



MARYLAND APEX ACCELERATOR ANNUAL ROUNDTABLE

JANUARY 2025

<https://www.marylandapex.org/>

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00:00:09.650 --> 00:00:28.409

Yasmin Razaq: Okay, good morning, everybody. And welcome to the annual Maryland Apex Accelerator roundtable selling to the Government in 2025. Glad you could join us on this chilly morning. I'm your host, Yasmin Razak, and I'm the marketing and training coordinator here.

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00:00:28.550 --> 00:00:51.740

Yasmin Razaq: Today's event is slightly different from our usual training because it is based on your questions over the past year, on state, local and federal government contracting. We're also going to hear a fantastic success story from one of our clients, Kim Ali, who will share her story with us, which I'm sure you're going to find very inspiring.

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Yasmin Razaq: I do have to let you know that this event is being recorded and will be available on the Maryland Apex Accelerator website and Youtube Channel

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00:01:03.040 --> 00:01:23.320

Yasmin Razaq: at the Maryland Apex Accelerator. It is our mission to help Maryland businesses to compete in federal, State and local government procurement processes. Our services are no cost to you. All you need is to have a business that is registered in the State of Maryland.

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00:01:23.470 --> 00:01:43.540

Yasmin Razaq: So if you think you need advice, please register on our website [marylandapex.org](https://www.marylandapex.org/), and if you've been canceled before. But you just need further help. Please email your counselor to request another meeting. And there you see on screen, you know, the lovely looking team.

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00:01:43.890 --> 00:01:54.109

Yasmin Razaq: even if I say so myself. Most of us are here today. So hopefully, you know, this is a great opportunity to get to know us a little bit better.

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00:01:54.970 --> 00:02:07.899

Yasmin Razaq: and just over to review a little bit. You can learn a little bit about how we are structured. We're hosted by the University of Maryland College Park, and we've been open since 2,002,

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00:02:08.180 --> 00:02:31.910

Yasmin Razaq: and since then we've helped over a thousand clients win awards of up to 45 billion dollars. Of course, as many of you know, we are funded by the Department of Defense Office of small business programs. And we changed our name back in 2022 from the Ptac to the apex accelerators. There are many of us across the country. There's 96 at the moment.

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00:02:31.970 --> 00:02:56.240

Yasmin Razaq: and we all come under the professional association napex in case you are interested in that, there's some numbers for you over the last year. We've helped nearly a thousand businesses win awards of up to 162 million dollars. And obviously we host and participate in many events across the State.

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00:02:56.570 --> 00:03:23.549

Yasmin Razaq: We offer counselling. We offer training and outreach. And we also have a bid match program. So there's lots of ways for us to help you with resources and expertise and connections. So that's why you should take advantage of working with us. Okay. So before we get started with the 1st question, I would just like the team to just very briefly, go around the room and introduce yourselves. Pam. Would you like to start.

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00:03:23.870 --> 00:03:24.620

Pamela Minor: Sure

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00:03:24.900 --> 00:03:46.100

Pamela Minor: I'm Pamela minor, as it says on the screen. I have been with the the Apex accelerator for roughly 9 years in a on and off kind of position, and I've been in government contracting for well over 30 years. I owned and operated my own. It government contracting business.

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00:03:46.220 --> 00:03:51.909

Pamela Minor: I had all the boxes check for the woman owned 8 a.

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00:03:52.180 --> 00:03:56.319

Pamela Minor: I had everything but hubzone, and and this this veteran

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00:03:56.981 --> 00:04:02.400

Pamela Minor: so I I know the programs from being in them as well as helping people

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00:04:02.830 --> 00:04:04.900

Pamela Minor: get get assigned to them.

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00:04:06.350 --> 00:04:09.510

Yasmin Razaq: Thank you, Pam Amina. Would you like to go next.

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00:04:11.050 --> 00:04:37.440

Ameenah Parson: Good morning, all again. My name is Amina Parson, and I have been in the government contracting space for almost 20 years, specifically assisting and supporting program managers, mostly at the Dod level in writing acquisition documents as well as awarding contracts. And so now I'm on this side of the house to assist businesses, and understanding that process.

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00:04:37.660 --> 00:04:43.890

Ameenah Parson: and assisting in in owning government contracts. So glad to be here.

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00:04:44.410 --> 00:04:46.600

Yasmin Razaq: Thank you. Amina. Alex.

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00:04:47.650 --> 00:05:10.549

Alex Peacock: Hi! I'm Alex Peacock. I've been in the government contracting field for about 40 years, 20 of them as a procurement type officer with both private industry, doing government business and with the Government. In the last 20 years of my career I actually was a government contractor. It's

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00:05:10.550 --> 00:05:19.260

Alex Peacock: myself with a company, and I've been with the Apex accelerator. This will be year 3 at this point.

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00:05:19.480 --> 00:05:29.449

Alex Peacock: and I just wanted to sort of leverage my experience in government contracting to help entrepreneurs such as yourself, to be successful.

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00:05:31.140 --> 00:05:34.029

Yasmin Razaq: Thank you, Alex Richard. Would you like to go next.

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00:05:34.180 --> 00:05:50.620

RICHARD PADEN: Sure. Good morning. My name is Richard Payton. I'm a counselor with Maryland apex accelerators. I was never a contracting officer. I have over 30 years of experience, however, in Federal sales, working with contracting officers and all the program managers you can imagine.

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00:05:51.150 --> 00:06:19.349

RICHARD PADEN: So I think I can share with you probably a lot of knowledge about. You know how to use contracts to obtain orders and what contracts you should pursue, and you know how to reach people and things like that. I'm also pretty familiar with the far. I've read it actually, a couple of times. I don't think it's very exciting reading. I don't recommend it to a lot of people. But I actually have a 3 ring notebook I keep in the room. When people ask me, I open it up and read it again to make sure I'm giving the right answers.

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00:06:19.520 --> 00:06:30.119

RICHARD PADEN: One thing about the far is ever changing, so always sign up for things. You know. I'm encouraging to do this. So you are aware of the most recent far situations

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00:06:30.810 --> 00:06:31.700

RICHARD PADEN: any.

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00:06:32.180 --> 00:06:33.130

Yasmin Razaq: It's Richard.

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00:06:33.230 --> 00:06:34.710

Yasmin Razaq: Thank you. Tara.

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00:06:35.550 --> 00:06:51.676

Tara Scott: And I'll bring it on home for the team. My name is Tara Scott, and I have been a government contract and officer prior to joining the Apex Accelerator Center, which I guess I've been here almost 3 years.

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00:06:52.460 --> 00:07:13.309

Tara Scott: so I was in the Gov con space. Also, after I left the Federal Government. I went into the private sector and was the director of contracts at a woman owned small business, so I'd like to say, I bring to you insight from inside the head of a contracting officer. Try to keep you protected

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00:07:13.340 --> 00:07:26.620

Tara Scott: in in ways to kind of navigate the Federal procurement world, and then I feel your pain because I've experienced it being working with a small business. So

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00:07:27.695 --> 00:07:29.950

Tara Scott: that is me in a nutshell.

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00:07:30.470 --> 00:07:44.460

Yasmin Razaq: Thank you, Tara. Thank you, everybody for introducing yourselves. And obviously I'm the training and marketing coordinator. I've been here nearly 7 years, and my background is in journalism, public relations, and marketing.

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00:07:44.600 --> 00:08:02.019

Yasmin Razaq: and most of you know me by my voice. Obviously, because I host most of the Webinars. Well, all the webinars really, that we bring to you, and some of you may have even met me in person, at events, outreach events. So it's great to be able to work with you all again.

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00:08:02.220 --> 00:08:16.399

Yasmin Razaq: All right. So let's get this started. Then, 1st question, what policy changes should I expect under the new administration that could impact government contracting in 2025 Pam, would you like to start this one off.

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00:08:17.000 --> 00:08:17.710

Pamela Minor: Sure

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00:08:17.970 --> 00:08:32.389

Pamela Minor: what you'll we can look for is as we've been hearing. The whole idea of Dei. Diverse equity and inclusion is something that they're moving away from.

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00:08:32.520 --> 00:08:37.860

Pamela Minor: and therefore that will affect the government contracting space.

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00:08:38.059 --> 00:08:40.655

Pamela Minor: It will affect it in a way that

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00:08:41.150 --> 00:08:55.671

Pamela Minor: the as you've seen, even with anyone who's gotten like 8 a certification. Recently, it has gone through things due to the movement, away from more of the from gender and

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00:08:56.340 --> 00:09:00.189

Pamela Minor: race identity kind of situations.

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00:09:01.030 --> 00:09:07.689

Pamela Minor: The good thing is that we've always told you to don't lead with your set asides.

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00:09:07.820 --> 00:09:15.690

Pamela Minor: because that sounds like that's all you have to offer is that you filled out paperwork and got a set aside

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00:09:15.810 --> 00:09:22.999

Pamela Minor: when you should be leading with your strengths, your expertise, and your ability to deliver.

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00:09:23.110 --> 00:09:27.529

Pamela Minor: So that does not change. So if you look at that.

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00:09:27.680 --> 00:09:55.132

Pamela Minor: how do you do a business with the government under that kind of structure that we're moving to. You want to look at the contract vehicles is probably more helpful. So in the

contract vehicles from the Gsa. General Service Administration schedules. You want to look at indefinite delivery and definite quantity contracts. You want to look at

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00:09:55.800 --> 00:10:05.090

Pamela Minor: contracts for subcontracting which these are things we always talked about before. So it doesn't change from that. It's just that

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00:10:05.470 --> 00:10:26.199

Pamela Minor: to focus on the set asides. It was never an ideal position to put yourself in any way. So just look at. How can you deliver? Think about your strengths, think about your capability statement, and how you can differentiate yourself. Make sure your dynamic small business search

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00:10:26.280 --> 00:10:47.309

Pamela Minor: data is up to date, and that has always been a problem for a lot of people. But they've made it easier to be able to go into the dynamic small business search and make sure that you can stand out from the crowd. So remember when the government is asking you questions.

