaska:
  - Alaska Public Notices
  - IRIS Vendor Self-Service (VSS)
  - Department of Transportation & Public Facilities Procurement
    - Tentative Advertising Schedule
    - Current Bid Calendar

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



Construction & Maintenance Contracting

Bid Express
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

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Finding Opportunities – State & Local

- Looking for the contracts – searching for solicitations & bid opportunities
  - Municipal
  - Borough
  - City
  - University
  - School districts
  - Police & Fire Department

Municipality of Anchorage:
https://www.muni.org/Departments/purchasing/pages/bidding.aspx

Mat-Su Borough:
https://matsugov.us/department/purchasing

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

Kenai Peninsula Borough:
https://www.kpb.us/51-borough/purchasing

Juneau Borough:
https://juneau.org/finance/purchasing/bids-rfps



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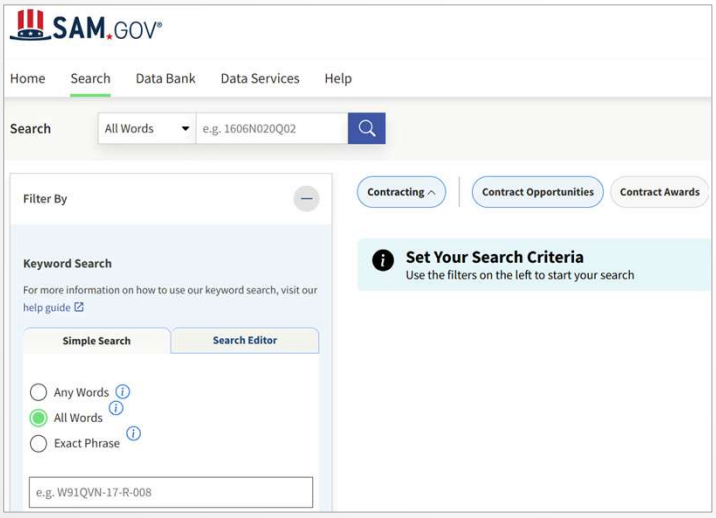
Finding Opportunities - Federal

Looking for the contracts – searching for solicitations & bid opportunities

- Federal solicitation opportunities
  - SAM.gov ➔Contract Opportunities



https://sam.gov/



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Solicitation Search Software

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 SPE2DS27T1384 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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Marketing & Advertising

How are you promoting your business?

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Marketing Your Business

Where Government Contracting Starts

- How are you marketing your business?
  - Develop a marketing plan – more than just using social media
  - Social Media presence – name and brand recognition
  - Identifying/promoting your DBE Certification
  - Marketing Materials
    - Business Cards
    - Capability Statement
    - Website – what does it say about your business? Who is your audience?

"Marketing strategy will impact every piece of your business, and it should be tied to every piece of your business."
– Brandon Andersen

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Marketing Your Business

Where Government Contracting Starts

- 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



https://apexalaska.org/training/creating-capability-statements-2025-update-2/

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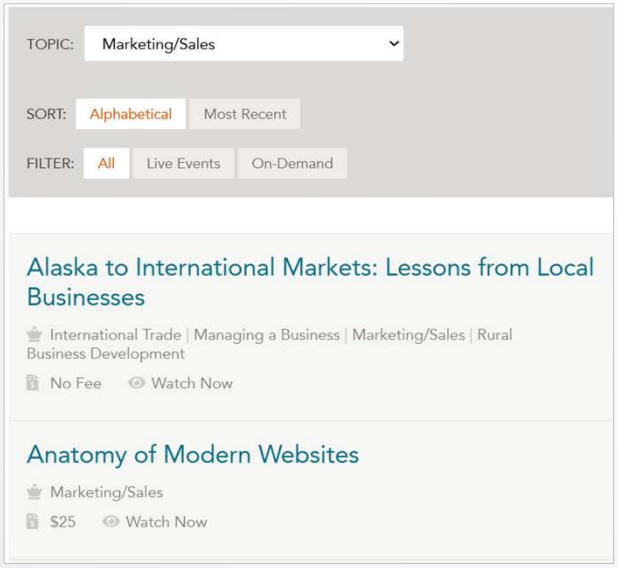
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Marketing Your Business

Alaska Small Business Development Center
SBDC UAA Business Enterprise Institute

- Develop a Marketing Plan
- Social Media Presence
- Brand and Name Recognition
- Website development

https://aksbdg.org



https://aksbdc.org/services/workshops/

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Building Teaming Relationships

Competitor or Business Partner?

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Marketing to Potential "___"

- Before you knock on the door looking for potential teaming partners, ask yourself:
  - What do you need from them?
  - What do you (or your business) bring to the table?
  - How can the teaming relationship benefit the potential teaming partner(s)?

