

James F. Gerraughty

From: Gloria Brooks at Southern Alleghenies PTAC <brooks+sapdc.org@ccsend.com>
Sent: Friday, May 12, 2023 10:03 AM
To: James F. Gerraughty
Subject: PTAC Success Stories



The Procurement Technical Assistance Program (PTAP) is now under the management of the Department of Defense (DoD) Office of Small Business Programs (OSBP) and has changed its name to APEX Accelerators. The Southern Alleghenies PTAC and its two centers at North Central and Northern Tier will be changing to the new name and a new scope of assistance over the next few months. What **will not be** changing is our mission, service, and contact information, and we look forward to assistance with all things government contracting related.

We're very pleased to share with you a collection of recent success stories from our regional APEX Accelerators clients. From the team of the APEX Accelerators in Southern Alleghenies, North Central, and Northern Tier regions, we are grateful for you, our hardworking business clients.



Aztec Linear, Inc.

1 Quarry Avenue
DuBois, PA 15801
(814) 591-1656

Silver Lake Township

Municipal Authority

John C. McNamara Drive
Brackney, PA 18812
(570) 663-2637

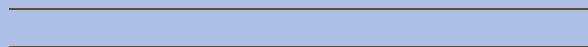
North Central APEX Accelerator

North Central has started to assist a business located in DuBois, PA, Clearfield County. Aztec Linear, Inc. reached out for North Central's government assistance. The company was looking for information to obtain a HUBzone certification because of their business location. Matthew White, owner, reached out to attend the HUBzone Program certification webinar held on January 31, 2023. After he became a client, through client counseling sessions, it was discovered that Matthew was a veteran. He was in the Navy and stationed on a submarine. The suggestion was made to pursue this certification first due to the recent SBA acquiring the VetCert Program. After conquering a complication and setting up the GLS account, his veteran-owned small business (VOSB) certification was granted to him on March 9, 2023. He also worked on his Veteran Business Enterprise Certification with the state of Pennsylvania. This was also granted on March 13, 2023. Work on his socio-economic certifications has not stopped. Matthew would now like to proceed on and start the HUBzone certification application for which he initially came to the APEX Accelerator for.

Northern Tier APEX Accelerator

Silver Lake Township Municipal authority needed a SAM registration to be able to apply for grant awards. After numerous issues with their application, the Municipal Authority was finally able to successfully complete their application and successfully apply for grant funding.

The Apex Accelerator assisted the client through the SAM registration process, including to help them navigate the various issues and amendments requested from SAM, federal service desk (FSD) and CAGE departments.





Carnegie Equipment Co., Inc.
5930 6th Avenue
Altoona, PA 16602
(814) 631-9561

Southern Alleghenies APEX Accelerator

SAP&DC APEX Accelerator provided an active lead to provide a Hot Food Serving cart to Hollidaysburg Veterans Home located in Duncansville, PA to Carnegie Equipment. Mark Madden, sales representative moved on this quickly and they were awarded the contract in the amount of \$11,225.

According to Mike Miduri, Director of Sales, normally Carnegie provides small wares to the home and this was the first substantial sale to them. This lead could potentially lead to further business with the veteran's home with the future expansion.

SAP&DC APEX Accelerators - Gloria Brooks brooks@sapdc.org and James Gerraughty jgerraughty@sapdc.org North Central APEX Accelerators - Barb Brennen bbrennen@exchange.ncentral.com - Northern Tier APEX Accelerators - Ethan Sexton sexton@northerntier.org

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