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00:10:47.450 --> 00:11:06.989

Pamela Minor: they asking you because they want the answer. So if you missed the opportunity to give them answers to questions they've already asked you. You are missing the boat, and I would think of it from the standpoint if you didn't think enough of your own company to answer the questions that the Government is asking. How

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00:11:07.200 --> 00:11:11.230

Pamela Minor: how strong are you gonna be in in delivering for them?

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00:11:11.450 --> 00:11:32.909

Pamela Minor: So that's basically in a nutshell. You want to make sure that you have the skill set you want to look at the niches you want to subcontract. You want to look at the mentor protege programs. And that's what, especially in the Dod spectrum. Because that's been a program that they've been pushing and moving for quite some time.

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00:11:32.910 --> 00:11:44.489

Pamela Minor: and they want you to get the experience and exposure to businesses that have already been there and done that. So that's your best the best

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00:11:44.660 --> 00:12:02.220

Pamela Minor: avenue is the avenue you should have always been taking anyway, strengthening your qualities, your calls and whatnot, and making sure that you can respond to them in that fashion, you want to be able to have the networking skills that you need to be able to connect and make those connections.

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00:12:03.850 --> 00:12:05.079

Yasmin Razaq: Thank you, Pam.

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00:12:05.600 --> 00:12:08.720

Yasmin Razaq: Anybody else like to chime in on that one.

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00:12:08.720 --> 00:12:19.399

RICHARD PADEN: Yeah, I'd like to just add one thing, Pam, I thought that was very good. By the way, but one thing that I was fairly recent. 2 weeks ago, they announced the Sba final rule.

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00:12:19.400 --> 00:12:39.160

RICHARD PADEN: Now a final rule is when a idea has been sent out to the Government by the government to the general population, and everybody has a chance to comment on it and come back, and then, after they get the return, then they, you know, review it, and then they come up with a final rule. And that final rule is basically automatically approved

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00:12:39.160 --> 00:12:46.719

RICHARD PADEN: and will become part of the far during the year, but we can't guarantee any date. But the significance of it was this.

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00:12:47.450 --> 00:13:01.000

RICHARD PADEN: Pam was right, that it's difficult for a small company, particularly minority companies, to succeed when they're getting it. It's more and more difficult. Now that we have all this automation, AI will be writing wonderful proposals much better than I could have ever written.

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00:13:01.100 --> 00:13:12.309

RICHARD PADEN: But what it gives you the opportunity to do is to allow another small business, not a person, but a business, a small business to buy into your company like

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00:13:12.550 --> 00:13:35.019

RICHARD PADEN: up to 30%, you don't have to sell them 30%. You could sell them 10% or whatever. Okay. But the thing is, they may be doing 20 million dollars. Have a lot of great past performance, learned how to overcome some hurdles you haven't encumbered yet, and they will now be part of your company. So when you go forward with your past performances, this is like a new Jv, actually.

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00:13:35.280 --> 00:13:35.820

RICHARD PADEN: so could that

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00:13:35.820 --> 00:13:55.210

RICHARD PADEN: now that company is now an owner of your company, so their past performances are part of your past performances. So now, if you do make the option to just sell a portion of it. You'll have that benefit. Look for that to become active during the year. In the meantime you can achieve this benefit by forming joint ventures.

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00:13:55.350 --> 00:13:56.260

RICHARD PADEN: that's all.

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00:13:57.500 --> 00:13:59.280

Yasmin Razaq: Okay, thank you for that.

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00:13:59.520 --> 00:14:02.939

Yasmin Razaq: All right. Well, we'll move on to our next question.

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00:14:03.070 --> 00:14:19.059

Yasmin Razaq: Is there anyone that can help me with Sam? I am, Sam registered, but I need assistance in making sure that I responded to all the questions correctly. Who at your organization can assist, and what help can I expect to receive

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00:14:19.200 --> 00:14:21.510

Yasmin Razaq: Amina? Can you tackle this one.

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00:14:21.510 --> 00:14:38.350

Ameenah Parson: Sure. So in regard to this particular question, it sounds like they have already registered, and they're looking for assistance on those next steps in responding to questions. And so some of those follow up questions.

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00:14:38.530 --> 00:14:51.570

Ameenah Parson: Some examples of those would be that you may be asked for to verify entity information. Yes, we can assist you in understanding and walking you through how to do that.

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00:14:51.710 --> 00:14:55.859

Ameenah Parson: correcting any discrepancies in your submission

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00:14:56.550 --> 00:15:06.940

Ameenah Parson: as well as updating. Any of your certifications. They that may be another follow up question that you may see. You may have to provide proof

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00:15:07.970 --> 00:15:11.219

Ameenah Parson: on the renewal of those certifications down the road.

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00:15:11.510 --> 00:15:17.969

Ameenah Parson: and then what I've also seen is for it related contracts. You may be asked about

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00:15:18.540 --> 00:15:22.469

Ameenah Parson: compliance in regard to cybersecurity standards.

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00:15:23.340 --> 00:15:34.410

Ameenah Parson: And so those are some of the things that we can walk you through now on the flip side. If you have not registered in Sam, we can also assist you. With that

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00:15:34.620 --> 00:15:35.770

Ameenah Parson: as well.

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00:15:36.370 --> 00:15:57.239

Ameenah Parson: mostly for the clients that I work with who are not currently registered in Sam. I'll have them share their screen and walk them through the registration process from there. Typically, it's important to have that notice from the Irs that will include your Ein information.

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00:15:57.360 --> 00:16:26.290

Ameenah Parson: An important thing to note is that you want to ensure that what is in that notice is reflected in your Sam registration to include any spacing, any commas. And if you had any typos that are reflected in the Irs notice, it's still you still may need to include that in your same registration due to the fact that your same registration will not go through if those discrepancies are found.

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00:16:26.786 --> 00:16:32.919

Ameenah Parson: So those are some of the things that I've assisted clients with, and I can assist you with going forward.

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00:16:34.590 --> 00:16:41.549

Yasmin Razaq: Thanks, Amina. Anybody else like to offer what they their strategy is with Sam registration.

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00:16:43.910 --> 00:16:54.140

Pamela Minor: I would suggest that. Make sure you download the list of documents that they want you to have so that you have them available. You want them

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00:16:54.330 --> 00:17:16.450

Pamela Minor: available on your drive or on a on a disk kind of thing, so that you can have them ready avail if you have them available, looked at the list. You don't want to just register. Get in, Sam, and then find out. Oh, I gotta have this. I gotta have that. So the best way is to identify what you need to have before you even log on and have that available.

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00:17:19.200 --> 00:17:44.220

Yasmin Razaq: Thanks, Pam, and I also want to let you know that Pam and our intake coordinator, Michael will be doing a live demonstration on registering in Sam, I believe we have it scheduled for April. And that will. They will walk you through some of the obstacles or pitfalls to look out for. So look out for that training on our calendar.

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00:17:45.250 --> 00:18:00.660

Yasmin Razaq: Alright, thank you. All right. The next question, how can I leverage market intelligence, tools or resources to identify federal, State and local contract opportunities. Alex, can you tackle this one? Please?

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00:18:03.430 --> 00:18:09.779

Alex Peacock: Yes, to make sure, I fully understand the question. There are a ton of

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00:18:09.900 --> 00:18:14.169

Alex Peacock: private sector marketing sort of tools.

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00:18:14.330 --> 00:18:25.942

Alex Peacock: We here at the Merlin Apex accelerators. We don't endorse any of those at all, because they can come with a very high subscription price, which is very hard for

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00:18:26.730 --> 00:18:38.899

Alex Peacock: new companies to be able to afford. However, there are a lot of different ways. You can get marketing intelligence on your own which is free of cost.

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00:18:39.100 --> 00:19:02.199

Alex Peacock: It does require a lot of effort on your own part. One of those is using [usaspending.gov](https://www.usaspending.gov), which is a Federal government website which you can put in your Nacs codes, and look up the awards that have been made over the recent years for the types of goods and services that you sell.

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00:19:02.500 --> 00:19:05.183

Alex Peacock: You can also go use

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Alex Peacock: [acquisition.gov](https://www.acquisition.gov) to look for various Federal agency procurement forecasts, to look for opportunities that will be put out during that agency's physical year.

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00:19:20.430 --> 00:19:41.560

Alex Peacock: and the key is really just. I call it the old fashioned old school. Networking is once, you know, about an opportunity. You have to start finding the points of contact in those agencies, to be able to begin the process of trying to build a business relationship with them.

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00:19:41.750 --> 00:19:47.820

Alex Peacock: letting those points of contact. Know who you are, what your company's capabilities are.

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00:19:48.486 --> 00:19:52.989

Alex Peacock: There are ways to try to find out about what their mission is.

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00:19:53.240 --> 00:20:11.519

Alex Peacock: Check. Look them up on social media, such as LinkedIn, and try to find out what their role in the agency is. Try to even join some of the if. It's not too costly. Maybe any of the professional associations that the

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00:20:11.820 --> 00:20:13.880

Alex Peacock: the points of contact

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00:20:14.060 --> 00:20:31.489

Alex Peacock: might use to be able to get to know these folks more organically. So you can get to meet them without going through or feeling as if you're putting a hard press on them to sell your goods and services to them

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00:20:31.700 --> 00:20:37.140

Alex Peacock: but once you are networking with them, find out about

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00:20:37.620 --> 00:20:51.649

Alex Peacock: what their needs are. Let them know what your company's capabilities are, and what the value propositions that you bring forward to them, to be able to help them to meet their mission.

