



2024 EVENT SCHEDULE



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SERVING MACOMB COUNTY

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APEX Accelerators: www.apexaccelerators.us • MEDC: www.michiganbusiness.org

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Register now for upcoming events at: <https://center-gateway.com/2/gateway/107000/events>



CORE EVENTS



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CORE EVENT

Introduction to Federal Government Contracting—101

Is your business looking to diversify into the government sector and overwhelmed by the rules, regulations and registrations that are required to get started in federal government contracting?

Introduction to **Federal Government Contracting—101** is the fundamental course in Macomb Regional APEX Accelerator's Core Series of Federal Government Contracting.

This training offers an overview of what federal government contracting is, what it takes to be a government contractor, the steps your business needs to do to get started and what no-cost services and continuous support Macomb Regional APEX Accelerator offers to small businesses in all aspects of government contracting.

WHO SHOULD ATTEND? Management and key players who will support and facilitate government contracting within your company.

This training will be conducted both on campus and online.

PLEASE NOTE: To register for this training your company must be located in Macomb County.



No fee to attend, but registration is required.

TIME

9am–12:30pm

DATE

OFFERED ONLINE & ON CAMPUS

[REGISTER HERE](#)

Jan. 18, 2024

For On-Campus Training:
Macomb Community College
University Center, Bldg. UC-1, Rm. 104
44574 Garfield Road
Clinton Twp., MI 48038-1139

[REGISTER HERE](#)

April 18, 2024

For On-Campus Training:
Macomb Community College
University Center, Bldg. UC-1, Rm. 206
44574 Garfield Road
Clinton Twp., MI 48038-1139

[REGISTER HERE](#)

Sept. 19, 2024

For On-Campus Training:
Macomb Community College
University Center, Bldg. UC-1, Rm. 104
44574 Garfield Road
Clinton Twp., MI 48038-1139

[REGISTER HERE](#)

Dec. 12, 2024

For On-Campus Training:
Macomb Community College
University Center, Bldg. UC-1, Rm. 104
44574 Garfield Road
Clinton Twp., MI 48038-1139

Register now for one of our upcoming sessions or go to the [Gateway](#)

Questions? Contact us at apex@macomb.edu • 586.498.4122
7900 Tank Avenue, Warren, MI 48092

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CORE EVENT

Federal Market Research—201

The second core class in Macomb Regional APEX Accelerator's Core Series of Federal Government Contracting is **Federal Market Research—201**. This training will help you identify who your customer and competitors are, as well as the current and future outlook for your industry. You will learn how to research the consumer by identifying federal agencies who are buying what you're selling. You will also learn how to research the competition by identifying who is already selling your service or product to the federal government and for how much. Finally, you will learn how to research your industry by identifying what the federal government's past, present and future procurement and industry trends are.

PREREQUISITE:

Introduction to Federal Government Contracting—101

WHO SHOULD ATTEND? Management and key players who will support and facilitate government contracting within your company.

This training will be conducted both on campus and online.

*The on-campus training will be conducted in a computer lab.
Class time may run over due to the hands-on nature of training and questions.*



No fee to attend, but registration is required.

TIME

9am-12:30pm

DATE	OFFERED ONLINE & ON CAMPUS
Feb. 15, 2024	REGISTER HERE
	<p>For On-Campus Training: Macomb Community College University Center, Bldg. UC-1, Rm. 126B 44574 Garfield Road Clinton Twp., MI 48038-1139</p>
May 16, 2024	REGISTER HERE
	<p>For On-Campus Training: Macomb Community College M-TECSM Room 136 7900 Tank Ave. Warren, MI 48092</p>
Oct. 17, 2024	REGISTER HERE
	<p>For On-Campus Training: Macomb Community College University Center, Bldg. UC-1, Rm. 126B 44574 Garfield Road Clinton Twp., MI 48038-1139</p>

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CORE EVENT

Prospecting for Federal Opportunities—301

The next in Macomb Regional APEX Accelerator's Core Series of Federal Government Contracting is **Prospecting for Federal Opportunities—301**. Selling to the federal government can provide significant revenues for small businesses, but it can be very time consuming trying to figure out where to find opportunities that match your capabilities.