But first, let's assess your business…

"Honesty is the first chapter in the book of wisdom."
– Thomas Jefferson

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Ability, Capacity & Capability

- **Ability** – the skill, knowledge or power to do something
- **Capability** – the ability to do something in "either/or" scenarios; The capability of a business refers to its ability to do something when all its resources are optimally employed.
- **Capacity** – the innate potential; the business capacity refers to the maximum level of output that it can yield and deliver within inherent limitations

Ability	Capability	Capacity (Max level of output)
• Staff (People): - Management - Key Personnel - W-9 Employees - Subcontractors • Staff Training & Certification • Contingency Plans • Standard Operating Procedures	• Past Performance - Completed projects • Existing Master Subcontract Agreements • Contingency Planning & Resources • Accounting Systems - Job Codes - Cost tracking mechanisms	• Bonding Capacity - Maximums: Ceiling & Project limitations - Available Bond Amount? • Work in Progress - Availability of Manpower - Availability of Equipment • Financial Resources • Risk Management Limitations • Contingency Resources • Supply Chain Availability • Inherent Limitations



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Teaming Strategies

- Competitors vs. Potential Teaming Partners
  - Business growth: more employees or strategic partnering?
  - What business bottlenecks are slowing business growth?
  - Diversification – new locations or new product and/or service lines?

But first, let's define teaming…

"Coming together is a beginning.
Keeping together is progress.
Working together is success."
-Henry Ford

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Teaming vs Joint Venture

Prime/Sub Teaming

- Only one party (prime) performs at the prime contract level and is responsible to the government
- Subcontractor typically paid on a pre-determined basis
- No new legal entity created
- Subcontracting limits apply to prime only (but note similarly situated entity rule)

Joint Ventures

- Both parties perform at the prime contract level and are responsible for the entire contract
- Parties typically split profits and losses
- Parties create a new legal entity (e.g., LLC) & registered in SAM
- Subcontracting limits apply to JV as a whole

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Prime/Sub Teams

Prime/Sub Teams – Teaming Agreements

- **Privity of Contract:** 1 to 1 relationship between government and prime contractor
- **Teaming Agreements**
  - FAR does not require prime/subcontractor teaming agreements
  - Procuring agencies sometimes (perhaps increasingly) require teaming agreements to be submitted with proposal
    - These agencies may decline to consider a subcontractor's past performance, capabilities, etc. without a teaming agreement
  - Lock-in commitments from prospective teammates
    - Prime doesn't want to rely on prospective subcontractor's qualifications & resources, only to have a subcontractor decline to participate
    - Subcontractor doesn't want to spend time and energy on proposal only to receive no subcontract
  - Establishes rules (if any) for exclusivity
  - Avoid difficult post-award disputes
  - Demonstrate compliance with key requirements



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Subcontracts

Prime/Sub Teams – Subcontracts

- **Subcontracts**
  - Teaming agreements ➔ Subcontracts: Teaming agreement is a "chasing the contract document" and a subcontract is a "performing the contract" document.
  - More detailed – project and/or scope specific
  - Must include mandatory FAR provisions
    - A flow-down is a provision of a prime contract that the prime contractor includes in a subcontract. FAR required primes to flow-down many clauses – failing to flow-down, when required, is a breach of contract!
  - This is a **negotiated agreement** and should be specific to a singular contact activity. Subcontractors should be ready to push back against non-compliant terms
    - Scope of Work should be specific to avoid disputes
    - Payment & invoicing provisions should be included
    - Dispute resolution
    - Termination provisions: Termination for Convenience and Default
    - Non-disclosure provisions
    - Ensured compliance with subcontracting limits
    - Term of subcontract – how will the prime address contract options?



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Looking for potential partners

Where to find & vet potential teaming partners

- SBA Small Business Search (SBS)
- System for Award Management (SAM.gov)
- State of Alaska DBE Directory (or other state directories)
- Professional Organization training or networking events
- (Vetting) Contractor Performance Assessment Reporting System (CPARS) – past performance
- Risk Management concerns
- Legal concerns

SAM.GOV®

SBA | Small Business Search



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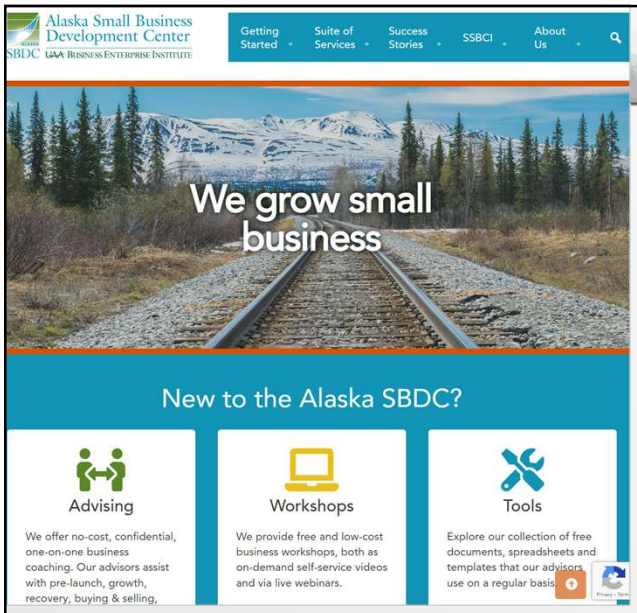
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Local Resources