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00:20:54.680 --> 00:20:55.810

Yasmin Razaq: Thanks, Alex.

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00:20:56.120 --> 00:20:58.579

Yasmin Razaq: Anybody else. Use any tools.

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00:20:58.580 --> 00:21:07.022

Tara Scott: Yeah, I I love it. Thanks, Alex, for that. The I think what I also heard is, how do you leverage some of those tools.

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00:21:07.480 --> 00:21:35.149

Tara Scott: So when you're looking at a procurement forecast you want to make sure that you look at who is the incumbent contractor? If it if they provide you that information. Why do you want to know that? Because you want to know who your competition is? And if you have, you know, relationships maybe built with that prime. By all means you should be reaching out to them to see how you can be maybe part of their team.

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00:21:35.974 --> 00:21:39.209

Tara Scott: You also want to look at what phase

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00:21:39.350 --> 00:21:44.770

Tara Scott: that the contract or the pending, I guess opportunity is in.

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00:21:45.270 --> 00:22:01.740

Tara Scott: If you're responding to a request for information from the government agency. Then, you know, you don't have to really prepare a full on proposal, because the Rfis or source of sought notices are done during the Government's market research phase.

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00:22:01.940 --> 00:22:12.429

Tara Scott: So I would say, leverage all of your intel to help you decide if that is an opportunity that you want to target.

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00:22:14.170 --> 00:22:16.050

Alex Peacock: Very good, excellent, yes.

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00:22:16.482 --> 00:22:18.600

Yasmin Razaq: Thank you. Thank you for that. Tara.

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00:22:18.770 --> 00:22:20.900

Yasmin Razaq: Okay, next question.

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00:22:21.340 --> 00:22:30.079

Yasmin Razaq: what are the latest cyber security compliance requirements such as Cmmc Updates that government contractors must meet.

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00:22:30.370 --> 00:22:32.369

Yasmin Razaq: Richard. Can you tackle this one.

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00:22:32.580 --> 00:22:53.949

RICHARD PADEN: Sure. So let me just repeat this. So it's we're talking about cmmi, or excuse me. Cmmc, see, we need to repeat it. Cmmc, 2.0. That is different from Cmmi. A lot of people don't understand that. It's a different standard. This is the cyber security maturity model certification, it became effective on December 16.th

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00:22:54.030 --> 00:23:07.469

RICHARD PADEN: Now, that's great. But who does it apply to? Okay, this really applies to all companies in the aerospace and defense supply chain based on the types of data they handle and the security requirements they need to meet.

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00:23:07.570 --> 00:23:12.909

RICHARD PADEN: So remember it. Everybody in essence is in the defense supply chain

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00:23:13.030 --> 00:23:26.169

RICHARD PADEN: at 1 point or another. Some of you aren't there yet, but you will get there, so you will need to have it in aerospace. But you can still do a lot of business without Cmmc. And a lot of civilian agencies. As a matter of fact, 90% of them

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00:23:26.170 --> 00:23:43.359

RICHARD PADEN: right now, there are only 2 that are really into Cmmc. And those 2 are NASA and homeland security. The others are still not really requiring it, and neither and homeland security is not requiring them on all of their contracts, just those that would deal with sensitive data.

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00:23:43.919 --> 00:24:10.710

RICHARD PADEN: So that's what it is. There are 3 levels. There's a fundamental level which they call foundational level. It's your basic protection. And it just is that you're taking. There's 8 questions you have to answer. It's pretty straightforward, and it doesn't require too much

overhead on the behalf of the company. But you know just practices to make sure that your unclassified data is secure.

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00:24:10.810 --> 00:24:28.939

RICHARD PADEN: Now I'm going to give you one of the big loopholes the Chinese have taken great advantage of. They're very smart people. They've got some wonderful AI tools. And so a lot of people have some clients. And they said, Well, I'm not too worried about Cmc. Because my guys all over work all work at Fort Meade, and I do all the books, everything in my office in Columbia. I said, Oh, yeah.

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00:24:29.090 --> 00:24:55.840

RICHARD PADEN: Well, I'm sure you're right. By the way, can I ask you about your accounts payable? Do you make any note on there about the project code they're working on? Well, yeah, we do. Well, the Chinese are able to figure out by looking at everybody's records how many people are working on a project by code, and then, after a while, they're able to figure out what that code stands for. So even though it doesn't appear that it's sensitive information. That's why this is for unclassified information

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00:24:55.840 --> 00:25:20.110

RICHARD PADEN: things we don't normally think of as being classified. That's what this Cmmc is all about. So they've done all sorts of amazing things, including replicating a jet, a fighter jet from unclassified information. That's level one. And that's going to be 90% of the small businesses, really. And then we go up a step which is more level 2 which advance it's called general protection of classified irritation.

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00:25:20.110 --> 00:25:42.700

RICHARD PADEN: It will require a 3rd party assessment. There are exceptions where you can be a self assessment if you're in the industry. Okay, but the 1st one level one, you can do the assessment all on your own level. 2 is more arduous, and you will know if you're in that market because you're already a contractor, and you already are working with some data, and you're probably working on defense or aerospace contract

129

00:25:42.770 --> 00:25:59.140

RICHARD PADEN: and then level 3 only a handful, and I mean a handful, like I think they've estimated 23 companies will be required to get it, and these are the giants. These are the guys like the Northrop Romans, who have hundreds actually think they in a presentation. They said, 1,500 subcontractors.

130

00:25:59.280 --> 00:26:11.950

RICHARD PADEN: So they have to be careful at that level, very careful of, you know, making sure that everything's protected. Now, the irony of this, which I think might be a killer for us is that

131

00:26:13.480 --> 00:26:23.150

RICHARD PADEN: the large, the prime contractor, is responsible for all of all of his, his employees and his subcontractors

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00:26:23.490 --> 00:26:27.559

RICHARD PADEN: being cautious and careful and compliant with Cmmc.

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00:26:28.340 --> 00:26:36.610

RICHARD PADEN: so if you screw up okay, and I'm not saying you screw up. But you make a mistake you've got. They find information from you. You're a little guy.

134

00:26:37.220 --> 00:26:41.620

RICHARD PADEN: you're in trouble. But the guy who really cares is the prime contractor

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00:26:41.900 --> 00:26:46.139

RICHARD PADEN: because he's likely to lose the contract, and when he lose the contract you're out of a job.

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00:26:46.500 --> 00:27:15.669

RICHARD PADEN: So be aware, take it seriously. You don't need to worry about it. Most part we're level one. It's a few questions. It wouldn't hurt you at all to view it. Just so on your capability statement, you can say, Cmc level one certified. That would be a big, positive step. Okay. So I encourage you to go forward and get Cmc, I want to tell you about a couple one loophole in particular. Everything about the government's really cool, because, no matter what they say, there's always a loophole. So the loophole in this one is called a poem.

137

00:27:15.770 --> 00:27:32.290

RICHARD PADEN: So a poem is a plan of action and milestone and poems will be granted for specific requirements that allow business to obtain conditional certification for up to 180 days. So if you have a valid reason why you couldn't complete your certification.

138

00:27:32.410 --> 00:27:40.220

RICHARD PADEN: you can apply for a exception, and that would be granted for up to 180 days or 6 months.

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00:27:40.800 --> 00:27:46.910

RICHARD PADEN: So that's pretty much the newest with Cmmc 2 and Cmmc 2.0.

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00:27:48.120 --> 00:27:51.310

Yasmin Razaq: Thank you so much, Richard, and I just want to add that

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00:27:51.380 --> 00:28:19.199

Yasmin Razaq: Cmmc and cyber security related issues is a priority for Dod and for the apex accelerator. So we will be offering lots of trainings throughout the year. So keep your eye out on a training calendar, and I'd also recommend that you check out an organization called Project Spectrum, who are against, who are again tied in with what the apex accelerator goals are, and they specialize in helping companies get

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00:28:19.543 --> 00:28:28.270

Yasmin Razaq: certified and and compliance. So I believe Tara posted the link to that website in the chat. So you can have a look at that as well.

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00:28:29.280 --> 00:28:41.570

Yasmin Razaq: Okay, what procurement vehicles or contract types such as Gsa schedules, gwax, should I target for competitive positioning this year? Tara, can you take this one.

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00:28:41.840 --> 00:29:08.170

Tara Scott: Sure. If you're a company. That is a small business doing professional services. I bring you good news that oasis plus which is on the Gsa. Multiple Awards. Schedule is going to be reopened for onboarding this summer. So oasis plus is is a vehicle

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00:29:08.170 --> 00:29:22.329

Tara Scott: for small businesses. Again, in the professional and other service contract labor standards covered for services it's organized by, you know, the related Naics codes.

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00:29:22.450 --> 00:29:37.770

Tara Scott: So this is similar to what oasis is, which was awarded on December 19.th So the Gsa. Put out the 1st round of Awardees. There were about 1,300 awardees that were made.

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00:29:38.020 --> 00:29:50.430

Tara Scott: but again, they're going to be on ramping and opening up the solicitation this fiscal year, I was told, you know, maybe the summertime. So

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00:29:50.570 --> 00:30:05.480

Tara Scott: I would encourage you, and I'm gonna put in the chat. You can go to Gsa's interact, which will give you some. Really, you know, the latest and greatest on oasis plus. That's a good vehicle.