This training will provide you with useful tools on how to search for and identify opportunities that match your capabilities in a more efficient manner. You will also learn about APEX's BidMatch Services. Finally, you will learn how to review various types of opportunities to help you make a bid/no bid decision and learn the importance of vendor performance evaluations.

PREREQUISITES:

Introduction to Federal Government Contracting—101
Federal Market Research—201

WHO SHOULD ATTEND? Management and key players who will support and facilitate government contracting within your company.

This training will be conducted both on campus and online.

*The on-campus training will be conducted in a computer lab.
Class time may run over due to the hands-on nature of training and questions.*



No fee to attend, but registration is required.

TIME

9am–12:30pm

DATE

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March 7, 2024

For On-Campus Training:
Macomb Community College
University Center, Bldg. UC-1, Rm. 126B
44574 Garfield Road
Clinton Twp., MI 48038-1139

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June 13, 2024

For On-Campus Training:
Macomb Community College
M-TECSM Room 136
7900 Tank Ave.
Warren, MI 48092

[REGISTER HERE](#)

Nov. 7, 2024

For On-Campus Training:
Macomb Community College
University Center, Bldg. UC-1, Rm. 126B
44574 Garfield Road
Clinton Twp., MI 48038-1139

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CORE EVENT

How to Market Your Business to the Federal Government—401

The fourth class in Macomb Regional APEX Accelerator's Core Series of Federal Government Contracting is **How to Market Your Business to the Federal Government—401**.

How can you maximize your company's potential to obtain government customers? By using marketing techniques customized for the federal government. In this training, you will learn how to market your business to the federal government as well as prime contractors. Also, you will learn about effective marketing materials, networking and people to know.

PREREQUISITES:

Introduction to Federal Government Contracting—101

Federal Market Research—201

Prospecting for Federal Opportunities—301

WHO SHOULD ATTEND? Management and key players who will support and facilitate government contracting within your company.

This training will be conducted both on campus and online.



No fee to attend, but registration is required.

TIME

9am–12:30pm

DATE

OFFERED ONLINE & ON CAMPUS

[REGISTER HERE](#)

March 21, 2024

For On-Campus Training:
Macomb Community College
University Center, Bldg. UC-2, Rm. 104
44574 Garfield Road
Clinton Twp., MI 48038-1139

[REGISTER HERE](#)

July 18, 2024

For On-Campus Training:
Macomb Community College
University Center, Bldg. UC-1, Rm. 104
44574 Garfield Road
Clinton Twp., MI 48038-1139

[REGISTER HERE](#)

Dec. 5, 2024

For On-Campus Training:
Macomb Community College
University Center, Bldg. UC-1, Rm. 104
44574 Garfield Road
Clinton Twp., MI 48038-1139

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CORE EVENT

How to Evaluate and Prepare to Write a Proposal—501

To effectively create a bid response the reader must understand what the contracting officer is communicating without the benefit of conversation as well as have a clear understanding on how contracting officers determine the award per the Federal Acquisition Regulation (FAR). Contracting officers look at the following actors: bidder responsiveness and bidder accountability. Every submission must pass these two factors before having a chance of being awarded a contract.

This course is **not** designed to provide attendees with templates or Standard Operating Procedure (SOP). It is structured to provide you with options that can be used to successfully identify projects, review solicitations and create plans of implementation and action. Attendees will be exposed to capture planning, preparation, penning and the exhilaration or deflation of the award process.

CLASS REQUIREMENT: A willingness to participate.

