



**GOED**

**NEVADA GOVERNOR'S OFFICE OF ECONOMIC DEVELOPMENT**

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**NEVADA APEX ACCELERATOR**

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*\*APEX is not an acronym*

**Joan C. Rueben, NCMA Fellow -- Director**

**Date: 11/14/24**

# NEVADA APEX ACCEL.

- Division within GOED; around since the 80's
- Taxpayer-funded resource; helps 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 U.S. Dept. of Defense (DoD)

10/9/24 GOED LinkedIn post:



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## Part of the DoD's overall APEX Accelerators Program:

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

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

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**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

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

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

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The Division assists businesses w/ the following (continued):

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

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The Division assists businesses w/ the following (continued):

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



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The Division assists businesses w/ the following (continued):

- Understanding that they help strengthen the supply chain & industr. base
- Encouragement to work on any of 21 U.S. critical & emerging technologies and DoD-critical technology areas

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Per fed. govt. direction, assistance to the following small businesses are emphasized to: (1) promote diversity, equity, and inclusion, and (2) increase the no. of businesses ready to do bus. w/ the govt.

- Those who have or want to obtain U.S. Small Bus. Admin. (SBA) certifications:
  - 8(a)
  - Historically-Underutilized Business Zone (HUBZone)
  - Service-Disabled-Veteran-Owned Small Business (SDVOSB)
  - Woman-Owned Small Business (WOSB)

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## OBTAIN GOVT. 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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### LAS VEGAS OFFICE

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As of 11/5/24

# QUESTIONS?