ENTERING THE DEFENSE INDUSTRY

Resources to Develop an Actionable Plan

August 18, 2026

KITSAP ECONOMIC DEVELOPMENT ALLIANCE

WASHINGTON APEX ACCELERATOR

IMPACT WASHINGTON

What is APEX Accelerator

- Government Contracting Technical Assistance (Formerly PTAC)
- Partially funded by DoW through a grant, so all our services are **FREE**
- Most states & territories have an APEX Accelerator
- Help companies expand into government contracting: federal, state, & local

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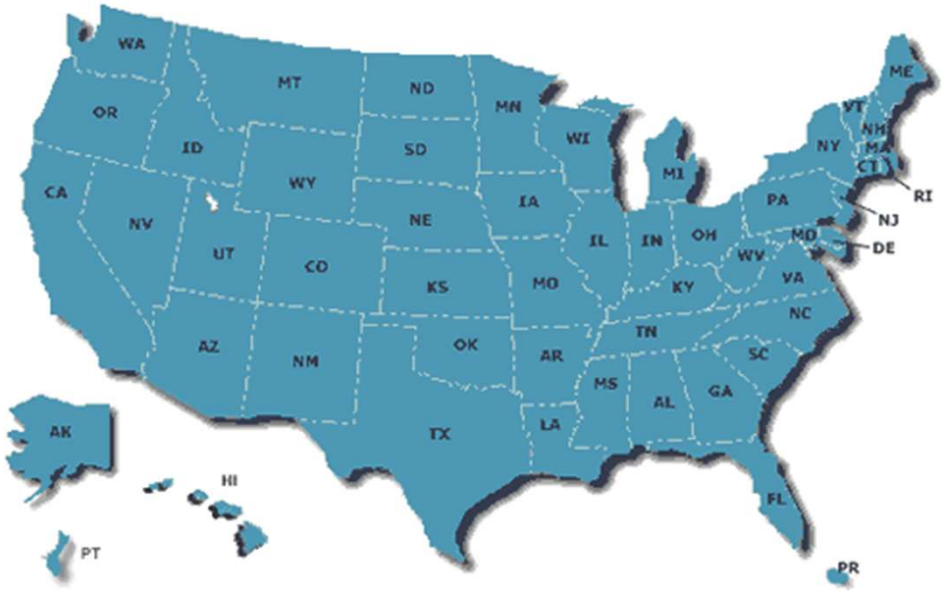
Services for Small & Large Business Clients

Where to find your Apex Accelerator?



Washingtonapex.org

www.napex.us.org

APEX Accelerator Service

- **Free:** 1:1 government contracting advising (Federal, State, Local)
- **Free:** classes and workshops
- **Free:** networking events throughout the year
- Market Research to find your target agencies (who is buying what you are selling)
- Assistance with System Award Management (SAM) registration and updates (Federal)
- Assistance with WA Electronics Business Solutions (WEBS) registration (WA state)
- Assuring profiles are complete in the SBA's Small Business Search (SBS) (Federal)
- Solicitation Review & Proposal Review

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APEX Accelerator Services

- Contract administration Issues
- Guidance on all things regarding DoW CMMC and Interim Rule
- Support for Small Business Innovation Research (SBIR) &

  Small Business Technology Transfer (STTR)
- Subcontracting opportunities strategies
- Federal socio-economic certification assistance:

  HUBZone, 8(a), WOSB, EDWOSB, SDB, VOSB, SDVOSB
- WA socio-economic certifications: MBE, WBE, MWBE, CBE, SEDBE,

  VOB, PWSBE, DBE, SBE, ACDBE

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Classes & Workshops

- Government Contracting 101
- Federal Contracting Lexicon
- Steps Leading to a Government Contract
- DoD Cybersecurity Requirements
- Marketing
- Socio-economic Certifications
- Solicitation Review, the Go – No Go Decision
- Cost & Price Proposal Preparation
- Contract Modifications

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APEX Accelerator Services

CMMC Level 1 Readiness Workshop

CMMC Level 1—SIMPLIFIED!

We break down the requirements, guide you step-by-step, and get you assessment-ready fast.

Cost: $200

APEX Accelerator Services

CYBERSECURITY ROUNDTABLE

CMMC FOR DEFENSE CONTRACTORS

WASHINGTON APEX ACCELERATOR

Cost: Free

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ABOUT IMPACT WASHINGTON

MISSION

We help Washington manufacturers thrive

. . . are a non-profit, impact-driven organization

. . . provide hands-on workforce training & business consulting

INDUSTRIES & SECTORS

- Aerospace
- Maritime
- Food & Beverage
- Wood Products
- Electronics
- Agriculture
- General SMEs
- Supply Chain
- Defense
- Energy
- Housing
- Transportation
- Small & Rural
- Warehouse & Logistics