PREREQUISITES:

Introduction to Federal Government Contracting—101

Federal Market Research—201

Prospecting for Federal Opportunities—301

How to Market Your Business to the Federal Government—401

WHO SHOULD ATTEND? Management and key players who will support and facilitate government contracting within your company.

This training will be conducted on campus.



No fee to attend, but registration is required.

TIME

9am–12:30pm

DATE

Aug. 1, 2023

ON-CAMPUS LOCATION

[REGISTER HERE](#)

For On-Campus Training:
Macomb Community College
University Center, Bldg. UC-1, Rm. 104
44574 Garfield Road
Clinton Twp., MI 48038-1139

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DLA Internet Bid Board System (DIBBS) Training—101

Doing business with the Defense Logistics Agency (DLA) can be a great way to grow your business and enter the federal marketplace.

DLA is the Department of Defense's largest combat support agency, providing worldwide logistics support to United States military, civilian agencies and foreign countries in both peacetime and wartime. DLA is responsible for nearly every consumable item used by our military forces worldwide, including medical supplies, aviation requirements, land and maritime weapon systems spare parts, critical troop-support items involving food, clothing and textiles, construction equipment, material, fuel and depot-level reparable.

Topics to be covered in this training include DLA Internet Bid Board System (DIBBS) website overview, access to technical data packages, joint certification program, getting registered in DIBBS, how to find opportunities in DIBBS and cfolders overview.

PREREQUISITES:

Introduction to Federal Government Contracting—101
Federal Market Research—201

WHO SHOULD ATTEND? Businesses that have identified DLA as a potential customer during their Market Research or are already selling to DLA.

This training will be conducted online.



No fee to attend, but registration is required.

TIME

9am–12:30pm

DATE

April 4, 2023

LOCATION

[REGISTER HERE](#)

MS TEAMS—ONLINE

Register now for one of our upcoming sessions or go to the [Gateway](#)



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CORE EVENT

DLA Internet Bid Board System (DIBBS) Training—201

Building on what was discussed in the DIBBS 101 training, we will look at other DIBBS applications, including how to submit a quote online, find awards, submit a post-award request (PAR) and discuss packaging and shipping.

Prior to attending this training, if you determined your business will need to access technically controlled data packages (drawings), we recommend that you apply for the Joint Certification Program (JCP). If you need assistance with this, please contact our office.

Additional topics to be covered in this training include the Buy American & Trade Agreement Act, NIST(SP) 800-171 compliance and CMMC, Vendor Performance Evaluations and DLA packing and shipping.

PREREQUISITES:

Introduction to Federal Government Contracting—101

Federal Market Research—201

DLA Internet Bid Board System (DIBBS)—101

WHO SHOULD ATTEND? Businesses that have identified DLA as a potential customer during their market research or are already selling to DLA.

This training will be conducted online.



No fee to attend, but registration is required.

TIME

9am–12:30pm

DATE

May 23, 2024

LOCATION

[REGISTER HERE](#)

MS TEAMS—ONLINE

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State Contracting Overview

The Department of Technology, Management and Budget (DTMB) Procurement Office serves as the state's Central Purchasing Office and has a portfolio of approximately 800 multiple-year contracts worth billions of dollars. In this training you will learn how the state of Michigan procures goods and services.

Topics to be covered:

- Doing business with the state of Michigan
- Navigating the state contracting process
- How to research competitors—MI State Transparency Website Market Research Tool
- Doing business with MDOT

WHO SHOULD ATTEND? Management and key players who will support and facilitate government contracting within your company.

This training will be conducted both on campus and online.

No fee to attend, but registration is required.

