

# FREE GUIDANCE FROM PROCUREMENT EXPERTS

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## CONTACT US

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 [info@apexnorcal.org](mailto:info@apexnorcal.org)

To learn more,  
visit our website:

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## One-on-One Coaching



Meet with a knowledgeable Procurement Specialist virtually or in-person for confidential assistance with:

- Finding bid opportunities
- Selling to local, state and federal agencies
- SAM.gov
- Small business certifications
- Cybersecurity
- Capabilities statements
- Contract compliance
- Pricing
- Estimating
- And so much more!

## Workshops & Webinars



We host online and in-person trainings covering a variety of contracting topics. You can find both upcoming events and past webinars on our website.

[Upcoming Events](#) 

[Past Webinars](#) 

## Custom Bid Matching



We do the grunt work for you! Get daily emails with solicitations that match your business from 100s of local:

- School Districts
- Transportation Agencies
- Cities
- Counties
- State Agencies
- Utilities
- And many more!

# PROCUREMENT CAN BE A DAUNTING PROCESS

## THAT'S WHY WE'RE HERE!

“ —  
They say 'When the student is ready, the teacher appears'. Norcal APEX Accelerator appeared at the right moment in my life to teach me how we could possibly keep our things in place to work with government. I am now confident to move forward working with government agencies. — ”

- Rupal Asodaria, *Doshi, LLC.*

“ —  
Norcal APEX Accelerator helped me by connecting me to the right sources to understand how to sell to the government. They also provided me a list on how to become certified -- so far we are Small Business and HUBZone certified. We're working on becoming DBE and 8(a) certified. — ”

- Braulio Peralta,  
*Peralta's Machine Shop*

“ —  
Our Procurement Specialist's knowledge of the certification process was invaluable in gaining our certifications. And when I hit bumps in the road to contracting, he knew just where to send me to get the information I needed. It's been invaluable to me to have Norcal APEX Accelerator supporting my small business journey. — ”

- Sophia Zander,  
*Zander Design*

“ —  
Norcal APEX Accelerator helped us get legitimate in the eyes of the government. Navigating the complex registration process can be overwhelming for a small business. My APEX Accelerator adviser coached and guided me through the process. His patience allowed me to complete my work early to move into other critical projects for my business. — ”

- Aaron Fitzgerald, *Mars Materials, INC.*

## APPLY TO BE A CLIENT TODAY!

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3.

Fill out the brief  
application and submit

4.

If accepted, you'll be  
assigned a Procurement  
Specialist who will  
contact you within three  
business days. Your  
Specialist can work with  
you remotely - no need  
to travel to our office!