



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) 372-4652



JHA Companies
466 South Main St.
Montrose, PA 18801
(570) 396-9004

North Central APEX Accelerator

AZTEC Linear, Inc. is a company located in north central Pennsylvania's Clearfield County. This AZTEC Linear, Inc. contacted North Central's APEX Accelerator for some assistance to update their certifications with the state of Pennsylvania. Also, they discovered a solicitation of interest that the company found in their Bid-Match profile. Due to this interest, APEX's assistance culminated

Northern Tier APEX Accelerator

The NTRPDC APEX, Kim Jennings, sends daily bid reports to JHA through ConstructConnect. JHA Companies submitted a bid to Village of Akron, NY for infrastructure replacement. This resulted in a successful bid submission for infrastructure replacement on February 28, 2025.

in a few more areas that needed addressed. A non-exhaustive list follows:

- Updated Small Business Certification in the state of Pennsylvania
- Updated Veteran Business Enterprise Certification in the state of Pennsylvania
- Review HUBzone solicitation W911S225BA002-Fort Drum Traffic Control Painting Cantonment Area
- Introduction to Cybersecurity Maturity Model Certification 2.0
- Assisted with Project Spectrum Account and the NIST 800-171 Self-Assessment
- Update SAM Registration
- Assisted with creating an account in PIII-Procurement Integrated Enterprise Environment
- Assisted with creating an account in SPRS-Supplier Performance Risk System
- Entering the NIST 800-171 Self-Assessment Score in SPRS
- Introduction to the Pennsylvania's COSTARS Procurement Purchasing Program

The Southern Alleghenies APEX is proud of our clients and their successes in government contracting. Not only are we proud for the clients, but we use their successes as case study/best practices for other clients. Our door is open and we are happy to assist your company with its government contracting needs!



Much progress has been made. However, work continues. While AZTEC Linear, Inc. works on their solicitation submittal, we continue to work on their Cybersecurity Maturity Model Certification 2.0-Level 1 in hopes of getting a favorable response to their solicitation.

The importance of the success of winning this solicitation would keep or bring jobs in North Central Pennsylvania's area. Since the solicitation that encompasses seasonal work to be completed during peak warm season, winning the solicitation would bring revenue into the area. This area would economically benefit since it is a HUBzone designated area.



Jennifer Judd Designs, LLC.

224 South Bedford St.

Bedford, PA 15522

703-589-3553

Southern Alleghenies APEX Accelerator

Jennifer Judd, of Jennifer Judd Designs, LLC. an SDVBE Graphic Design business based in Bedford County is part of a proposal by prime contractor DMA for the

upcoming fiscal year. They'll work with the collective of providers called the Western PA Continuum of Care (CoC) to continue support for working with the homeless and housing providers. A significant focus of next year's work includes the development of 501c3 organization as well as increasing engagement with the larger community around the issue of homelessness. The goal is to increase volunteerism, engage landlords and employers, and engage specific target groups. Adding an artist & graphic designer to the team was a way to add skills to this outreach and communication effort. Jen's experience with designing, for social issues as well as volunteering for community non-profits also added value to the proposal. Whether they get the contract is yet to be determined, but this is a great example of how a VBE could be used to add value to a proposal...in a way that's outside the box.

APEX Accelerator staff assisted the business by developing a database of various agencies (state & federal) and did an email blast of capability state to contracting officers and other important contacts. Staff had also made slight changes to Jen's capability statement and provided guidance on developing a targeted landing page on her website.

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

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