TIME

9am–12:30pm

DATE

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Feb. 1, 2024

For On-Campus Training:
Macomb Community College
University Center, Bldg. UC-1, Rm. 104
44574 Garfield Road
Clinton Twp., MI 48038-1139

[REGISTER HERE](#)

Aug. 15, 2024

For On-Campus Training:
Macomb Community College
University Center, Bldg. UC-1, Rm. 104
44574 Garfield Road
Clinton Twp., MI 48038-1139

[REGISTER HERE](#)

Nov. 14, 2024

For On-Campus Training:
Macomb Community College
University Center, Bldg. UC-1, Rm. 104
44574 Garfield Road
Clinton Twp., MI 48038-1139

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FAR Overview

The Federal Acquisition Regulation (FAR) governs all acquisitions and contracting procedures in the federal government. It is a substantial and complex set of rules governing the federal government's purchasing process to ensure purchasing procedures are standard and conducted in a fair and impartial manner. It is important federal government contractors take the time to understand the rules and regulations they must follow to avoid costly pitfalls.

This comprehensive training will describe the basic concepts for each FAR part that every federal contractor should be aware of. Additionally, through the course of the training, attendees will learn how to navigate the FAR so they may more easily reference it as the need arises. This event will cover and provide an overview of the FAR, Sub-chapters (A through H) and FAR Clause Flow Downs.

PREREQUISITES:

Introduction to Federal Government Contracting—101

WHO SHOULD ATTEND? Management and key players who will support and facilitate government contracting within your company.

This training will be conducted both on campus and online.



No fee to attend, but registration is required.

TIME

9am-12:30pm

DATE

Sept. 26, 2024

OFFERED ONLINE & ON CAMPUS

[REGISTER HERE](#)

For On-Campus Training:
Macomb Community College
University Center, Bldg. UC-1, Rm. 104
44574 Garfield Road
Clinton Twp., MI 48038-1139

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Other Transaction Authority (OTA)–101

Other Transaction Agreements (OTAs), issued under the statutory authority of 10 USC § 4022, have proven an effective tool to streamline acquisition, diversify the defense industrial base, and gain access to state-of-the-art technology within a collaborative government/industry environment. Join U.S. Army Combat Capabilities Development Command (DEVCOM) Ground Vehicle Systems Center (GVSC) and Army Contracting Command from Detroit Arsenal (ACC-DTA), acquisition innovation leaders, as we walk through the 10 USC § 4022 statute, and associated guidance, for a better understanding of these streamlined acquisition capabilities. You will also hear from the National Advanced Mobility Consortium (NAMC). NAMC will present about their history, member capabilities, project platforms, and past and future successes made possible through OTAs in delivering innovative solutions to U.S. Army technology challenges.

PREREQUISITES:

Introduction to Federal Government Contracting–101

WHO SHOULD ATTEND? Management and key players who will support and facilitate government contracting within your company.

This training will be conducted online.

**No fee to attend, but
registration is required.**

TIME

9am–12:30pm

DATE

Oct. 24, 2024

LOCATION

[REGISTER HERE](#)

MS TEAMS–ONLINE

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7900 Tank Avenue, Warren, MI 48092

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TAKE-AWAY TUESDAY EVENTS

Featuring Subject Matter Experts



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TAKE-AWAY TUESDAY



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TAKE-AWAY TUESDAY EVENTS

Featuring Subject-Matter Experts

DOD Mentor-Protégé Program Overview

Jan. 9 • 9–10am • MS TEAMS ONLINE

Join the Macomb Regional APEX Accelerator and Gayna C. Malcolm-Packnett, Program Manager, Mentor-Protégé, SBIR/STTR; HBCU/MI from the Army Office of Small Business Programs as she discusses the Army Mentor Protégé Program. This three-year DOD sponsored program provides incentives to DOD contractors to furnish eligible small business concerns with assistance designed to expand their footprint in the defense industrial base. This assistance consists of business infrastructure developmental assistance and technology transfer. Reference: DFARS Appendix I.

