



DART
DRONE AUTOMATION & ROBOTICS TECHNOLOGY

&

STARTUP
MONTEREY BAY
CONNECT



**ENTREPRENEURSHIP OPPORTUNITIES WITH
THE DEPARTMENT OF DEFENSE**

MARCH 12TH, 5:30-7:30 PM



UCMBEST CENTER

3180 IMJIN RD | MARINA, CA

Featured Speakers:



OFFICE OF RESEARCH
& INNOVATION



MONTEREY
BAY
APEX
ACCELERATOR

NAVAL XX

HAWKTOWER

VENTURE CAPITAL FOR CENTRAL CALIFORNIA





Jordan Caballero
Procurement
Counselor, Monterey
Bay APEX Accelerator



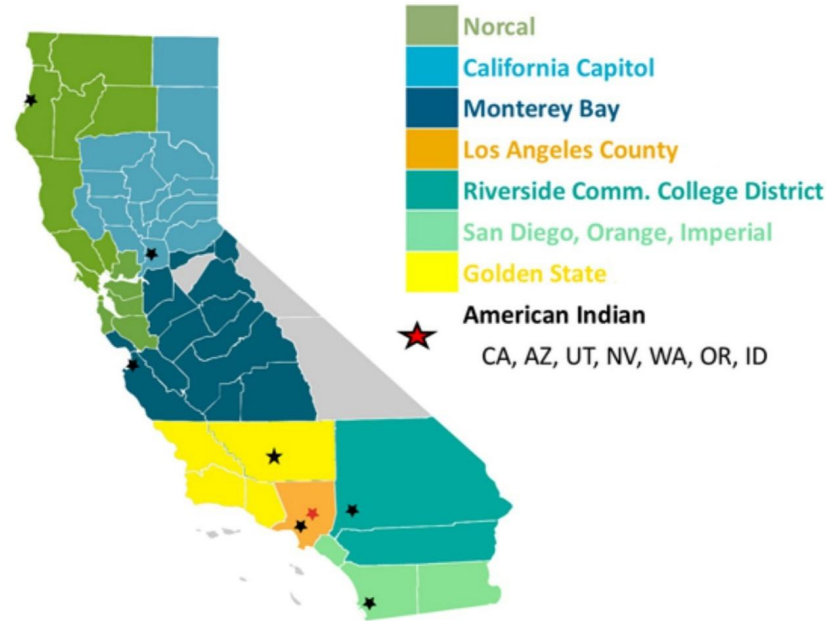


MONTEREY
BAY
APEX
ACCELERATOR

APEX Accelerator – (Formerly PTAC)

- Administered by Monterey County Business Council
- Funded by the Department of Defense since 1985
- Ninety-six (96) centers in U.S., seven within California
- Mission to promote economic growth and employment opportunities
- Facilitate access to the government marketplace: Federal, State, & Local

- Monterey Bay APEX Accelerator serves
- 14-County region = Central Coast and Central Valley



- Alpine
- Amador
- Fresno
- Kings
- Madera
- Mariposa
- Merced
- Monterey
- San Benito
- San Joaquin
- Stanislaus
- Santa Cruz
- Tulare
- Tuolumne

APEX Accelerator Services:

- Monterey Bay APEX Accelerator provides confidential client services, including:
 - One-on-one counseling
 - Pre-Award Assistance (finding opportunities, reviews, capability statements)
 - Post-Award assistance (conflicts, debriefs, protests)
 - Outreach Events
 - Trainings/Webinars
 - Bid-matching (public agency solicitations to clients in real time)
 - Navigating certification programs (WOSB, DBE, SDVOB, 8(a), HUBZone, etc.)
 - No fees or commitment



Questions?