149

00:30:05.700 --> 00:30:11.639

Tara Scott: the other one, if you're in the it. Space is NASA Soup 6.

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00:30:12.000 --> 00:30:40.339

Tara Scott: This one has had some challenges. They've been trying to award 6 now for for a while, but it's still out there on the streets, and I was told that the solicitations are upcoming. I believe February 17, th for that response to the government for NASA Soup 6, which is a catalog type style of it services. So anytime you're

151

00:30:40.690 --> 00:30:50.229

Tara Scott: you know, you're you're thinking about contract vehicles. You have to know what your business is to see if they are applicable to you.

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00:30:50.480 --> 00:30:55.049

Tara Scott: Not only at the Federal level, you might wanna look

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00:30:55.730 --> 00:31:21.299

Tara Scott: for Maryland's master contracts, so I'll put the in the chat. How you can find Maryland's master contracts that are out there right now. Caps plus is the big one for it. Which has a similar style as Gsa, the on board. Right? So when I say onboarding, I mean, you have to respond to the Government's original solicitation.

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00:31:21.460 --> 00:31:26.970

Tara Scott: So I encourage you all. If you find one of those Gwacs of interest

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00:31:27.120 --> 00:31:46.519

Tara Scott: that you go on, if it's Federal, go on sam.gov, and look for the solicitation, or if it's Gsa. By all means, Gsa will give you information. So those are the 2 big ones that are out there in the Federal space for gwax, that you should keep your eyes open.

156

00:31:48.960 --> 00:31:50.040

Yasmin Razaq: Thank you.

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00:31:50.040 --> 00:32:19.089

RICHARD PADEN: Yeah, can I add to that one thing? Everything Tara said was absolutely correct. But I want people to understand why they're having this onboarding is because the small business were so successful. They outgrew their Nace code standards so they can't rebid as small businesses, so they need more small businesses to replace those who've already been successful, who can't bid on the following contracts. So the particular one there, the oasis is a great one to jump on, because outstanding success.

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00:32:20.900 --> 00:32:22.099

Yasmin Razaq: Thank you, Richard.

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00:32:24.910 --> 00:32:43.049

Yasmin Razaq: Okay, what are the best upcoming industry events or networking platforms to build relationships with Federal and State procurement officers and prime contractors. This is something. This is a question we get asked a lot. So Amina, can you start off on this one? Please?

160

00:32:43.210 --> 00:33:03.059

Ameenah Parson: Sure thing, there's quite a few, so I'll name a few that just for the sake of time. But one that I highly recommend is the Maryland ready set, grow workshops, and those are put on by the Governor's office for small minority and women business affairs.

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00:33:03.160 --> 00:33:14.750

Ameenah Parson: And it's a great networking event, where not only can you meet other business owners, but you can also meet buyers on the State of Maryland level.

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00:33:14.910 --> 00:33:17.284

Ameenah Parson: And so the next event. That's

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00:33:17.880 --> 00:33:24.390

Ameenah Parson: that the workshop is going to be held at will be in March, actually march the 6th

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00:33:25.155 --> 00:33:28.369

Ameenah Parson: at the Horseshoe Casino in Baltimore.

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00:33:29.540 --> 00:33:38.459

Ameenah Parson: There's also meet the primes. I always suggest just staying on the radar for those events.

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00:33:38.640 --> 00:33:50.510

Ameenah Parson: The registration for 2025 will open up in July, and that's a really great way to meet prime contractors and start networking. With them.

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00:33:51.910 --> 00:33:55.330

Ameenah Parson: Also there is the Fort Meade Alliance.

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00:33:55.640 --> 00:34:06.649

Ameenah Parson: and with them they provide a small business conference which is going to be held February 27.th So I highly suggest registering

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00:34:06.800 --> 00:34:12.659

Ameenah Parson: for that and specifically the focus there would be on

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00:34:13.409 --> 00:34:19.310

Ameenah Parson: leveraging relationships between those buyers that are at Fort Need.

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00:34:20.120 --> 00:34:25.580

Ameenah Parson: and they also have a program that where they bring on

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00:34:25.840 --> 00:34:29.049

Ameenah Parson: vendors who are interested in doing business at Fort Meade.

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00:34:29.190 --> 00:34:32.120

Ameenah Parson: So it's something definitely to keep on your radar.

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00:34:32.760 --> 00:34:41.219

Ameenah Parson: And the last one I'll mention is the Central Maryland Chamber of Commerce. They're specifically having a legislative day

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00:34:41.560 --> 00:34:48.070

Ameenah Parson: in Annapolis, and that will be on January 21.st So that will be another great networking event.

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00:34:52.800 --> 00:34:53.189

Yasmin Razaq: Thank you.

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00:34:53.199 --> 00:34:53.819

Ameenah Parson: Have.

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00:34:54.000 --> 00:34:58.909

Yasmin Razaq: Thanks. Thank you, Amina. That's a great comprehensive list. Anybody else have any events that

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00:34:59.070 --> 00:35:01.939

Yasmin Razaq: they particularly like or like to recommend.

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00:35:04.319 --> 00:35:16.880

Tara Scott: No. I did want to just point out that on our website, Yasmin has done a great job and we also post some outreach events. So I put our website and the link to outreach events.

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00:35:18.680 --> 00:35:27.189

Ameenah Parson: Thanks. Dara. Yes, and the team also speaks regularly at outreach events.

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00:35:27.330 --> 00:35:46.420

Yasmin Razaq: So we do try to get out there and make sure that we are in touch with not just meeting potential apex accelerator clients, but also networking with agencies and primes as well, so that we can build those relationships for you guys. So thanks again for your input

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00:35:47.400 --> 00:35:58.229

Yasmin Razaq: okay. So now we come to the part of the presentation where we talk to one of our clients who's has a great success story.

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00:35:58.290 --> 00:36:19.300

Yasmin Razaq: I'd like to introduce our special guest. Her name is Kim Alley, and she's the CEO of Kim Alley, consulting, which is an Sba certified service. Disabled veteran owned small business that specializes in organizational development, employee wellness and leadership, coaching

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00:36:19.420 --> 00:36:32.149

Yasmin Razaq: her firm has partnered with Federal agencies like the Department of Veteran Affairs, Health and Human Services, NOAA and the Department of energy, delivering wellness solutions

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00:36:32.260 --> 00:36:51.030

Yasmin Razaq: as an apex accelerator client. Kim has worked closely with her counselors to achieve her contracting goals, including recently securing a spot on the GSA. Schedule. So let's get to know Kim and ask her about her inspiring journey. So Kim, feel free to unmute yourself and welcome.

187

00:36:51.220 --> 00:36:53.450

Kym Ali: Hi, Yasme! Can you hear me?

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00:36:53.710 --> 00:37:18.019

Yasmin Razaq: Yes, I can hear you very well. Thank you again for joining us today. It's such an honor to have one of our clients come on and talk about how well they're doing. We find it very inspiring, not just for our clients, but also for us, you know. Sometimes you get caught up in the weeds of doing the day to day grind of the work that when somebody actually achieves something it really lifts your day. So thank you.

189

00:37:18.020 --> 00:37:30.210

Yasmin Razaq: so we'll start off by asking you what inspired you to establish your business in 2021. And what were some of the early challenges you faced when you were entering the government contracting space.

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00:37:30.560 --> 00:37:54.289

Kym Ali: Yeah, well, 1st of all, Yasmin is a pleasure to be here and welcome everyone, and so many people might not know this. You might know it now from my new branding, but I came from a nursing background, and I even worked overseas, and after an unfavorable experience in the corporate world, I said, you know what I can't do this anymore. I need to have my own business.

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00:37:54.370 --> 00:38:12.389

Kym Ali: But unfortunately it wasn't something that I was able to do immediately. I had to work my way up to it, and I still worked as a nurse when I came back to the States, and I bootstrapped my business, so started off in the commercial space that was kind of hit or miss.

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00:38:12.390 --> 00:38:39.099

Kym Ali: and so I was in I was at the hospital one day on my lunch break. It was a crazy day at the hospital, and I'm like, I can't do this anymore. I have to leave nursing, and I don't know if the Facebook algorithm heard me, but I'm scrolling. And then I get this advertisement for a boot camp. It was a boot camp on how to learn government contracting, but at a very high level.

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00:38:39.400 --> 00:39:04.070

Kym Ali: So I signed up for the workshop, and I said, You know what. Let me test this. Let me see if it works. And so, while I was in the program, it was only 2 months. But while I was in the program I did a Rfp. For a city opportunity. It was for the city of Minneapolis, and I won. That was my very 1st time bidding on an opportunity, and I won with the support of this course.

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00:39:04.070 --> 00:39:18.209

Kym Ali: And so, Yasme it was, for you cannot believe how much it was, for it was \$23,000 for a 1 h training, and I'm like, Oh, no, like I. I have to master this like I can't leave all this money on the table.

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00:39:18.210 --> 00:39:36.639

Kym Ali: and so I wanted to learn Federal contracting, and I'm sure most of you know on the call. Federal contracting is a beast. It is an animal, and if you don't know what you're doing. You'll waste time, energy, and your resources. And so that's when I came to back. Then it was apex. But now

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00:39:36.800 --> 00:40:00.310

Kym Ali: I'm sorry, Ptac. It's Ptac back then, and I came because I was just lost. I didn't know what to do, where to start. I didn't know any of the acronyms, and so now my coach is Tara Scar. Shout out to Tara, and she's been super helpful. And so for those of you listening. If you're not currently working with the Apacs. They can help you do everything they can help. You

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00:40:00.310 --> 00:40:14.029

Kym Ali: figure out what your Naic codes are. I saw a lot of questions about registering in Sam's they can help you get your capability statement together they can help you narrow down who buys your services.