SBA All Small Mentor Protégé Program Overview

Jan. 23 • 9–10am • MS TEAMS ONLINE

Join us in an overview of the SBA All Small Mentor Protégé program. The program enables small businesses to receive business development through an approved mentor. Protégés (small businesses) can get valuable business development help from their mentors in several areas, including:

- Guidance on internal business management systems, accounting, marketing, manufacturing and strategic planning
- Financial assistance in the form of equity investments, loans and bonding
- Assistance navigating federal contract bidding, acquisition and the federal procurement process
- Education about international trade, strategic planning and finding markets
- Business development, including strategy and identifying contracting and partnership opportunities
- General and administrative assistance, like human resource sharing or security clearance support

We will also be discussing how a mentor and its protégé can joint venture as a small business for any small business contract, provided the protégé individually qualifies as small. The joint venture may also pursue any type of set-aside contract for which the protégé qualifies, including contracts set aside for 8(a), service-disabled veteran-owned, women-owned, and HUBZone businesses.

Project Spectrum

Feb. 20 • 9–10am • MS TEAMS ONLINE

Join Macomb Regional APEX Accelerator in collaboration with the Michigan Alliance of APEX Accelerators and Kareem Sykes, Project Spectrum Program Manager at Eccalon for a briefing and discussion about cyber threats and best cybersecurity practices for small businesses. Kareem will discuss all of Project Spectrum's no-cost capabilities and offerings that can help small businesses ensure compliance with both CMMC and NIST standards. You will come away with a better understanding of the current threat environment, knowledge on why small businesses are at particular risk, and a thorough appreciation for how to leverage Project Spectrum as a key resource to protect all of your cyber-based assets!

How to Do Business with Lockheed Martin

April 9 • 9–10am • MS TEAMS ONLINE

Join Macomb Regional APEX Accelerator, along with Orsya Buchan, Supplier Diversity Government Programs Manager, Lockheed Martin, as she discusses how small businesses can get connected with the appropriate Lockheed Martin contacts to explore opportunities for collaboration and innovation.

SBIR / STTR Overview

April 30 • 9–10:30am • MS TEAMS ONLINE

Find out how the government's Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs can provide a source of R&D funding between the initial development of your innovative idea and proof that it has potential in the marketplace. The two programs make over \$4 billion in high-risk, non-dilutive capital available to innovative small companies annually!

Join our expert in this virtual workshop to learn what it takes to participate in the programs. We'll review, eligibility requirements, participating agencies, the differences between SBIR, common misconceptions and more! This training is designed to provide enough information for attendees to determine if they would like to seriously pursue proposal development and provides the tools to help begin the process.

Driving Positive Change

Aug. 6 • 9–10am • MS TEAMS ONLINE

Join Macomb Regional APEX Accelerator, along with David Daniels, Chief, Acquisition Management Office of the Ground Vehicle System Center (GVSC) as he discusses lessons learned, and the new processes they have implemented that have resulted in substantial improvement to their most used mechanism the Other Transactional Agreements (OTA).

DATE/TIME	LOCATION	DATE/TIME	LOCATION	DATE/TIME	LOCATION
Jan. 9, 2024	MS TEAMS—ONLINE REGISTER HERE	Feb. 20, 2024	MS TEAMS—ONLINE REGISTER HERE	April 30, 2024	MS TEAMS—ONLINE REGISTER HERE
Jan. 23, 2024	MS TEAMS—ONLINE REGISTER HERE	April 9, 2024	MS TEAMS—ONLINE REGISTER HERE	Aug. 6, 2024	MS TEAMS—ONLINE REGISTER HERE

Questions? Contact us at apex@macomb.edu • 586.498.4122
7900 Tank Avenue, Warren, MI 48092

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TAKE-AWAY TUESDAY



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TAKE-AWAY TUESDAY EVENTS

Featuring Subject-Matter Experts

SBA & LGBTQ+ in Business

Aug. 20 • 9–10am • MS TEAMS ONLINE

We invite you to attend an informative virtual class centered on SBA and LGBTQ+ in Business. The session will be led by Misty Martin, CEO and co-owner of M3 Defense Consulting, a certified LGBTQ+ business. Misty will walk us through the importance of diversity, equity, and inclusion in the business world, with a focus on the LGBTQ+ community and small businesses. She will delve into the SBA's initiatives to assist the LGBTQ+ business community and highlight the new LGBTQ+ Enterprise certification for businesses. This accreditation, provided by the National LGBTQ+ Chamber of Commerce, aims to support, and furnish resources to LGBTQ+ owned businesses and recognize their significant role in the economic landscape.

