SUCCESS STORIES

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, Northern Tier and JARI regions, we are grateful for you, our hardworking business clients.

Punxsutawney Integrated Partners LLC
91 Laurel Ridge Road
Punxsutawney, PA 15767
(814) 249-0159

Arey Building Supply
1816 Golden Mile Road
Wysox, PA 18854
(570) 264-6116

North Central APEX Accelerator

Punxsutawney Integrated Partners LLC is a service company located in north central Pennsylvania's Jefferson County. The owner, Jason Todd, is retired from the U.S. Army. Jason has recently relocated to the area with his family. After he became a resident in the area, Jason saw and felt a need to assist the community by using his government procurement knowledge he learned while in the service. Jason approached the APEX Accelerator in his geographical area during the late summer of 2026.

Northern Tier APEX Accelerator

Arey Building Supply, located in Wysox, Pennsylvania, reached out to the Northern Tier APEX Accelerator for assistance with renewing its registration in the System for Award Management (SAM.gov). Maintaining an active SAM.gov registration is a critical requirement for businesses seeking to participate in federal contracting opportunities. As the APEX Accelerator serving the Northern Tier region, hands-on

After PIP LLC became a client of the APEX Accelerator, much work proceeded. Since the introduction, Punxsutawney Integrated Partners LLC has been able to achieve much of the registration process between the state and federal level with the APEX Accelerator's assistance. A list follows:

- Assisted with registering in the System for Award Management
- Introduction to SBA Socio-economic certifications - SDVOSB & HUBZone certification
- Assisted with the Entity Administrator letter and uploaded it to FSD.gov
- Created an account in Certifications.SBA.gov
- Assisted with construction of Capability Statement
- Assisted with the Pennsylvania Supplier Portal & Registered as a Supplier in the state of Pennsylvania
- Assisted with the Micro Business Certification in the state of Pennsylvania
- Emailing PA Solicitation Bid eAlerts

Much progress has been made. Work still does continue with the whole registration process. Jason plans to work on his SBA socio-economic certifications along with the Pennsylvania State DBE and VBE certifications.

Together, North Central APEX Accelerator and Punxsutawney Integrated Partners LLC are working to continue this government contract journey to become part of the defense and government industrial base.

The importance of the success of Punxsutawney Integrated Partners LLC is helping this company with expanding their marketing portfolio with government contracting. The work is to assist this company to become both government and defense industrial based. By assisting this company with the SBA HUBZone & SDVOSB certification could help bring capital to this area and help to revitalize a historically underutilized business zone in North Central part of Pennsylvania. This would be very advantageous to this rural area.

technical training was provided to guide Arey Building Supply through the SAM.gov renewal process. This included reviewing registration information, navigating federal system requirements, and ensuring the necessary updates were completed to maintain an active registration. With direct assistance and guidance, Arey Building Supply successfully completed its SAM.gov renewal, allowing the business to maintain its eligibility to pursue federal contracting opportunities without interruption.

This engagement demonstrates the value of APEX Accelerator services in helping regional businesses navigate complex federal registration requirements, maintain compliance, and remain positioned for opportunities in the government marketplace.

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!



Ripsaw, LLC.
124 Donald Lane
Johnstown, PA 15904

KLA Contractors
14280 Lincoln Highway
Everett, PA 15537

(717) 917-3605

JARI APEX Accelerator

Founded in 2022, Ripsaw has quickly emerged as an innovative manufacturer of precision components that enhance chainsaw performance. The company is expanding into automated parts production to pursue opportunities within the government supply chain.

APEX Accelerator counselor, Lorie Singer met with Jared Platt at Ripsaw, LLC's Johnstown, Pennsylvania, facility to review its operations, manufacturing capabilities, and growth plans. Subsequent meetings identified opportunities to support its government contracting expansion.

Ms. Singer guided Ripsaw through System for Award Management (SAM) registration, helping resolve duplicate information requests from multiple reviewers. Her hands-on support helped the company complete registration and prepare to pursue federal contracts.

Ripsaw completed its System for Award Management (SAM) registration, an important step toward government contracting. The company also recently hosted its first facility tour for government contractors from across the region, showcasing its manufacturing capabilities and strengthening industry relationships.

Ripsaw is now marketing its high-performance chainsaw and precision small-parts manufacturing capabilities to larger regional manufacturers, building industry relationships and exploring opportunities within the defense industrial base.

814-652-6458

Southern Alleghenies APEX Accelerator

KLA is a small construction business located in Everett, Pennsylvania. Which needed assistance with their SAM registration, so they called the Southern Alleghenies APEX Accelerator.

KLA had an active SAM at the time of contract proposal and construction award (ANG 911 Pittsburgh; early August 2026). The expiration of their SAM account was mid-September,2025. KLA was advised by the APEX to update their SAM so they would be active throughout the execution of the contract. KLA was no stranger to SAM registrations, having done them with little difficulty over the past 20 years.

During the application, there are several points in which a one-time password (OTP) is used to verify identity of applicant and ensure security. The OTP is sent to the email of the entity administrator and the 6-digit code is provided and they move on to the next steps in the application.

What was different about the application and OTP submission was that an OTP was never received. After review of KLA IT and email settings (they use a 3rd party managed services provider (MSP)), it was determined that an email had never been received, either in regular email or spam/junk email, by KLA's email server. This caused a problem, as without that OTP, KLA couldn't proceed to the next steps of the SAM application and update their profile. The APEX also recommended that KLA reach out to the contracting officer about the situation and work being done to rectify the situation.

KLA and the APEX worked through the various suggestions, such as "change your email to a Gmail address." Eventually, KLA was able to get the OTP and update their SAM. For whatever reason, and the APEX is still confused about this solution as of the writing, that solution worked. However, it's not clear why it worked when the company's email worked with SAM registrations with no issues for 20 years prior.

As follow ups to any company we work with, we strongly recommend companies update their SAM profile every 6 months to avoid this situation or at least buy some time in the correction.

SAP&DC APEX Accelerators - Gloria Brooks brooks@sapdc.net and James Gerraughty jgerraughty@sapdc.net North Central APEX Accelerator - Barb Brennen bbrennen@exchange.ncentral.com - Northern Tier APEX Accelerator - Madison Thoren thoren@northerntier.org - JARI APEX Accelerator - Lorie Singer lsinger@jari.com

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SAP&DC | 3 Sheraton Drive | Altoona, PA 16601 US

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