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00:40:14.030 --> 00:40:20.030

Kym Ali: And so in a nutshell. That's pretty much my journey, and how I got into Federal contracting.

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00:40:20.500 --> 00:40:35.620

Yasmin Razaq: Okay, well, that's great. Thanks for giving us a background on that obviously very different background from the challenging career of nursing. And, you know, shout out to people in that industry, especially what you guys have been through in the last few years was pretty horrendous.

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00:40:35.620 --> 00:40:56.970

Yasmin Razaq: and for you to come out and go in a completely different direction and get success there. So kudos to you, and yes, kudos to. Of course, your counselor Tara, who nominated you for the success story, and before you had Tara you had Akisha, who is no longer a counselor with us, but she still teaches for us. So you've been in very good hands.

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00:40:56.970 --> 00:41:13.729

Yasmin Razaq: Okay, so let's talk about some of your successes. Then you've partnered with prominent Federal agencies like Department of veteran affairs and Hhs. Can you share a milestone project or a success story that stands out from your Govcon journey?

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00:41:14.070 --> 00:41:24.770

Kym Ali: Absolutely so. The Va is the largest contract we have right now, that is a little over 2 million. So we're really happy when we landed that.

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00:41:24.950 --> 00:41:29.620

Kym Ali: and what I can say is, it is hard bidding right? But

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00:41:29.850 --> 00:41:52.370

Kym Ali: what you do is you do well right, because people already think that small businesses can't do the work, especially if you are a disadvantaged or minority owned business. They already have suspicions about the quality, and so with the Va. We came in, and we did exceptionally well. And so the 1st year it was around mental health and wellness.

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00:41:52.560 --> 00:42:08.440

Kym Ali: and we managed to increase their Aes scores the previous year. They were at a 59 overall, and then we managed to get them up to 77, which is, which is really great, and it speaks to the quality of our work.

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00:42:08.440 --> 00:42:32.369

Kym Ali: And so, because it's a multi-year project, they extended us for option year one. And so it's evolved. And so we are now doing work in terms of organizational help. Again we talked about. There's a new administration change coming in, and a lot of agencies are nervous to be honest, people are leaving. They don't know what executive orders might look like.

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00:42:32.370 --> 00:42:40.160

Kym Ali: so we're just helping them navigate that transition. So I would say, that's probably the biggest success story that we've had so far.

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00:42:42.050 --> 00:43:11.009

Yasmin Razaq: Okay, that's incredible. And you're right about mentioning people, you know. Change is always a worry for most people. I never, you know. Some people say, Oh, I love change, just throw it at me or whatever. And I'm like, Yeah, really, do you really, a lot of us don't want to move out of our comfort zone. So yeah, it's good that you pointed that out. And the nature of your business helps people to embrace that and gives them the tools to deal with that. So along.

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00:43:11.010 --> 00:43:28.199

Tara Scott: I have a question. Can I just jump in? And, Kim, I loved your story with the Va. Do you mind sharing with everyone? Kind of how did you target? Va, what did you do? And who did you talk to?

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00:43:28.330 --> 00:43:38.149

Tara Scott: To land that contract? And I'm I'm sharing what you share with me about doing the some training. One little thing for one us taboo office. So just.

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00:43:38.150 --> 00:44:02.559

Kym Ali: Oh, okay, okay, so that's actually another agency. This, yeah, this department is relationships. And I was gonna touch on that guys, this business is all about relationship, right? I know there are the Fars and this and that, but at the end of the day people do business with who they know, like and trust. And so now is the perfect time. This is the beginning of the second quarter.

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00:44:02.560 --> 00:44:21.299

Kym Ali: This is when market research is happening, this is when industry day events are happening and so getting in front of people, getting people to know you. What is your unique differentiator in the market? And how can you provide value to the organization? I think that's the key. And that's how we were able to land the Va contract.

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00:44:24.380 --> 00:44:27.779

Yasmin Razaq: Thank you and Tari. Yes, I I was going to ask you it

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00:44:28.110 --> 00:44:51.189

Yasmin Razaq: at the end of this chat about your input of personally working with Kim. So I will come back to you on that. So thanks for for joining in there. Let's talk about you getting onto the Gsa schedule. Obviously, this is a great milestone. It's something a lot of our clients are trying to do. So. Congratulations on doing that. How has it impacted your business?

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00:44:51.754 --> 00:45:09.505

Kym Ali: Oh, my goodness, like, when I got the schedule, so we have 2 sends or Naics codes. So back story. If you don't have your Gsa. You don't. It's not like Sam's. You don't have access to all naics codes you have to apply to get certain naics codes. So we have 2,

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00:45:09.840 --> 00:45:34.160

Kym Ali: and Yazi, when we got the schedule it was like, Oh, my gosh! Like we were missing out on all of these opportunities. And so quick story. I'll share something that just happened with us. Recently an Rfi came out on sam.gov, okay, a different naics code. We don't have this naics code, and it was fully open and competitive, meaning that it was open to any business.

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00:45:34.670 --> 00:45:42.950

Kym Ali: We responded to the Rfi, okay? In the response, we told them that we have our Gsa schedule under this Naics code.

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00:45:43.702 --> 00:45:53.350

Kym Ali: Do you know, 2 weeks later that opportunity was on Gsa. Under the Naics code that we have? And then they moved it to a small business set aside.

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00:45:53.900 --> 00:46:04.490

Kym Ali: And so all of this activity is happening on a Gsa, and so it narrows the competition. So it gives you a better opportunity to win contracts.

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00:46:06.370 --> 00:46:31.689

Yasmin Razaq: That's wonderful. Well, thank you for giving us a background on that. So yeah, I want to swing back to Tara. Now, Tara, you obviously have been working closely with Kim for what the past year or so, or since Akisha left. Can you tell us a little bit about your experience of working with her. What her particular you know, her personality and her experience that she brings to the table that makes her stand out.

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00:46:32.340 --> 00:46:37.550

Tara Scott: Yeah, absolutely. I feel like Kim is always prepared.

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00:46:37.630 --> 00:46:53.589

Tara Scott: So I really appreciate the fact. You know, I gave her a laundry list, said, here, go out, have at it and she really, you know, follows the steps and does her research, does it on, you know her own on on things.

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00:46:53.630 --> 00:47:10.760

Tara Scott: and I feel one of the things is she wanted to pivot. And so we kind of just bounce strategies by each other. But she has the idea. And then she comes to me and says, You know, tell me how this could possibly work. And I'm like, Okay.

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00:47:10.900 --> 00:47:18.140

Tara Scott: you you you know all these things. So I I find comfort in knowing that

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00:47:18.270 --> 00:47:40.929

Tara Scott: she takes a lot of responsibility and doesn't always rely on me. You know. She'll come to me before, too, with the questions. So I'm never off track or coming up, you know, to our meetings unprepared, because I already know what she wants to address. So I applaud you, Kim and being prepared, and and that kind of helps keep us on track.

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00:47:41.350 --> 00:47:41.920

Tara Scott: So.

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00:47:42.490 --> 00:47:44.878

Kym Ali: Thank you. Now, you've been amazing. Also.

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00:47:45.220 --> 00:47:47.179

Tara Scott: Oh, thank you, sweet.

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00:47:47.180 --> 00:48:08.639

Yasmin Razaq: Thanks. Tara and Kim. What was your experience like with actually getting help? One on one help from our organization? Because a lot of people think they can do this on their own. They really try, and you know they struggle and fall, and they also they don't know as as our Councillor Pam likes to say they don't know what they don't know.

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00:48:08.640 --> 00:48:17.579

Yasmin Razaq: so when they come and sit down with us, it makes a, you know, paints a much clearer picture of what you need to do to achieve your goals. So what would you have to say about that?

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00:48:18.110 --> 00:48:42.530

Kym Ali: Don't go it alone. You have this free resource here. They are very knowledgeable, and they can help you collapse your time. I'm telling you. If I was stubborn and decided to do all of this on my own, I wouldn't be where I am now, so take advantage of it, and, like Tara mentioned. Do your research first? st You don't want to come to a meeting?

232

00:48:42.740 --> 00:49:09.940

Kym Ali: Well, what do I do, you know, because there's so much to learn in government contracting. You want to come to each session with a focus. And so if you're totally new, how do we register? Let's get me registered in this session next session. Let's get our marketing

material together. Your case statement, all right. Now, this is what I sell. Who buys my services? You want to have a plan and a strategy to attack this.

233

00:49:11.080 --> 00:49:21.400

Yasmin Razaq: Thank you, and like you said, it's like having a team. So you're not just doing it on your own. So thanks for that feedback. And so wrapping this up, Kim, I'd like to ask you.

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00:49:21.530 --> 00:49:27.399

Yasmin Razaq: what's the future for your business? Where? Where do you see your consulting firm going down the road.

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00:49:27.840 --> 00:49:36.067

Kym Ali: Oh, goodness, yes. So you know, we are approaching exciting times now. And so I've been looking

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00:49:36.500 --> 00:50:01.450

Kym Ali: you know, information information data. It can help drive your decisions right? And so if you look at, I'll say, if you look at things like Project 2025, if you identify what's in the next administrations? What are they targeting? What do they want to implement into the next 4 years? That'll give you a guide? And so for us, AI is huge.

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00:50:01.450 --> 00:50:02.200

Kym Ali: huge.

