



Northwest Michigan APEX Accelerator offers a variety of no-cost trainings on many topics related to doing business with local, state, and federal government.

CORE TRAINING CLASSES:

Our core courses cover the basic fundamentals of government contracting. They provide an introduction to businesses that are new to the federal marketplace and a good refresher for those already selling to the government. These sessions are offered on a regular basis or can be scheduled to fit your needs.

TRAINING NAME	TOPICS DISCUSSED	FORMATS
Introduction to APEX Accelerator	What is APEX Accelerator and What Can We do For You?	Virtual / In-Person
Selling to Uncle Sam—Doing Business with the Federal Government	Understanding the Government Marketplace	Virtual / In-Person
Market Research	Who buys what you sell? How do they buy? Where to find opportunities?	Virtual / In-Person
Marketing Your Business to the Government	Best Practices for Marketing to the Government and Primes	Virtual / In-Person
Understanding and Responding to Government Opportunities	Reviewing and Responding to Federal Solicitations	Virtual / In-Person
Federal Acquisition Regulations (FAR)	Understanding the Basics of the FAR	Virtual / In-Person
Selling to the State of Michigan	What Does the State Buy and Who Does the Buying	Virtual / In-Person

Visit nwm.org/APEX for a list of scheduled trainings and events or contact us to arrange for an individualized training session to meet your schedule.

The Northwest Michigan APEX Accelerator is funded in part by the Michigan Economic Development Corporation (MEDC). The APEX Accelerator is funded in part through a cooperative agreement with the Department of Defense.



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À LA CARTE / ADVANCED TRAINING CLASSES:

TRAINING NAME	TOPICS DISCUSSED	FORMATS
Doing Business with the Department of Defense	CPARS, JCP, ITAR, EAR, CMMC, SPRS and WAFF	Virtual / In-Person
Government Contract Administration	Understanding and Complying With Your Government Contact	Virtual / In-Person
Subcontracting and Teaming	eSRS, ISR, CPSR, and Limitations on Subcontracting	Virtual / In-Person
SBIR/STTR	An overview of the SBIR/STTR Program: America's Seed Fund	Virtual / In-Person
Getting the Most From Your Daily Bid Match Service	Discussion on How to Maximize Your Potential With PTAC's Daily Bid Match Service	Virtual / In-Person
Doing Business With Specific Agencies	In-Depth Look at the Needs, Regulations, and Processes of Selling to Specific Agencies <small>(Requires cooperation of Agency)</small>	Virtual / In-Person

Not seeing what your looking for? Northwest Michigan APEX Accelerator is happy to deliver no-cost, customized classes that are based on your company's needs and focused trainings tailored to specific departments within your organization (e.g. accounting, packaging and shipping, business development, etc.). Contact your local APEX Accelerator for more information.

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