

Overview of Apex and Services



Presenter: Sharon Butler, Program
Manager



• UNCLASSIFIED

1 WHO WE ARE

2 WHY WE'RE HERE

3 HOW WE HELP

4 WHERE WE'RE FOUND

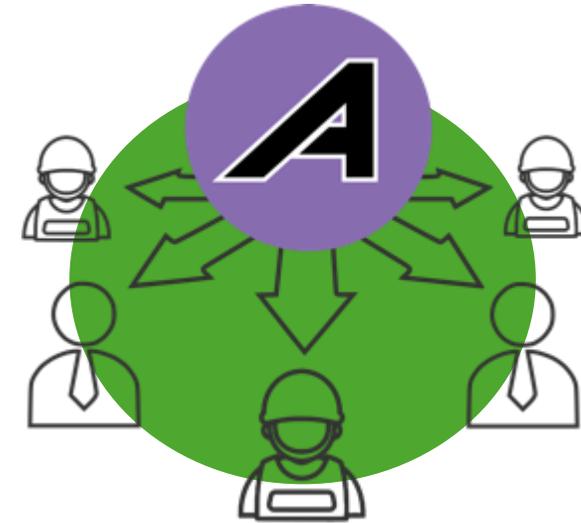
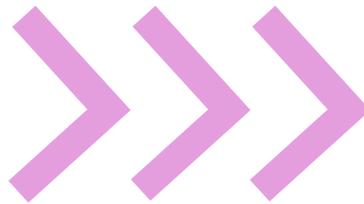
WHO WE ARE

We're APEX Accelerators



We are a nationwide network of procurement professionals that help local businesses compete successfully in the government marketplace.

We're Driven by Our Mission and Vision



To serve as the axis for new and existing business to strengthen the defense industrial base by accelerating innovation, fostering ingenuity, and establishing resilient and diverse supply chains

To build a competitive and resilient domestic industrial base that can deliver preeminent solutions to the military and other government users

We're Rebuilding the Industrial Base



INCREASING CAPABILITIES

Fostering innovation, and promoting competition



IMPROVING SUPPLY CHAIN

Aligning with DoD's goals and business needs, moving toward agile, cost-effective, and robust supply chains



ASSISTING IN DECISION-MAKING

Assisting DoD leadership with Data-Driven Decision-Making (DDDM)



STRENGTHENING PARTNERSHIPS

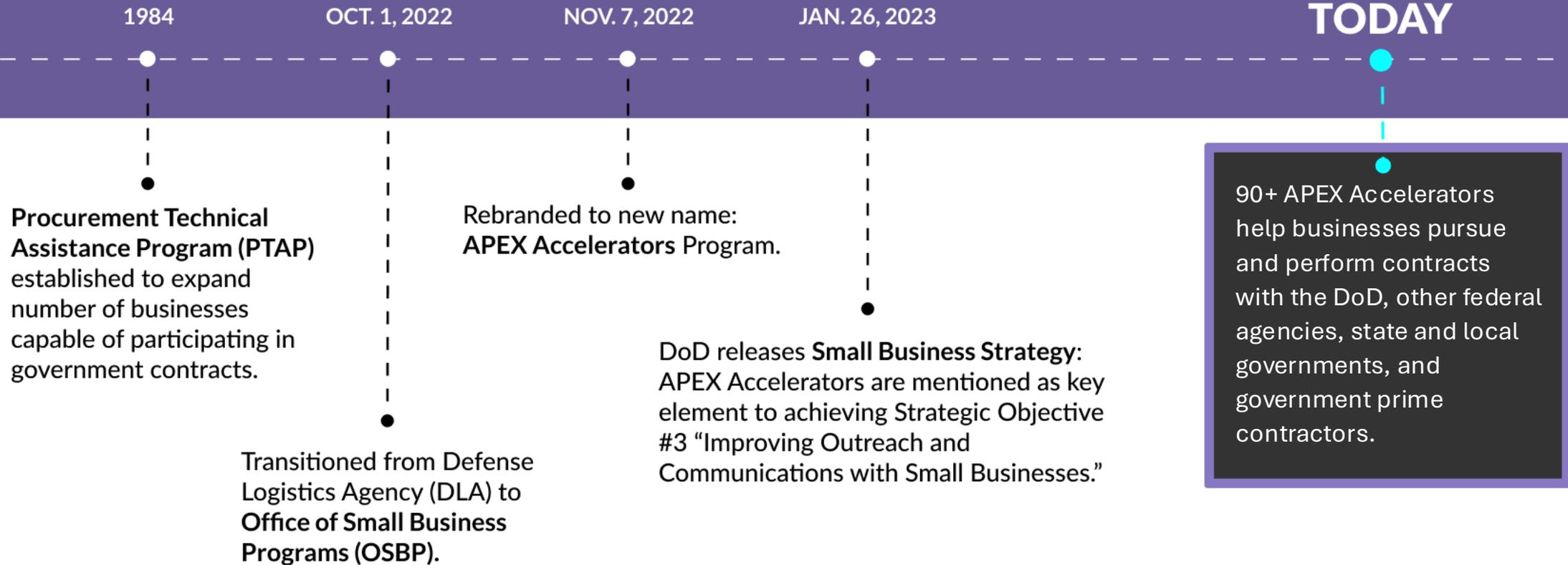
Strengthening partnerships between DoD and U.S. businesses



