



2023 Class Listing

This training is available to businesses in Berrien, Branch, Calhoun, Cass, Kalamazoo, St. Joseph, and Van Buren counties of Southwest Michigan. For classes in other locations: www.apta-us.org.

*** All Trainings Subject to Change * Until further notice, all classes are held virtually online ***

Where Do I Begin?

Considering government contracting? Don't know where to begin? Join us to learn more about government contracting and how APEX Accelerator is here to guide you every step of the way.

Online pre-registration is required. The link to the class will be sent to registrants within 24 hours of the class.

September 26 1:00 – 2:00 p.m. Virtually Online [Registration](#)

Government Contracting: Orientation

Is your company considering government contracting? Learn how to sell your products and services to the federal, state, and local government. This free seminar will give you the direction you need.

Online pre-registration is required. The link to the class will be sent to registrants within 24 hours of the class.

October 10 2:00 – 4:00 p.m. Virtually Online [Registration](#)

Marketing & Research: Mining for Opportunities

Learn how to market your business to government agencies and prime contractors. Research the agencies and prime contractors that buy what you sell. Research your competitors' sales and customers.

Pre-requisites: Orientation Class and a current client of APEX Accelerator. Online pre-registration is required. The link to the class will be sent to registrants within 24 hours of the class.

October 24 10:00 a.m. – 12:00 p.m. Virtually Online [Registration](#)

Capability Statement Preparation

When you're ready to sell your products/services to the government, create a capability statement to share when meeting (in person or virtual) buyers for prime and subcontracting opportunities.

Online pre-registration is required. The link to the class will be sent to registrants within 24 hours of the class.

November 14 2:00 – 4:00 p.m. Virtually Online [Registration](#)

Coffee & Contracting (3rd Tuesday from 9:00 – 9:30)

Coffee & Contracting features APEX Accelerator presenting partners such as (but not limited to): SBA, SBDC, Southwest Michigan First, Consumers Energy, MDOT, State of Michigan DTMB, Veteran's Services, and more.

Online pre-registration is required. The link to the class will be sent to registrants within 24 hours of the class.

Overview of Federal Contracting & Small Business Certifications October 17 Virtually Online [Registration](#)

One-Time Govology Training

Govology is a collaborative community raising the competency level of small business to excel in government contracting. These are pre-recorded sessions that we will watch together. Topics are subject to change.

Online pre-registration is required. The link to the class will be sent to registrants within 24 hours of the class.

September 14 – DoD Mentor Protégé Program 10:00 a.m. – 12:00 p.m. Virtually Online [Registration](#)
December 5 – Evolving DoD Cybersecurity Reqs 2:00 – 4:00 p.m. Virtually Online [Registration](#)

Website: www.swmiapex.org