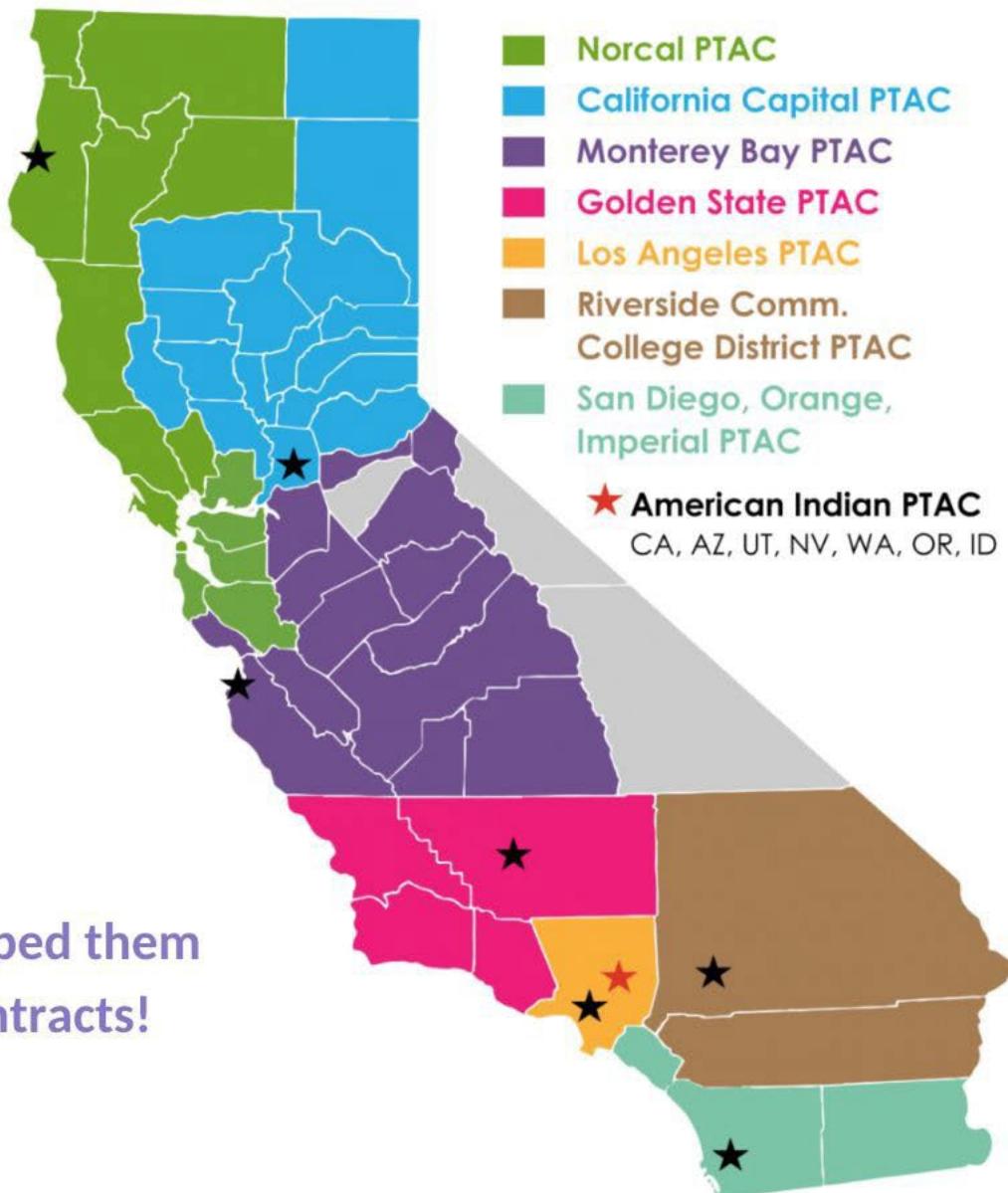


# APEX Accelerators in California

- ▶ Formerly known as Procurement Technical Assistance Centers, the APEX Accelerator program provides education and training to ensure that all businesses can become capable of participating in federal, state, and local government contracts.
- ▶ **96** APEX Accelerator Centers Nationwide
- ▶ All resources are available at NO-COST - we are funded through grants from federal, state, and local governments



In FY 21, APEX Accelerators served over 56,000 clients and helped them win more than \$24 billion in government contracts and subcontracts!