SUPPORTING NATIONAL SECURITY

Supporting DoD's plans and activities with national security priorities

We're Expanding and Advancing Our Program



WHY WE'RE HERE

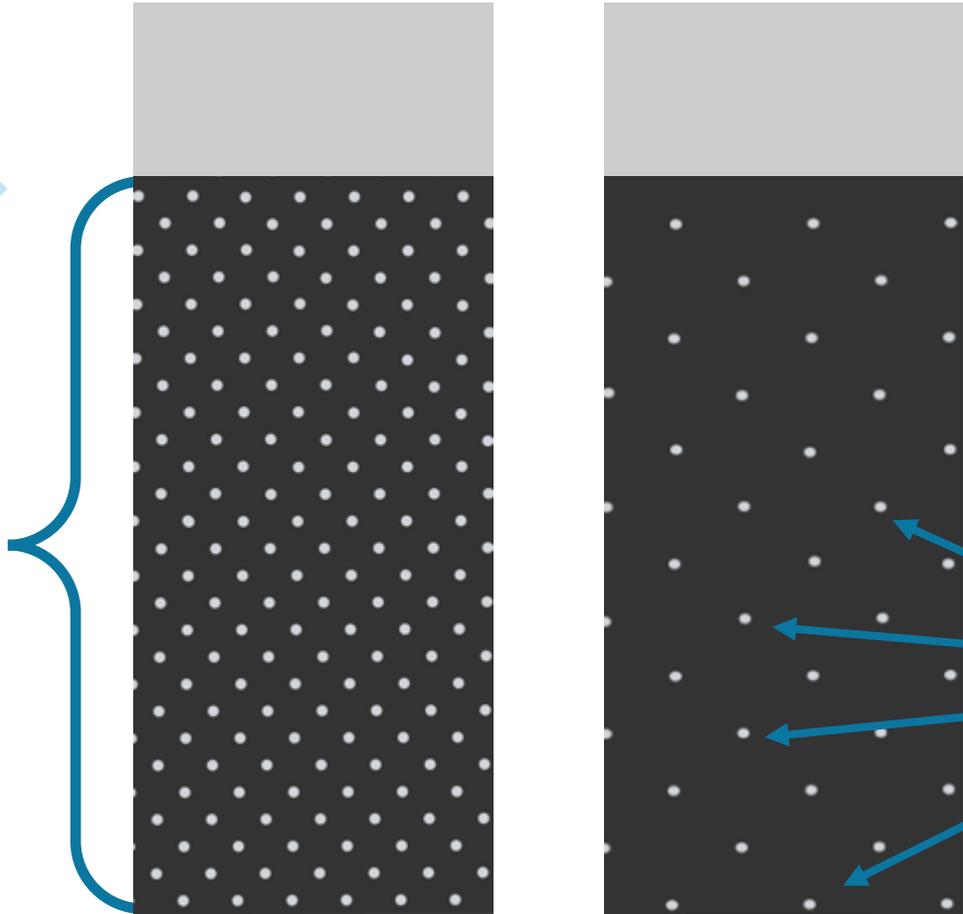
What's Happening to Participation?