Whether you belong to the LGBTQ+ business community or are simply interested in equity and inclusion in the business world, this class is an excellent opportunity to gain valuable and current insights. Join us for this crucial conversation that will contribute to building a more inclusive and equitable business environment.

Defense Production Act Title III

Sept. 10 • 9–10am • MS TEAMS ONLINE

Join Macomb Regional APEX Accelerator in collaboration with the Michigan Alliance of APEX Accelerators and Ian Patterson, government contracts attorney, Schoonover & Moriarty LLC as we discuss the Defense Production Act Title III.

Tracing its origins to the Korean War, the Defense Production Act (DPA) is a collection of economic controls that may be used by the President to marshal America's private sector resources for national defense. Under Title I, the President may compel federal contracting participation and prioritization, as well as allocate resources to rapidly mobilize America's industrial might for national emergencies. Title III provisions provide tools and resources to strengthen the industrial base to ensure it is robust enough to support national defense activities at a moment's notice.

In this webinar Ian will discuss the unique contracting powers of the DPA, as well as the opportunities that exist for businesses under Title III.

What is an EUC?

Oct. 8 • 9–10am • MS TEAMS ONLINE

An End User Certificate (EUC) is also known as a Declaration, a written agreement involving the transfer of military equipment or technical data to the United States. Want to do business transferring military equipment or technical data to the United States? Join the SME, Derek M. Dycio, Procurement Specialist, to learn how an End User Certificate (EUC) is initiated and approved, the process and what are the limitations and restrictions.

Foreign Ownership, Control or Influence

Nov. 12 • 9–10am • MS TEAMS ONLINE

Join Macomb Regional APEX Accelerator in collaboration with Michigan Alliance of APEX Accelerators and subject matter expert Ian Patterson, government contracts attorney, Schoonover & Moriarty LLC as we discuss Foreign Ownership, Control, or Influence.

Driven by concerns about Russia and China gaining access to classified information or technology through contractors, this decade has seen the expansion of Foreign Ownership Control or Influence (FOCI) reporting and mitigation efforts. The objective of FOCI regulations is to prevent foreign actors from obtaining sensitive information by controlling the operations of federal contractors through ownership. In this presentation, Ian will provide an overview of FOCI regulations and walk through some of the specified mitigation strategies.

Small Business Needs Big Cybersecurity

Dec. 3 • 9–10am • MS TEAMS ONLINE

Join Macomb Regional APEX Accelerator along with Kelley Kiernan from the DAF CISO Office for a fun and educational event with the Blue Cyber Education Series. Thousands of Small Business contractors are developing technology for the Department of Defense (DoD), all will handle information, more than half are developing an Information Technology (IT) and all will have an Information System (IS).

The exciting new way the DAF CISO Office is reaching our Small Business contractors is through the Blue Cyber Education Series. The Department of the Air Force office of the Chief Information Security Officer (CISO) supports DAF core missions by ensuring the cybersecurity and resiliency of systems, information, and staff, and provides information to help Small Businesses frame their cybersecurity approach. Prohibiting improper disclosure of data is vital to national security.

The Blue Cyber Education Series addresses Small Business risk management for all IT to keep DoD data secure. The Blue Cyber Education Series uses the most modern university teaching methods to raise the bar by increasing the cybersecurity and resiliency of systems and information. Blue Cyber invigorates Department of the Air Force (DAF) cybersecurity and data protection by ensuring that our small business contractor partners are informed and engaged in information security ecosystem. Come and hear this presentation on how to provide Big Cybersecurity for Small Businesses and protect DoD Information and intellectual property. Increasing cybersecurity knowledge up front will allow more small businesses opportunities to help the DAF drive more innovation.