# Norcal APEX Accelerator

No-Cost Government Contracting Assistance



One-on-One  
Counseling



Custom Bid  
Matching



Resources &  
Training

**In 2022, our clients won more than  
\$900 million in government contracts!**

Sign up with Norcal APEX Accelerator!  
[www.norcalptac.org/join](http://www.norcalptac.org/join)

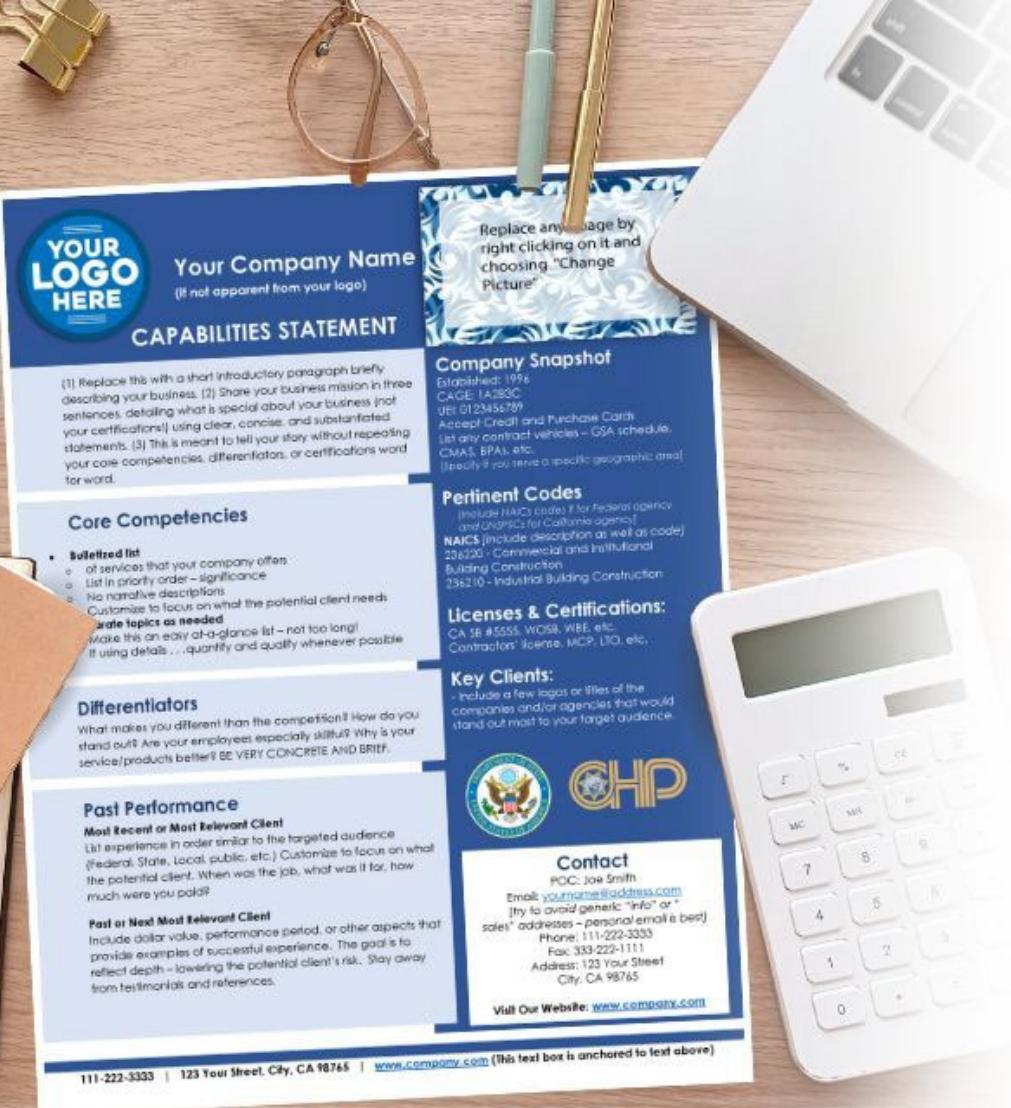
Find your local APEX Accelerator!  
[www.aptac-us.org/find-a-ptac](http://www.aptac-us.org/find-a-ptac)



# SAM Registration Requirements



- ▶ Registration is required to do business with Federal Government
- ▶ Requires these Items to register:
  - IRS Tax Id (TIN/EIN) or SSN if using as a sole proprietor
  - Business bank account, routing number, and bank phone number
  - Average annual revenue over the past five years or however many years in business if less
  - The average number of ALL employees over the past 12 months
  - All applicable NAICS and Product Service Codes (PSC)
- ▶ Documents for first-time registration
  - Business incorporation documents or Doing Business/Fictitious Name document
  - Statement of Information from Secretary of State
  - May require other documents to establish legitimate business and location



# Download our Capabilities Statement Resources!

- Free Template
- Instruction Guide