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00:50:02.200 --> 00:50:20.939

Kym Ali: right? And so right now, I'm currently learning AI strategy. How do I lead a team or organization through implementing effective AI also, how can we combine some of our services to make products using AI? So things like that you want to be able to forecast

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00:50:20.940 --> 00:50:41.059

Kym Ali: what's in the future and how your business can pivot and adjust, because, if not, you know, I hate to say it. But you might be leaving money on the table, or it could mean that your business might have to shut down. I mean it is. It's a hard pill to swallow, but as small businesses

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00:50:41.060 --> 00:50:49.829

Kym Ali: we have to stay ahead of the game, and that's how you do. It is, you know, keeping your eyes and ears open, looking at the data. And what's forecasted.

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00:50:51.150 --> 00:50:59.439

Yasmin Razaq: Okay? And if anybody wants to learn more about your company, do you want to share any information of of your website or anything like that?

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00:50:59.580 --> 00:51:12.304

Kym Ali: Sure. Yeah. So I'm pretty active on LinkedIn. You can look me up there and follow me. And the website is Kim ali.com pretty simple. Just 6 letters.

243

00:51:13.820 --> 00:51:22.440

Yasmin Razaq: Well, thank you so much, Kim. We're very proud of you. Thank you for sharing your story with us today, and we wish you continued success.

244

00:51:22.670 --> 00:51:29.320

Kym Ali: Thank you, Yasmin. It's been a pleasure, and for all of you don't play small and good luck in 2025.

245

00:51:29.580 --> 00:51:31.359

Yasmin Razaq: Alright. Thanks again.

246

00:51:34.660 --> 00:51:49.340

Yasmin Razaq: Okay. So back to our questions. And the next question is, how do I narrow down the list of agencies to find one that fits me. And how do I reach out to procurement offices? And how often?

247

00:51:49.470 --> 00:51:57.620

Yasmin Razaq: Okay? So this is, this is a good question. And I believe I'd like to. Richard, can you tackle this one.

248

00:51:58.170 --> 00:52:15.239

RICHARD PADEN: Yeah, it's sort of a twofer, isn't it? So? Okay, so I'm going to take this in 2 parts. One is, how do I narrow down or identify and qualify Federal agencies to pursue, and then separately, I might want to talk about the second part of it, which is, how do you meet procurement officers.

249

00:52:15.470 --> 00:52:19.970

RICHARD PADEN: So I want to thank Kim very much for the segue when she's talking about forecast.

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00:52:20.040 --> 00:52:24.529

RICHARD PADEN: and so we'll start off there with the how do I narrow down the list of agencies?

251

00:52:24.600 --> 00:52:42.760

RICHARD PADEN: The number one thing you really have to do is sit down and look in the mirror and say, what are the 2 or 3 things I really do? Well, what are the 2 or 3 things that I have past performance doing? I don't mean one, but 2 or 3 past performance doing the same thing. And most of my clients

252

00:52:42.760 --> 00:53:08.030

RICHARD PADEN: really have 2 things, maybe 3, but usually one or 2, and occasionally 3 things that they have past performance doing in the last 3 years. So those you got to know what you do. So, knowing what you do, you now know what like your Nace codes are, because you can narrow it down that way. So every year the Federal Government, October first. Every Federal department has to issue their Federal procurement forecasts

253

00:53:08.190 --> 00:53:31.169

RICHARD PADEN: and the departments have agencies below them. So when you look at what now? If you know that you're into healthcare, Kim alluded to it, and being a nurse, if you were to go to Hhs, you can see there are a couple of different organizations there. If you want to do some studies you might want to go to, maybe Cms. Which is part of Hhs. Or you might want to go to the Indian Health Service, or you might want to also go to Nih.

254

00:53:31.280 --> 00:53:59.569

RICHARD PADEN: and Nih is the one most people gravitate to. But see that helps you right away. Know that if you're in nursing. This is a great place to go, but as you go through the procurement forecast, you're going to notice that the guy with the largest dollar contracts for health care is NASA. Okay? They have 2 contracts worth over 2.1 point 5 billion dollars, because their goal is to send somebody into space and bring them back alive.

255

00:53:59.740 --> 00:54:06.039

RICHARD PADEN: And those contracts have lots of subcontractors. They have subcontractors in every single state.

256

00:54:06.240 --> 00:54:15.450

RICHARD PADEN: So this is a way to narrow it down. Know what you do. Rely on your Nace codes, and look at the procurement forecast. Now, also

257

00:54:15.860 --> 00:54:34.580

RICHARD PADEN: gravitate to things you like to do. Okay, like quite honestly, I really wouldn't want to do coal mining all right. So I'm not going to go anywhere near coal mining opportunities, but it has something to do with sailing. I'm all excited. Okay, I'm not excited about certain hard labor opportunities

258

00:54:34.900 --> 00:54:51.620

RICHARD PADEN: in difficult situations. So that was the 1st thing I would do. Now, when you look at these procurement forecasts, they provide estimates of what the Government expects to purchase, and they provide estimates of when they will release the requirement. They're not guaranteed. They're estimates

259

00:54:51.740 --> 00:55:11.199

RICHARD PADEN: now. I did. I was in sales for like 35 years or so, and I know that most of those estimates are put together at the flip of a switch at the last minute, and many of them aren't really going to happen. Okay, one of the key questions. If you meet with Ozdebuga is, is this opportunity funded for this year?

260

00:55:11.770 --> 00:55:31.300

RICHARD PADEN: Most of them will say, well, we didn't. We can't tell you that that means no. Okay, so find out. You know, that's the best we can work. So rather than rely on procurement forecast. But that should be your 1st line. Okay, that's what most people would tell you, but I encourage you to take a slightly different road, and that is, I would look for expiring contracts.

261

00:55:31.580 --> 00:55:54.990

RICHARD PADEN: not new Rfps, but expiring contracts. So if somebody's doing nursing and they've got a contract that's going to expire in July or August, I'm all in, because I've got several months now to get to know the agency, and who the contractors are there, their program, office, and the industry events that they go to, and what their Hotspots are, and what their hot buttons are, and what they don't like to do.

262

00:55:55.000 --> 00:56:19.710

RICHARD PADEN: So I encourage people to really try to look at expiring contracts. Now, one of the nice things. When you look at expiring contracts they sort of come in 2 flavors. One is what I call a contract is here and gone in 5 years, but many of them are recurring. The same thing comes up over and over and over again with slightly different iterations to it. So try to identify recurring contracts that'll be expiring 6 to 12 months.

263

00:56:19.910 --> 00:56:24.119

RICHARD PADEN: This will give you plenty of time to develop a bid. No bid decision.

264

00:56:24.670 --> 00:56:51.479

RICHARD PADEN: Now I'm going to be telling the truth. This is proactive. The other way is reactive. Proactive is when you're going out there and proactively looking at things and trying to identify them and sell them on ideas. Okay, the next thing I'm going to say is, use a keyword search to identify current contracts. So you can put in lots of keywords or a few, whatever you want. But when you do that you're going to try to be looking at.

265

00:56:52.200 --> 00:57:19.625

RICHARD PADEN: you're going to put something in. You're gonna get a kickback. And the kickback is going to tell you the agencies. Okay, that have an expiring contract and the period of time you selected. So you're not going to say I want all kinds are going to expire after September first, st or something like that. You're going to put like a 6 or 9 month parameter around it, and then you're going to get a list of agencies that have those requirements. So when you look at the agencies you're also going to be doing. Alex may mention before of

266

00:57:19.990 --> 00:57:27.519

RICHARD PADEN: U.S.A. Spending U.S.A. Spending will actually tell you the amount of money the agency has spent on a particular contract.

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00:57:27.630 --> 00:57:47.940

RICHARD PADEN: You can also look on Fpdms Federal procurement data system, and you can see what the award value was. So now you know, the Government intended to award to spend 23 million dollars on something. They're halfway through it. They should be at least 10 or 11 million, but they're at 4 million. So they're way behind, or they're at 17 million. They're way ahead.

268

00:57:48.100 --> 00:58:05.720

RICHARD PADEN: So you can use these 2 to work against one another to help you find out which ones are really growing opportunities and which ones are sinking. So now you're only going to be going after those recurring opportunities that are blossoming. Okay? And then along the way you're going to say, you know what.

269

00:58:06.030 --> 00:58:18.850

RICHARD PADEN: I wonder if I were to go to a large business and say, you know you're really well known at this agency. How would you like to team with me? And we'll go in and promote a small business set aside.

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00:58:19.000 --> 00:58:34.959

RICHARD PADEN: Now, folks. There are 2 types of small business set asides. Small business set aside means it's not in writing. We really want to do business with a large business. But we want to make an award to a small business. So we can spend a lot of dollars and show we're really helping small businesses.

271

00:58:35.160 --> 00:58:37.230

RICHARD PADEN: Okay, it's backwards.

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00:58:37.410 --> 00:58:56.180

RICHARD PADEN: So you go to any large business and say, I've been working with particular agency, and I've talked to the program people. I've had a couple of meetings I've shared with them previous experience that we had, and they're all in. But this is a little bigger than I can handle. It's 40 people. I wonder if I could bring you in, and you would be my subcontractor?

273

00:58:56.390 --> 00:58:58.919

RICHARD PADEN: They will gladly say yes to that.

274

00:58:59.030 --> 00:59:14.439

RICHARD PADEN: Okay, so now you go in and you meet with the program office. Okay, forget the con. We're not the contracting area yet. Okay, we're working in the program office and we get his buy-in that he's receptive to a small business set aside with a large business in the background.

275

00:59:14.540 --> 00:59:33.650

RICHARD PADEN: They like the idea very much because they know the large business. My personal experience is most of the time when I did this the procurement never was advertised.

