

# INAPEX

## ACCELERATOR

# GROW YOUR BUSINESS

## WITH GOVERNMENT CONTRACTS

Many companies have never considered going after government contracts because of the misconception that it would be too difficult or that the government wouldn't be interested in buying their products or services. In fact, the federal government purchases from businesses of all sizes, located throughout the country, for all types of services—from dry-cleaning to disaster recovery. Government contracts ARE for you.

### SO, WHY INAPEX ACCELERATOR?

Our mission is simple: We help Hoosier businesses identify, compete for, and win government contracts. Our confidential counseling services and free workshops give you the knowledge and tools you need to sell your products or services to the appropriate government agencies. The Indiana Apex Accelerator is here to serve you!

[INApex.org](http://INApex.org)

### YEAR AT A GLANCE

**433** 

NEW CLIENTS PARTNERING  
WITH INAPEX ACCELERATOR

**2,420** 

COUNSELING HOURS PROVIDED

**4,325** 

CONTRACTS AWARDED

**\$446.1M**

IN CONTRACTS AWARDED TO  
INAPEX ACCELERATOR CLIENTS

# WAYS INAPEX CAN HELP

## ONE-ON-ONE COUNSELING

Our counseling staff works with you to identify and target local, state, and federal agencies and develop marketing strategies to get your foot in the door. From the first session, we will familiarize you with our offerings, help you determine if you want to pursue government contracting, and begin crafting a personalized government marketing strategy.

## WORKSHOPS AND EVENTS

We hold numerous training events and workshops throughout the year to help you better understand the contracting process. Take a look at our website to view a schedule of all upcoming events!

## CERTIFICATIONS AND REGISTRATIONS

Doing business with the government involves a complex maze of registrations...but we can help you navigate that! We can also help determine if you are eligible for any set-aside programs and assist in the certification process.

## BID-MATCHING SERVICE

We can automatically match your company's product or service with daily bid notices that show you exactly what the government is buying or planning to buy.

## SUBCONTRACTING ASSISTANCE

We can help identify subcontracting opportunities with major prime contractors, particularly those located here in Indiana.

## GSA SCHEDULES

GSA Schedules are long-term, government-wide contracts that allow businesses to sell their products and services to government buyers. We help navigate these contracts and determine if it is appropriate for your business to register for the program.

## PRODUCT & PROCUREMENT HISTORIES

We provide businesses with technical descriptions and relevant background information regarding products with national stock numbers (NSN).

## REGULATIONS & SPECIFICATIONS

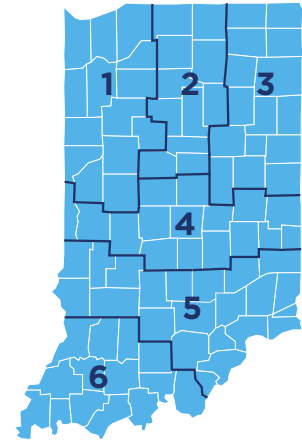
We guide businesses through local, state and federal government regulations, including Military Specifications (MIL-SPECs) and Federal Acquisitions Regulations (FAR).

## PROPOSAL PREPARATION

While we can't write your proposal for you, we can assist you in understanding the solicitation and its requirements. We will review it as it evolves and offer recommendations to make it stronger and more accurate, giving you the best shot at success.

## GOVERNMENT CAPABILITY STATEMENT

This is essentially a resume for your business. We can assist with the development and review of a tailored government capability statement to help you stand out!



## GET STARTED

We're here to help you out. Contact your regional InApex Accelerator counselor for more information or to schedule an appointment.

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