71



of companies that do business with the DoD are small businesses

source: sam.gov 2/7/2025



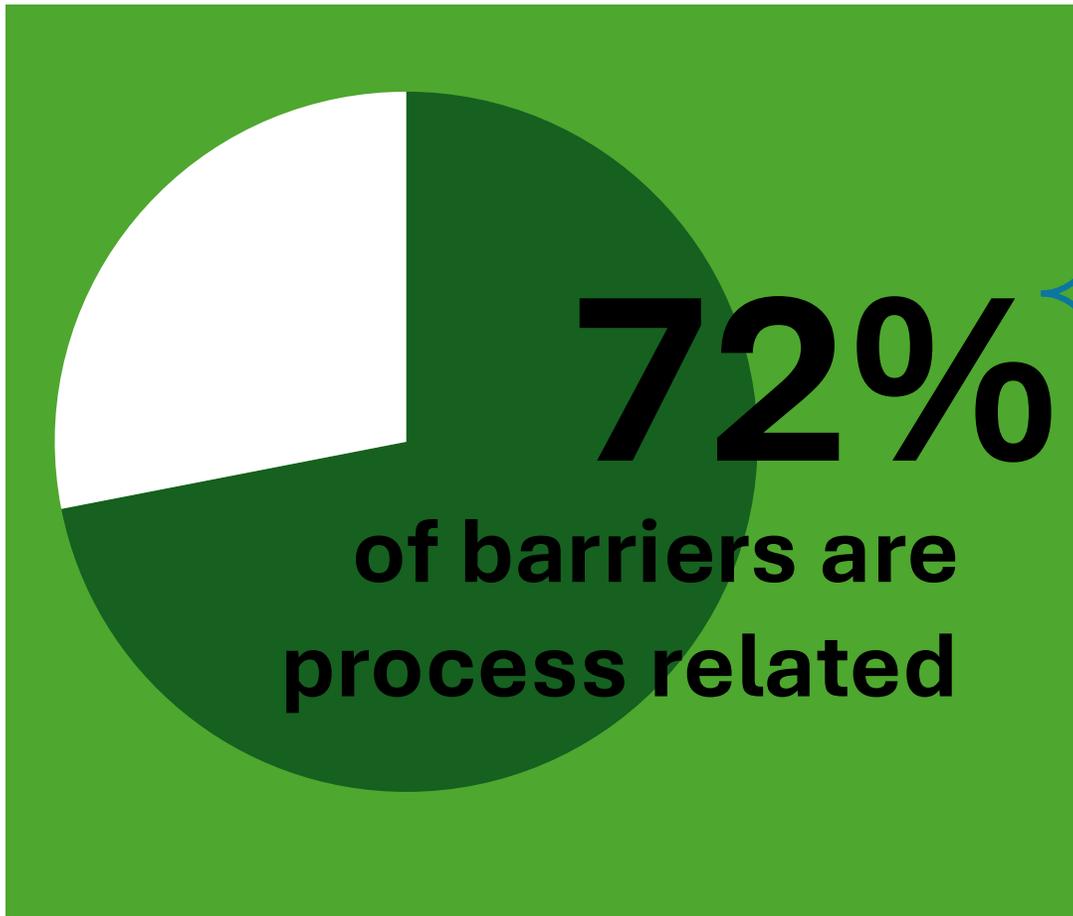
In the last decade, the number of small businesses working in the defense industrial base has declined by more than

40

%

What's Causing this Decline?

13 MAJOR BARRIERS WERE IDENTIFIED IN FEDERAL REGISTER NOTICE (FRN) DOD-2021-OS-0077



1. **Communications and outreach**
2. **Lengthy and/or complicated process**
3. **Costly process and experiences**
4. **Bundling of projects and partnerships**
5. **Prime contractors vs. subcontractors**
6. **Personnel and facility security clearance**
7. **Past performance requirement**
8. **Other process-related barriers**
9. Intellectual Property (IP)
10. R&D and Innovation
11. Diversity and Inclusion
12. Small business size or category management
13. DoD Small Business Programs' workforce development

Why Does That Matter?



ACQUISITION
COSTS

DoD must continue to modernize the defense industrial base to remain the strongest and most lethal force in the world.



INNOVATIVE
CONCEPTS



QUALITY OF
SERVICE



MILITARY
CAPABILITIES

How is the DoD Addressing this Concern?



The DoD released its *Small Business Strategy* and *Small Business Strategy Implementation Plan* Jan/Feb 2023.

This guides APEX Accelerators Program priorities.

