



Florida APEX Accelerator

Federal Government Contracting



USF Muma
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Meet the Presenter



Karen Krymski, CVE, MPH

Government Contracting Specialist

***Florida APEX Accelerator at
University of South Florida***

SBDCTampaBay.com/apex

Services → Government Contracting

What is APEX?



The Florida APEX Accelerator is funded in part through a cooperative agreement with the Department of War.

The Florida APEX Accelerator partners with the Florida SBDC Network to provide training and general business consulting.

The Florida APEX Accelerator was formerly the Florida PTAC.

“GIB Ready” | “DIB Ready” *according to the DoW OSBP...*



- Necessary **Business Controls** and Skills to Perform on Contracts
- Has a **Capability Statement** and Competitive Market Strategy
- Understands **Contractor Responsibilities** (*FAR 46.105*)
- **Registered** in SAM, State and/or Local vendor registration systems
- Aware of FAR, State, and/or Local **regulations** requirements
- Understands and **progressing** toward **Cybersecurity** requirements
- Recognizes potential for **Certified Business Status**

Start with a Plan



- ✓ Designed as a “Starting Point”
- ✓ Highlights some Best Practices
- ✓ SUGGESTED Sequence of Activities
- ✓ Not a Required Process

Step 1: Is your Business Ready?

- Sunbiz, Bylaws or Operating Agreement, Articles of Incorporation
- Are you a small business? (NAICS)
- Commercial Business momentum? (2 years)
 - How does this fit with your current business?
- Basic financial controls?
- Do you execute well?
- Know Your Numbers – NAICS, UEI, EIN
- Do you have a go to market FedGov strategy? (RESEARCH)

Step 2: Preliminary Market Analysis

- Are they buying? What you are selling?
- What level of government? What agency?
- How are they buying it?

Research Tools

- [SAM.gov](https://sam.gov) (several steps to find the data)
- [USASpending.gov](https://usaspending.gov)
- Networking – Who do you know in government contracting?

Search All Words e.g. 1606N020Q02

Search Results Saved Searches Actions

Filter By

Keyword Search

For more information on how to use our keyword search, visit our help guide

Simple Search

Search Editor

- Any Words
All Words
Exact Phrase

e.g. "small business", 2025, GWAC, 9700*

541512

Federal Organizations

Contracting

USSOCOM

97ZS - U.S. SPECIAL OPERATIONS COMMAND (USSOCOM)

Subtier

F2VUF0 - F2VUF0 HQ USSOCOM SOF AT L SW

Office

H92222 - HQUSSOCOM

Office

Contracting

Contract Opportunities

Contract Awards

Subcontract Reports

Subcontracting Plan

Sort by

Updated Date: Latest

Showing 1 - 11 of 11 results

SYSTEMS PLUS, INC.

Contract Award

Contract ID (PIID): H9222217F0192

Modification Number: P00060 Reason for Modification: OTHER ADMINISTRATIVE ACTION

Awardee

Details

Contracting Agency

Unique Entity ID: J7H2GBCDCLY6

Award/IDV Type: DELIVERY ORDER

Total Dollars Obligated: \$55,623,450.80

Department/Ind. Agency: 9700 - DEPT OF DEFENSE

CAGE/NCAGE: OP8J0

Referenced IDV (PIID): GS06F0646Z

Total Contract Value: \$70,006,673.54

Subtier: 97ZS - U.S. SPECIAL OPERATIONS COMMAND (USSOCOM)

Date Signed: Sep 30, 2025

Office: H92415 - HQ USSOCOM

TELESIS CORPORATION

Contract Award

Contract ID (PIID): H9240420F0001

Modification Number: P00010 Reason for Modification: OTHER ADMINISTRATIVE ACTION

Awardee

Details

Contracting Agency

Unique Entity ID:

Award/IDV Type:

Total Dollars Obligated:

Department/Ind. Agency:

Step 3: Register

- You have to register to do business with the FedGov – even FEMA!
- Federal: www.SAM.gov (2-factor authentication)
- Must have your bank account info, NAICS and EIN to start if taxed as an S-Corp. Single LLC's use SS#
- Government assigns a UEI (limited use of DUNS)
- May take 2 weeks or more to be activated to CAGE approval
- Should be NO COST!

Step 4: Prepare/Revise Basic Marketing Materials

- **SBA Profile** (search.certifications.sba.gov) (develop profile and research)
- **Business cards** (government version?)
- **Capabilities Statement** (should be revised for each use)
 - Specific Collateral in Government Contracting
- **Elevator Speech** (government version)
- **Internet Presence**
 - Website: consider a 'Government Services' tab
 - Social Media: Add government focus to online profiles

Step 5: Develop a Business Development Strategy

- Identify 2-5 agencies you want to target
- Identify 20 individuals to target
- Who are the Primes in that industry/area?
- Research conferences, seminars, matchmaking events, pre-bid conferences
- Schedule networking time
- Capture your contacts ("Your List")
- **NEVER STOP NETWORKING**

Step 6: Develop a Government Marketing Plan

- Outline your targets and priorities
- Ongoing market research & networking
- Next Step collateral materials
 - i.e. white papers, presentations, Cap statement
- Social media strategy
- Prime contractor marketing strategy
- Position your “solve the problem” strategy vs socioeconomic certs
- Establish a budget
- Build relationships

Need Government Contracting Services for Your Business?

At the Florida APEX Accelerator at University of South Florida, our Government Contracting Specialists offer **no-cost consulting** to help your business with a variety of needs, including:



- Obtaining Registrations
- Obtaining Certifications
- Marketing to Government and Prime Contractors
- Navigating Conferences and Events
- Contract Administration



Questions? Let's talk.

FLAPEX.org

This APEX Accelerator is funded in part through a cooperative agreement with the Department of Defense.