DATE/TIME	LOCATION	DATE/TIME	LOCATION	DATE/TIME	LOCATION
Aug. 20, 2024	MS TEAMS—ONLINE REGISTER HERE	Oct. 8, 2024	MS TEAMS—ONLINE REGISTER HERE	Dec. 3, 2024	MS TEAMS—ONLINE REGISTER HERE
Sept. 10, 2024	MS TEAMS—ONLINE REGISTER HERE	Nov. 12, 2024	MS TEAMS—ONLINE REGISTER HERE		

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SPECIAL EVENTS



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Supplier registration closes Friday, March 8, 2024, close of business

SPECIAL EVENT

Metro Detroit Business to Government Connect

The Metro Detroit Business to Government Connect event is designed for you, Michigan's small and large businesses, seeking to market themselves to government agencies and prime contractors.

During this dynamic and interactive event, you will have opportunities to diversify your sales and pitch your product and services to federal, state, and local government agency representatives. You're encouraged to network with businesses in attendance and visit with local business resource partners who are eager to help take your company to the next level.

THIS EVENT IS NOT FOR STARTUPS. Only businesses with commercial and/or government sales are encouraged to attend.

Items to bring to the **Metro Detroit Business to Government Connect** include:

- Business cards
- Printed copies of up-to-date capability statements for prime contractors and federal government agencies
- Commercial marketing materials for local and state agencies
- AND your 30-second "elevator pitch"

CONFIRMED AGENCIES/PRIMES/PARTNERS

Government Agency/Buyer

- City of Detroit
- Defense Logistics Agency—Warren
- MDOT
- NAVAIR
- State of Michigan Procurement
- U.S. Army TACOM
- U.S. Army Corps of Engineers
- U.S. Coast Guard
- Wayne State University
- More to come!

Prime Contractors

- American Rheinmetall Vehicles
- DRS Land Systems
- DTE Energy
- General Dynamics Land Systems
- Oshkosh
- LOC Performance
- Suburban Mobility Authority for Regional Transport (SMART)
- More to come!

Business Resource Partners

- BBC Entrepreneurial Training & Consulting
- Great Lakes Women's Business Council
- Lift
- Michigan Economic Development Corporation
- Michigan Small Business Development Center
- Macomb Community College—Workforce Continuing Education Engineering & Applied Technology
- Macomb Community College—Workforce and Continuing Education, Business and Information Technology
- Macomb County Planning & Economic Development
- Oakland County Economic Development
- SEMCA Michigan Works
- Oakland Thrive
- Schoolcraft College Business Services
- U.S. Small Business Administration
- More to come!

No fee to attend, but registration is required.

TIME

8:00am–3:00pm

DATE

March 26, 2024

LOCATION

[REGISTER HERE](#)

For On-Campus Training:
Macomb Community College
Sports & Expo Center
14500 E. 12 Mile Road
Warren, MI 48088

Register now for one of our upcoming sessions or go to the [Gateway](#)



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SPECIAL EVENT

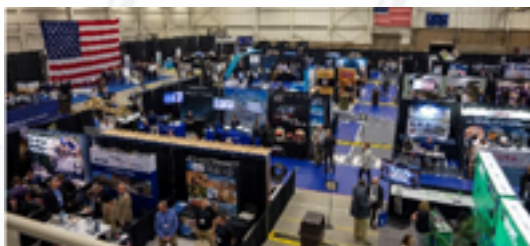
MDEX

MICHIGAN DEFENSE EXPO

NDIA Michigan Chapter MDEX April 23–25, 2024 • 9 am–5 pm

This is our 15-year anniversary. All events, to include briefings, GVSC one-on-ones, classes, evening receptions and the AUSA Breakfast, which will be held in the Macomb Sports and Expo Center. Last year we had over 3,000 attendees.