HOW WE HELP

We Mitigate Barriers



No Cost
Guidance



Suitability
Assessment



Registration
Assistance



Market
Research



Bid Opportunity
Identification



Networking
Opportunities



Proposal
Assistance



Contract
Support

We Complement Associated Agencies

| | SBA SBDC | APEX Accelerators |
|---|----------|-------------------|
| Assists medium and large businesses | | ✓ |
| Assists small businesses | ● | ✓ |
| Assists minority-owned businesses | ● | ✓ |
| Assists non-minority-owned businesses | ● | ✓ |
| Focused on securing government contracts | | ✓ |
| Focused on overall business growth | | |
| Assists unestablished businesses in getting started | ● | |
| Assists in a variety of areas across all sectors | ● | |

We Collaborate with Other Government Offices

APEX ACCELERATORS

- Promote and host events for increased participation
- Refer businesses that meet government requirements and priorities
- Provide customized training to clients on requirements, increasing quality offers and true competition
- Assist with market research



CONTRACTING OFFICES + SMALL BUSINESS PROFESSIONALS

- Specify requirement needs
- Provide supplemental market research
- Refer those that require APEX services
- Provide information on events
- Identify gaps in small business participation
- Identify companies with work in specific areas
- Identify areas of subcontractor needs
- Notify of upcoming requirements

We Achieve Together

APEX ACCELERATORS BY THE NUMBERS: JANUARY 1, 2023 – MARCH 31, 2024

With Federal funding of

\$55 MILLION



90+

APEX Accelerators served



28,532

new business clients

92

new clients per day

48

from a socioeconomic category (WOSB, SDVOSB, SDB, 8a, HUBZone)...

...and conducted

5,845

training events



19

per day

resulting in

670,548

contracts & subcontracts awarded to APEX clients

worth

\$99.8B

with an average contract value of

\$148,817!

WHERE WE'RE FOUND

MEET OUR TEAM



PROGRAM OFFICE - COLUMBUS: Sharon Butler, Program Manager - (662) 329-1077, SCButler@mississippi.org



COLUMBUS: Andrea Garth, Procurement Development Specialist - (662) 329-1077, agarth@mississippi.org



TUPELO: NORTHEAST MS OFFICE – Bobby Fort, APEX Advisor (662) 316-4727, bfort@mississippi.org



JACKSON: CENTRAL MS OFFICE – Raneisha Clark- APEX Advisor (601) 359-2988, rclark@mississippi.org



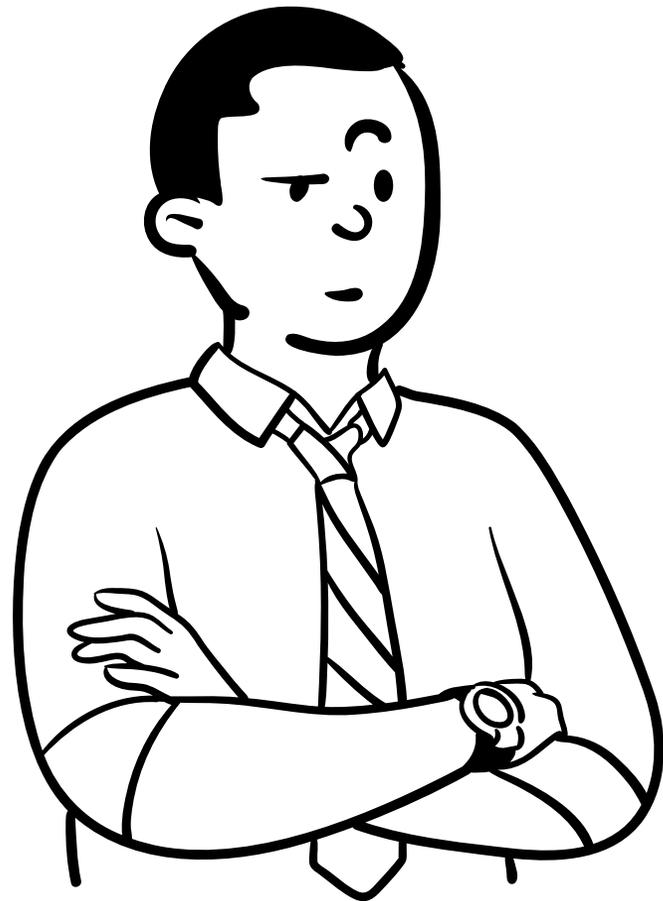
MERIDIAN: EAST CENTRAL MS OFFICE – Jodi Jones, APEX Advisor (601) 934-5975, jjones@mississippi.org



CLEVELAND: NORTHWEST MS OFFICE – Jessica Simmons, APEX Advisor (662) 486-8487, jsimmons@mississippi.org



GULFPORT: SOUTH MS Office- Shaquita Covin, APEX Advisor, (228) 396-1288, scovin@mississippi.org



Questions ????