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WORKFORCE SOLUTIONS

- ✓ Leadership Development
- ✓ Succession Planning
- ✓ Change Management
- ✓ Safety
- ✓ Training Within Industry (TWI)

GROWTH & INNOVATION

- ✓ Strategic Planning
- ✓ Automation/Industry 4.0
- ✓ Supply Chain
- ✓ Sales & Marketing
- ✓ New Product Introduction
- ✓ Artificial Intelligence AI

OPERATIONAL EXCELLENCE

- ✓ Lean Manufacturing
- ✓ Value Stream Mapping
- ✓ Quality Systems/ISO Compliance
- ✓ Business Systems / ERP
- ✓ Cybersecurity

FOOD & BEVERAGE SERVICES

- ✓ Food Safety Certifications:
  - ✓ FSCPA Preventative Controls
  - ✓ HACCP
- ✓ Food Business Startup
- ✓ Food & Beverage Processing

INDUSTRY CHALLENGES

- o Aging workforce, retirement wave
- o Workforce Shortage and Skills Gap

- o Unprecedented global uncertainty
- o Low and Slow technology adoption

- o Increasing operational costs
- o Escalating compliance and security pressures

- o Supply chain disruption
- o Food Safety non-compliance

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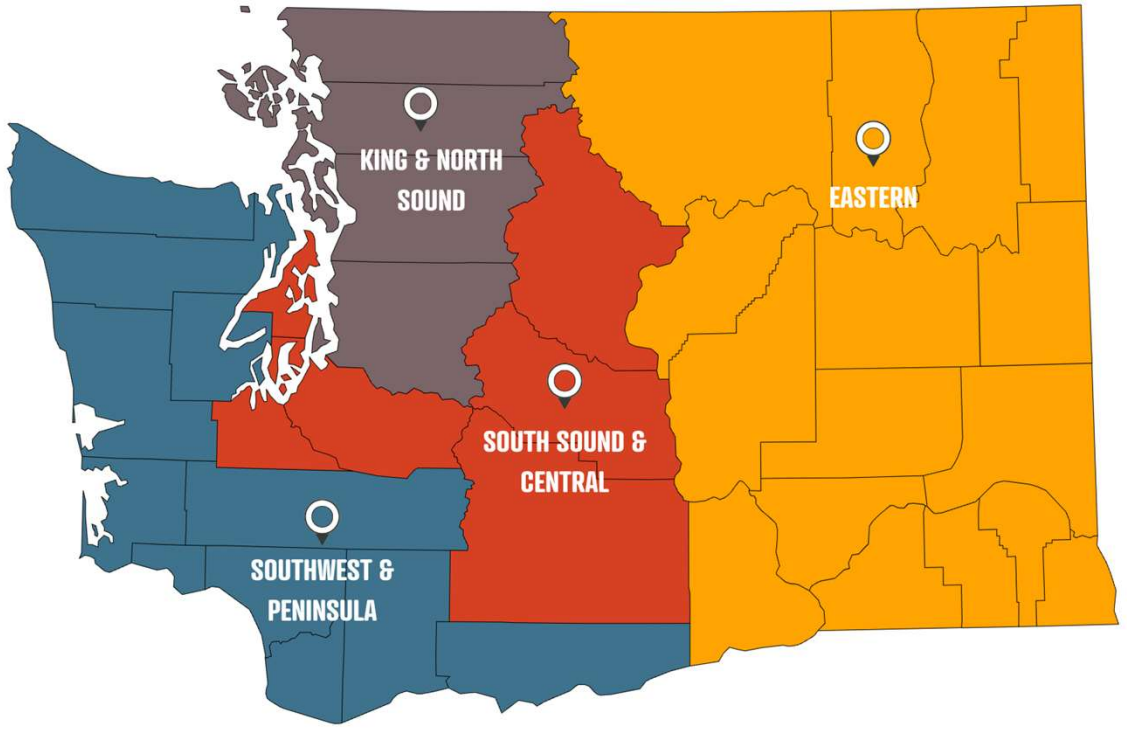
IMPACT WASHINGTON'S FIELD STAFF

SUPPORT ACROSS THE STATE

ROGER PETERS
KING COUNTY
NORTH SOUND

SHAWN BABAUTA
SOUTH SOUND
CENTRAL

MADDIE MERTON
SOUTHWEST
PENINSULA



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STATEWIDE SUPPORT

CRAIG DOAN
CHIEF FOOD SCIENTIST FOOD & BEVERAGE & ACCOUNT EXECUTIVE – EASTERN

ANIBETH RUIZ
PROJECT LOGISTICS COORDINATOR

NANDHITA NANDAKUMAR
MARKETING OUTREACH COORDINATOR

Partnering & Networking Opportunities

Monthly, 2nd Wednesday
8-9 am

Monthly, 1st Wednesday
8-9:30 am

Annually in March
Greater Tacoma Convention Center

Plus: Outreach Events & Workshops

Wednesdays with the Deputies for Small Business

(Last Wednesday each month, 10-11:30 am)

Bid Match

Scours over 3,200 websites 24/7 for solicitations that match your application.