[Join us at MDEX 2024!](#)



No fee to attend, but registration is required.

LOCATION

Macomb Community College, South Campus, Sports & Expo Center
14500 Twelve Mile Rd. Warren, MI 48088

Macomb Regional APEX Accelerator Training at MDEX

APEX Accelerators Basics on Doing Business with Defense

Join the Macomb Regional APEX Accelerator at MDEX to learn best practices for business to government engagement. Topics to be covered include registrations, key terminology, tips on how to market your business to the federal government and prime contractors, effective marketing tools, key players to know and additional public resources.

Date: April 23, 2024 | Time: 10–11:30am | Location: Sports & Expo Center, Room 145


Please follow registration instructions:

You must first register with MDEX for no fee at: <https://mdex-ndia.com>

Next, register for training for no fee at: <https://center-gateway.com/2/gateway/107000/events/72786>

Questions? Contact us at apex@macomb.edu • 586.498.4122
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SPECIAL EVENT

Department of the Navy Small Business Summit

Join the Mission: Exploring Opportunities with the Department of the Navy Office of Small Business Programs

Embark on an informative full-day journey with the Macomb Regional APEX Accelerator and the DON Office of Small Business Programs (DON OSBP). We're offering a rich overview, aimed at empowering small businesses in the realm of government contracting.

In our session, you'll gain valuable insights into "Doing Business with the DON," uncovering who we are, our mission and the array of opportunities available for small businesses. Delve into the Mentor-Protégé Program (MPP), learning about its benefits, workings and how it fosters valuable partnerships. We'll also explore the nuances of subcontracting with the DON, equipping you with knowledge to thrive in this sector. These topics, among other helpful areas, are just a slice of what we'll cover, ensuring you leave with a comprehensive understanding of navigating these opportunities.

Special Features:

Insightful Leadership: Arveice Washington, Director, DON OSBP, along with other experts, will be guiding these discussions, ready to share their wisdom and address your questions.

Matchmaking Session: A prime opportunity for networking, allowing you to connect with larger businesses in the area, potentially sparking beneficial collaborations.

This event is an invaluable resource for both newcomers and veterans in government contracting. Don't miss this chance to elevate your business and connect with key players in the industry.

We look forward to having you on board for this day of learning and networking!

No fee to attend, but registration is required.

TIME

8:00am–5:00pm

DATE

June 6, 2024

LOCATION

[REGISTER HERE](#)

For On-Campus Training:
Macomb Community College
K Building
14500 E. 12 Mile Road
Warren, MI 48088

Register now for one of our upcoming sessions or go to the [Gateway](#)



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ADDITIONAL TRAINING



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**The following individual training sessions are offered
to Macomb Regional APEX Accelerator clients upon request:**

- General Service Administration (GSA) Overview
- How to Market Your GSA Schedule
- WAWF Overview
- Federal Subcontracting Overview

Additional Available Training Categories:

- Government Accounting Practices
- Government Certifications
- Contract Types and Formats
- Regulation and Compliance
- SBIR & STTR
- Teaming, Joint Ventures and Mentor Protégé
- Tribal Affairs
- Cybersecurity
 - NIST 800-171 Compliance
 - Interim Rule
 - CMMC
- Disaster Response

Please contact apex@macomb.edu to schedule training.





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For more information, please contact us:

Macomb Community College
Macomb Regional APEX Accelerator
7900 Tank Avenue
Warren, MI 48092-3936
Phone: 586.498.4122
Email: apex@macomb.edu

We also invite you to visit us at:

www.macomb.edu/apex
<https://center-gateway.com/2/gateway/107000/events>
www.miapex.org

 LinkedIn: [macomb-regional-apex-accelerator](https://www.linkedin.com/company/macomb-regional-apex-accelerator)



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