Finding the right resource to assist with business growth

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Program Introduction

Alaska Small Business Development Center

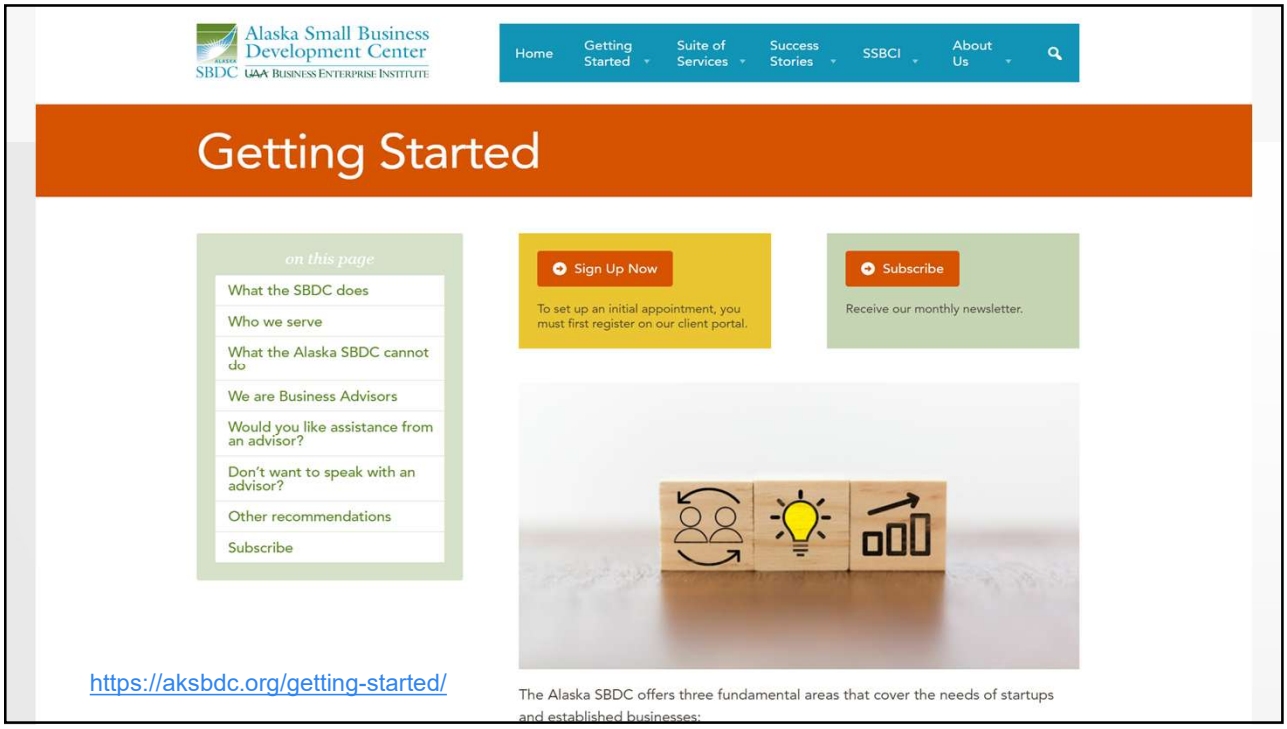
- Free confidential one-on-one business coaching. Advisors assist with pre-launch, growth, recovery, buying & selling, funding assistance, and more.
- Provide free and low-cost business workshops, both as on-demand self-service videos and via live webinars.
- Tools: Explore our collection of free documents, spreadsheets and templates that our advisors use on a regular basis.

https://aksbdc.org/
https://americassbdc.org/

UAA Business Enterprise Institute
University of Alaska Anchorage

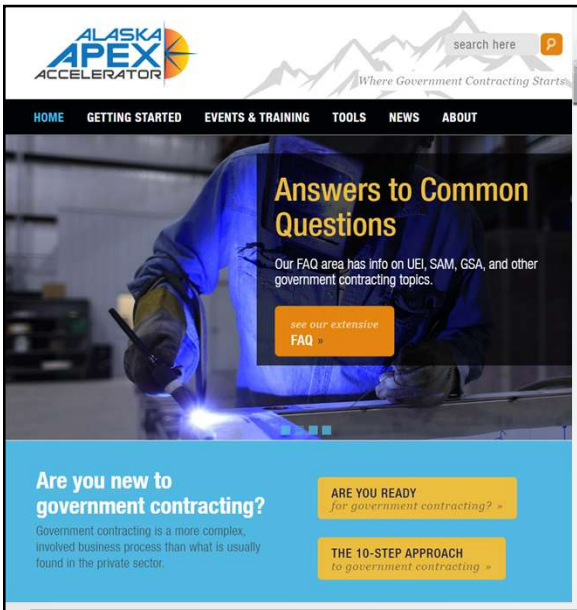
The Alaska SBDC is a program of the UAA Business Enterprise Institute and is funded in part through a cooperative agreement with the U.S. Small Business Administration (SBA).

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https://aksbdc.org/getting-started/

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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.

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Questions?

Alaska APEX Accelerator Staff Contact Information

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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

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



How can the Alaska APEX help you?

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