Federal, State, and Local governments

You receive an e-mail the same day

$250 per year

First 30 days is a free trial period

KEDA Resources

Location Advantages

Licenses and Permits

Taxes and Incentives

Infrastructure

Research and Reports

Demographics

Entrepreneurship and Innovation

Business Resources

Maps

Zoning Information

Properties

Workforce

Shipyard Infrastructure Optimization Program

KITSAP BUSINESS RESOURCE HUB

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APEX Accelerator & CMMC

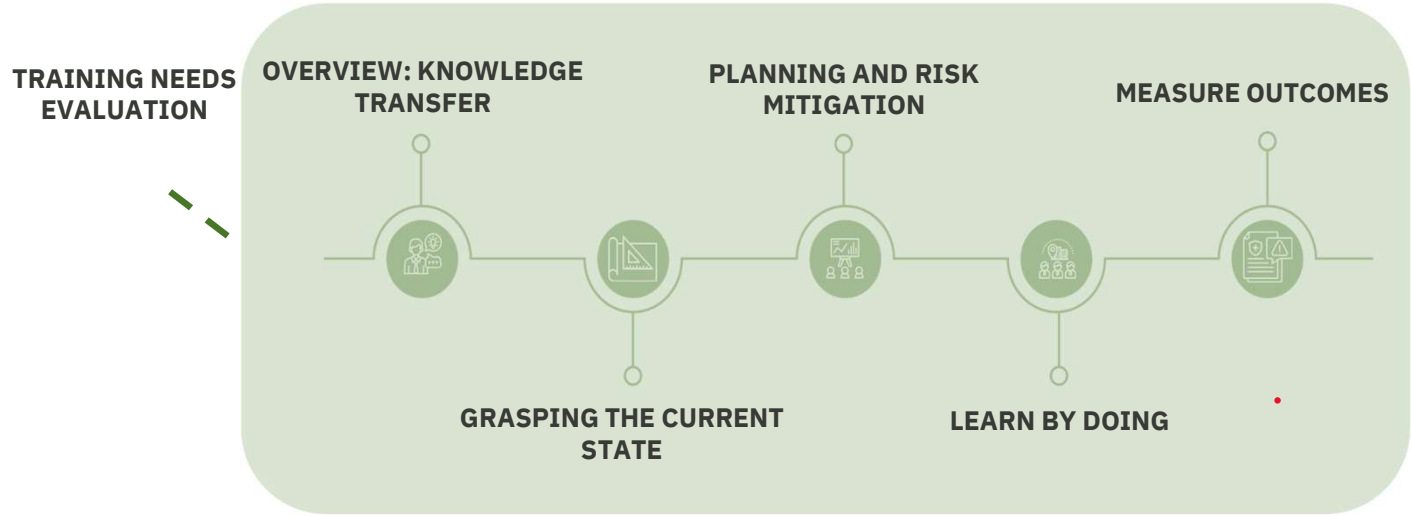
We can help you understand:

- What you need for DoW cybersecurity certification
- Do any exemptions apply to you
- What it may cost you to get certified
- Refer you to other organizations for training & preparation
  - Project Spectrum
  - Impact Washington (for manufacturing companies)
- Will you need CMMC Level 1, 2, or 3 certification for DoW procurements
- How to find help from the Accreditation Body and Accessors when you're ready
- Where is the DoW in the 3-year phase-in period (started Nov 10, 2025)
- Solicitation review for any cybersecurity requirements

Impact Washington CMMC Services

Overview Training Offered (4-Hours)

- Cybersecurity-CMMC NIST 800-171 Overview
- Cybersecurity-Cybersecurity for Executives-CMMC
- Cybersecurity-Cybersecurity for Executive Leaders-Overview



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What Should I Start Now That Is Low Cost?

- Answer the scoping question first. Do you have CUI, or only FCI
- Read the standard
- Get the correct team in place. Do not just hand to IT and walk away.
- Use the management system you already have
- Decide now: bolt-on or built-in
- Start writing the Level 1 policies (APEX Program)
- Get a rough order of magnitude on the technology gaps
- Start building the cost into your proposals
- Learn how to apply risk-based decision-making to cybersecurity investments
- Establish executive and board for cyber governance
- Decide what you will do if you do have an incident.
- Start building security-aware culture

How Much Will This Cost

- It depends
  - Level 1 or Level 2
  - Age of your current equipment
  - How much CUI you have, where it is located, how it is used, and how many people need access
  - Whether you already run a management system
  - Internal capacity
  - The core business systems you use and whether it contains FCI or CUI
  - Where you draw the boundary — enclave or enterprise

Is there funding?

Thank You!

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