They're a large company, particularly Gdi it and Lockheed Martin was another one saic. They already had another contract.

276

00:59:33.650 --> 01:00:03.150

RICHARD PADEN: So they just put the work on another contract. I sort of won because I got like 10 people. Okay, I didn't have to worry about splitting it 50, 50, because I couldn't afford to pay 20 families. I can only afford to pay 8 or 9, and so you know it made it more palatable for me to win. So try to take these kind of strategies, looking at things are going to work on the future get into, know them, talk about lessons you've learned from your past performances with them so that they buy into you. Okay.

277

01:00:04.020 --> 01:00:04.770

Yasmin Razaq: Thank you.

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01:00:04.770 --> 01:00:24.029

Yasmin Razaq: Richard. Sorry I have to wrap it up there, because we'll we will run out of time. I know you have a wealth of experience and advice, especially with your sales background. So we really appreciate it. And of course, whoever is your counselor will be able to guide you as well on these issues. But thanks for such a thorough answer.

279

01:00:26.150 --> 01:00:40.110

Yasmin Razaq: Okay, next one is I want to know the rules. So when I'm ready to bid on Federal and State contracts. Are there any rules, or is there a guide or handbook? Yes, the most certainly are. Alex. Would you like to do this one.

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01:00:40.110 --> 01:00:40.930

Alex Peacock: Sure.

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01:00:42.640 --> 01:00:48.910

Alex Peacock: The main place you can look is in the Federal acquisition regulations, the far for the Federal Government

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01:00:49.010 --> 01:01:14.889

Alex Peacock: or the Comar for the State of Maryland. And basically it talks about what a responsible contractor is. And those are contractors who have basically a number of things. Number one. They have the resources to do the work, which means, in most cases for small businesses that would be the working capital to be able to

283

01:01:15.030 --> 01:01:39.769

Alex Peacock: carry the cost of the work until they're paid by the government. And typically the way the government pays is, you can, Bill, after 30 days after you've completed a project, and it will take perhaps another 30 days to actually get paid for small businesses that can be sped up a little bit to 15 days or so or 10 days.

284

01:01:39.840 --> 01:02:05.980

Alex Peacock: But you want to have enough working capital to be able to carry the workload that you are working on with a government, whether that's the Federal Government or State entity as well. The next thing as a responsible contractor. You want to have past performance. The Government does not want to be your 1st client. So if you have

285

01:02:06.420 --> 01:02:34.230

Alex Peacock: done work in the commercial sector, the commercial world, and you have clients, and you're going to be selling your product or service to the government. That is a very, that's a plus. Because the Government then knows that you have a track record. They can even get information by asking your past customers what your performance was like in order to evaluate

286

01:02:34.689 --> 01:02:39.739

Alex Peacock: your performance. So you want to have past performance as well.

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01:02:40.890 --> 01:02:51.909

Alex Peacock: The other thing is, you want to know how to respond to a solicitation, an Rfp. Or an Rfq. So, being able to understand

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01:02:52.120 --> 01:03:10.229

Alex Peacock: and read what the Rfp. Has and what the requirements are, and being able to put a proposal together that is responsible to their requirements. That's an important component as well as being ready to be able to do work with the Government.

289

01:03:10.480 --> 01:03:18.169

Alex Peacock: And finally, I would just suggest that if you have not had the opportunity to

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01:03:18.240 --> 01:03:34.809

Alex Peacock: to be a prime contractor before. Maybe you can get experience by being a subcontractor working with a prime who has done a government business because it will then help you to be able to understand what that government

291

01:03:34.830 --> 01:03:48.619

Alex Peacock: contracting environment is, and you get past performance also through that prime contractor which would help you. And you'll get some knowledge of that particular agency that you support, as well.

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01:03:51.480 --> 01:04:02.040

Yasmin Razaq: Thank you, Alex. Some great advice there, and it's 1 of our most popular questions we get is how to get past performance. So thank you for the tips on that.

293

01:04:02.610 --> 01:04:13.589

Yasmin Razaq: Okay, how do I find micro purchases which are under \$25,000 in both State and Federal contracting? Tara, can you take this one.

294

01:04:14.000 --> 01:04:40.629

Tara Scott: I I can thank you, Yasmin, for the question. And there was a recent actually update to to this. So recipients. And I'm reading this, and I'll put the Cfr. In the in the chat. But the it increased to the micro purchase threshold, for up to 50,000. So really anything. 50,000 and under are considered those micro purchases. The the best way honestly to

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01:04:40.630 --> 01:04:56.530

Tara Scott: to find them is, ask the small business specialists at that agency. How does your agency find contractors to award their micro purchases or their simplified acquisitions?

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01:04:56.900 --> 01:05:02.019

Tara Scott: So there's, you know, this has been asked a lot of times, and

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01:05:02.510 --> 01:05:09.649

Tara Scott: I would go to the the small business specialist and ask them, because I feel like they are your

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01:05:10.110 --> 01:05:18.419

Tara Scott: person. You know. They interact with all of the offices and program offices, as well as the contract and shop. So they are your best resource

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01:05:18.810 --> 01:05:25.570

Tara Scott: in that agency to find out those. Now I will say, at the state level.

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01:05:25.940 --> 01:05:31.049

Tara Scott: the minority business enterprise liaisons.

301

01:05:31.530 --> 01:05:45.790

Tara Scott: So each State agency has an actual mbe liaison that you can reach out to them, send them an email and ask to be put on their supplier list

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01:05:46.250 --> 01:05:57.530

Tara Scott: did not know this until I was at an event in talking to somebody from the state of Maryland's small business office. So I'm gonna put

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01:05:57.650 --> 01:06:17.200

Tara Scott: the link to all of the State of Maryland Mbe, representatives. So you just have to know what agency. You're targeting, right? So you kind of follow what your line of business is and send those Mbes an email and ask to be placed on their supplier list.

304

01:06:20.340 --> 01:06:30.689

Yasmin Razaq: Thanks, Tara. I'd also like to add that we recently did a webinar on micro purchases, and I've posted the link in the chat. If any of you would like to watch that.

305

01:06:30.820 --> 01:06:39.749

Yasmin Razaq: it is probably one of our most viewed webinars today. So I encourage you to do that. Anybody else want to chime in on how they help their clients, find these

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01:06:39.880 --> 01:06:44.069

Yasmin Razaq: bid opportunities under 50,000 or 25,000.

307

01:06:46.030 --> 01:07:00.819

Ameenah Parson: Yes, I would like to chime in here. I know with Dha. Specifically, they do have an office of small business programs in which there are points of contact at that level

308

01:07:01.453 --> 01:07:14.890

Ameenah Parson: where you can reach out to them. Similarly to what Tara just said, and send them an email to say, Hey, we're looking for those points of contact that are the micro purchase card holders.

309

01:07:15.200 --> 01:07:18.029

Ameenah Parson: and they'll be able to point you in the right direction.

310

01:07:19.910 --> 01:07:21.170

Yasmin Razaq: Thank you. Amina.

311

01:07:22.610 --> 01:07:23.380

Yasmin Razaq: Okay.

312

01:07:23.500 --> 01:07:34.090

Yasmin Razaq: how can I gain access to decision makers to get sole source contracts that are specifically for veterans Vosb and Sdvosb

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01:07:34.260 --> 01:07:36.499

Yasmin Razaq: Pam, would you like to take this one.

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01:07:37.160 --> 01:07:42.720

Pamela Minor: Your 1st and foremost, you had to make sure your you're

315

01:07:42.720 --> 01:07:45.249

Pamela Minor: eosb and your service disabled. Bit

316

01:07:45.870 --> 01:08:00.460

Pamela Minor: certification is current up to date in speaking to what you do, you want to develop a strong capability statement to be able to prepare to send? You want to find, as we've been talking targeting.

317

01:08:00.600 --> 01:08:09.477

Pamela Minor: who in the the agencies they do use the veteran own and the services able that

318

01:08:10.710 --> 01:08:15.189

Pamela Minor: set asides for to to find opportunities by using

319

01:08:15.930 --> 01:08:26.349

Pamela Minor: the Fpds and using usaspending.gov. Looking at forecasts and things of that nature, you can find that information

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01:08:26.649 --> 01:08:29.200

Pamela Minor: you want to be. Go to a

321

01:08:29.510 --> 01:08:33.789

Pamela Minor: once you identify them, you want to prepare for the meetings

322

01:08:33.910 --> 01:08:48.310

Pamela Minor: with them. You want to know what they're talking about now. It's like a snapshot in time, because they want to know you're talking about what they're talking about right now, or that you, unless you, in case you forecasted it. Also what they're doing in the future

323

01:08:48.660 --> 01:09:02.066

Pamela Minor: because you don't want to just throw out a nace code because you say, what do you got for this nice code, or whatever? Oh, I'm a i'm a vsob or so. Svo. You know the alphabet suit.

324

01:09:02.750 --> 01:09:24.459

Pamela Minor: they they really hate when you lead with the the search. They want to know. What do you do? What do you do? Well, so and what do you do? Well, that I'm looking for? That's the main thing you find what they're looking for by doing the homework, identifying any agency by looking for what they, what they've done in the past because they are cyclical.

325

01:09:24.529 --> 01:09:39.800

Pamela Minor: We have the capability of finding using in Sam the A hat query program in there that gives you a lot of information. It's a lot more when you go into, Sam. It's not just for

326

01:09:39.800 --> 01:09:56.750

Pamela Minor: the entity identification, but it's also for being to find information. As you know, contract opportunities. It will let you know about notice, types and whatnot. So you want to make sure that you know the platform in which you're you're dealing in

327

01:09:56.780 --> 01:10:18.650

Pamela Minor: data is king one of the things with the government is they give you so much data, you almost you're overwhelmed with the amount of data. And where do I go digging down in that data to find what I need you. Wanna as we talked about the Ostables in in those organizations, and what? So

328

01:10:18.750 --> 01:10:21.979

Pamela Minor: when you want to participate in mentor protege.

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01:10:22.608 --> 01:10:24.240

Pamela Minor: Those kind of things

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01:10:24.861 --> 01:10:47.040

Pamela Minor: that was when I had my business. The Mentor protege program was a fabulous program that I got involved in, and one of the things I got out of it was at that time I needed a iso 9,000 certification. That's a quality assurance one with getting that. That was a \$50,000 certification. I did not have \$1,000 to do that.

331

01:10:47.130 --> 01:11:02.830

Pamela Minor: So what I did with getting in one of the things I wanted from the mentor protege. Opportunity was to get that that certification. Not only did I get that certification from the mentor protege, I also got

332

01:11:03.390 --> 01:11:07.470

Pamela Minor: computers and software at the time. So I'm I'm dating myself.

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01:11:07.590 --> 01:11:27.199

Pamela Minor: So it's that kind of thing that that you want to be looking for and obviously using the going through Va in in finding opportunities through. There is where you're gonna best find those kind of sole source contract opportunities.

334

01:11:30.520 --> 01:11:32.490

Yasmin Razaq: Wonderful. Thank you so much

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01:11:32.600 --> 01:11:50.430

Yasmin Razaq: for that. Pam and Pam is one of our veteran experts here at the Apex accelerator. So if you are a veteran owned business. And you are wondering what kind of support you will receive. You will definitely be assigned to somebody has a wealth of experience.

336

01:11:50.430 --> 01:11:58.203

Pamela Minor: Yes, let me make a quick thing like one of my clients. He just got a recently got a 6 million dollar

337

01:11:59.110 --> 01:12:05.429

Pamela Minor: a contract with that he as a services able vet. He was in transportation logistics.

338

01:12:05.490 --> 01:12:16.379

Pamela Minor: It he he already was in the Sba's mentor protege program. He didn't need that he didn't need the the fact that he was a service disabled veteran.

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01:12:16.420 --> 01:12:22.289

Pamela Minor: What he did know the was the relationships he had already built years of relationships

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01:12:22.300 --> 01:12:47.329

Pamela Minor: even prior to starting his own business with the Coast Guard going back to your relationships. A lot of the opportunities I got was through relationships I had built in my career, and I've worked for Lockheed Martin. I had worked for oracle. I had worked for all those, so they knew what I knew and and trusted that I could do the work. So that's how you got it in presenting yourself that you're the one that can deliver.

341

01:12:49.590 --> 01:12:55.509

Yasmin Razaq: That's a fantastic testimonial, Pam. And I look forward to you sending me that success story.

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01:12:58.030 --> 01:13:12.439

Yasmin Razaq: Okay? Alright. So we're gonna wrap this up now. By asking everybody on the team this question, what is one thing every business should do this year to improve their chances of winning a contract?

343

01:13:13.236 --> 01:13:16.370

Yasmin Razaq: And we'll start with Richard.

344

01:13:17.210 --> 01:13:24.299

RICHARD PADEN: Well, I would recommend that when you meet with somebody you tell them what contracts they can use to give you an order.

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01:13:24.610 --> 01:13:28.180

RICHARD PADEN: I see very few capability statements come in with that information.

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01:13:30.340 --> 01:13:32.119

RICHARD PADEN: That's my biggest recommendation.

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01:13:32.560 --> 01:13:33.910

RICHARD PADEN: How do they give you an order.

348

01:13:34.410 --> 01:13:35.587

Yasmin Razaq: Okay, thank you.

349

01:13:36.180 --> 01:13:37.200

Yasmin Razaq: Amina.

350

01:13:39.880 --> 01:13:52.050

Ameenah Parson: I would say, ensuring that you challenge yourself to keep networking and pairing that with data mining and including both pieces on a regular basis.

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01:13:52.860 --> 01:13:54.830

Yasmin Razaq: Thank you. Tara!

352

01:13:58.360 --> 01:14:02.030

Tara Scott: I was multitasking y'all So

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01:14:02.420 --> 01:14:08.350

Tara Scott: I I think for the biggest thing would be just keep your relationships.

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01:14:08.660 --> 01:14:19.140

Tara Scott: You know you you have to get in and just build relationships and target one or 2 federal. If you go with Federal agencies, one or 2

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01:14:19.380 --> 01:14:24.159

Tara Scott: other than that, you know, stated persistence is key.

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01:14:24.320 --> 01:14:26.900

Tara Scott: so I would encourage you just to be persistent.

357

01:14:27.900 --> 01:14:29.569

Yasmin Razaq: Thank you. Alex.

358

01:14:30.380 --> 01:14:40.870

Alex Peacock: I would say and it's been said by a couple of my colleagues networking, identify the opportunity or targets you want to go after.

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01:14:41.100 --> 01:14:48.759

Alex Peacock: and then start finding who those points of contacts are, and try to find ways to get in touch with them.

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01:14:48.870 --> 01:14:56.450

Alex Peacock: to introduce yourself, your company, and let the point of contact know in the agencies how

361

01:14:56.600 --> 01:15:01.020

Alex Peacock: you can be of a value, add to help them with their mission.

362

01:15:02.390 --> 01:15:04.120

Yasmin Razaq: Thanks, and finally Pam.

363

01:15:05.080 --> 01:15:10.409

Pamela Minor: Yeah, I would say that like, we've talked about the the networking piece. I mean, I

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01:15:10.640 --> 01:15:38.119

Pamela Minor: I live by that as well as but I'm personally a data geek. I've been a database person for most of my career, so I don't mind spending time an hour sifting through data. That's not what most people want to do. So that's why you got to clearly identify what you're looking for. My, before I became a computer scientist, I was a communications person. So I learned

365

01:15:38.490 --> 01:15:44.729

Pamela Minor: the 6 interrogatories. Who? What? When, where, why, and how? That's what you want to know. What do you do?

366

01:15:44.960 --> 01:15:46.100

Pamela Minor: Who does it.

367

01:15:46.350 --> 01:15:50.289

Pamela Minor: When do they do it? Where do they do it? Why, they do it

368

01:15:50.390 --> 01:15:57.080

Pamela Minor: once you can tell that story, you can get you right on the right track and get you to what you need to do.

369

01:16:00.260 --> 01:16:08.189

Yasmin Razaq: Thank you all. I guess my piece of advice would be apart from attending our trainings

370

01:16:08.750 --> 01:16:13.219

Yasmin Razaq: would be, go to our website and download our checklist.

371

01:16:13.950 --> 01:16:18.969

Yasmin Razaq: We get thousands of business businesses signing up with us every year.

372

01:16:19.410 --> 01:16:21.379

Yasmin Razaq: and we want to help everybody.

373

01:16:21.640 --> 01:16:28.710

Yasmin Razaq: But we also want you to be realistic about the expectations of being a government contractor

374

01:16:29.230 --> 01:16:34.610

Yasmin Razaq: having all your ducks in a row, and we found that this checklist really helps to prepare

375

01:16:34.780 --> 01:16:55.489

Yasmin Razaq: potential clients to get all their paperwork together and get as much information as they can gather about their business, and also lets them know this is what you have to do to be successful as a contractor. You don't want to show up to your 1st counseling session

376

01:16:55.670 --> 01:17:00.979

Yasmin Razaq: and know nothing about where you are in the business world or in the contracting world.

377

01:17:01.290 --> 01:17:12.760

Yasmin Razaq: It's not a good use of your time, and it's not a good use of our counselors time, so please do download this checklist and take some time to go through it. It will really, really help to prepare you.

378

01:17:16.450 --> 01:17:37.620

Yasmin Razaq: Okay, so we've come to the end of this presentation. I'd like to thank everybody for your fantastic questions. As usual. They are insightful. They make us think they make us, you know, do extra research and keep on top of our game. So we appreciate every bit of input that you've given us. And I'd like to thank all my colleagues on the team.

379

01:17:37.620 --> 01:17:53.019

Yasmin Razaq: They have a wealth of knowledge and expertise that. Honestly, you're not going to get anywhere else. You're really not, especially at no cost to you as a business owner. So thank you all very much for taking time out of your busy schedules to do this every year.

380

01:17:53.260 --> 01:18:04.310

Yasmin Razaq: and I hope to see you at a future apex accelerator event, and hopefully you already signed up with us for counseling. If not, you will hopefully do that.

381

01:18:04.510 --> 01:18:09.920

Yasmin Razaq: and I do have to let you know that at the moment it's about 30 business day. Wait.

382

01:18:10.110 --> 01:18:30.440

Yasmin Razaq: I know it's a it's a wait list. Unfortunately, the demand is high. And we are trying to help everybody. So please be patient with us, and we will eventually get to helping you. So thanks again, everybody. I will be sending you a recording of this shortly, and we hope to see you all again soon.

383

01:18:30.550 --> 01:18:33.739

Yasmin Razaq: All right, then, take care, everybody. Bye-bye.

384

01:18:33.740 --> 01:18:34.470

Tara Scott: Bye have a.

385

01:18:34.470 --> 01:18:35.910

Alex Peacock: Bye, everyone.

386

01:18:35.910 --> 01:18:37.170

Ameenah Parson: Have a good one.

387

01:18:37.860 --> 01:18:38.740

Pamela Minor: Bye.