

# Department of the Army Small Business Program



"Our Army at War - Relevant & Ready"

## Army Mentor-Protégé Program

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## Army Small Business Office



# Mentor Protégé Program *Agenda*



- ❑ Background
- ❑ Participants
- ❑ Types of Agreements
- ❑ Program Benefits
- ❑ Program Status
- ❑ How to Participate
- ❑ Army Requirements



# Mentor Protégé Program *Background*



- ❑ Established in 1991 - P.L. 101-510 to provide incentives to prime contractors to develop the technical and business capabilities of eligible protégés to increase their participation in both prime contracts and subcontracts
- ❑ The National Defense Authorization Act for FY 2005 extended the MPP until **30 Sep 2010** for approval of new agreements, and until **30 Sep 2013** for incurred costs



## Mentor Protégé Program



### *Who is Eligible?*

#### Mentors

- ❑ Have at least one active approved subcontracting plan negotiated with DoD
- ❑ Be eligible for award of Federal contracts
- ❑ May be an 8(a) Graduate
- ❑ Committed to small business & protégé
- ❑ Can mentor more than 1 protégé under separate agreements

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# Mentor Protégé Program

## *Who is Eligible?*



### Protégé's

- ❑ Certified Small Disadvantaged Business
- ❑ Qualified organizations employing the severely disabled
- ❑ Women-Owned Small Business
- ❑ Indian-Owned Small Business
- ❑ Native Hawaiian Organization-Owned Small Business
- ❑ Qualified HUB zone Small Business
- ❑ Service-Disabled Veteran-Owned Small Business
- ❑ Be eligible for award of Federal contracts



## Mentor Protégé Program

### *Types of Agreements*



- ❑ **Credit** – Allows mentor to receive credit against their SDB subcontracting goals for costs incurred due to development assistance provided to the protégé.
- ❑ **Direct Reimbursement** – Allows mentor to receive monetary reimbursement of costs incurred due to development assistance provided to the protégé.

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# Mentor Protégé Program

## *Mentor Benefits*



- ❑ Long-term relationship with business partner
- ❑ Qualified source at competitive prices
- ❑ Ability to award subcontracts directly
- ❑ Help achieve subcontracting goals
- ❑ Subcontracting opportunities
- ❑ Source of qualified employees from HBCU/MI

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# Mentor Protégé Program

## *Protégé Benefits*



- ❑ Technology Transfer
- ❑ Technical Management Skills
- ❑ Long-term Relationship
- ❑ Enhanced Competitiveness (prime contract opportunities)
- ❑ Subcontracting Opportunities
- ❑ Source of Qualified Employees from HBCU/MI



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# Mentor Protégé Program



## *Why MP Program?*

- ❑ Army is looking for agreements that will develop small disadvantaged manufacturers (strong technology transfer)
- ❑ Large firms are seeking to improve small business diversity in their subcontracting programs
- ❑ Large firms are seeking small disadvantaged companies to team with and MP Program offers a way to train and partner
- ❑ The DFARS now requires evaluation of small business participation in all awards >\$550,000 so large firms are looking to increase small business participation on specific contracts

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# Army Mentor-Protégé Program



### □ Army

- Application Process using specific evaluation criteria
- Agreements through **modifications** to existing contracts
- New contracts can be approved with compelling justification
- Non-Manufacturing Agreements **< \$500,000**, Manufacturing may be higher but cannot exceed **\$1 Million** a year



# Mentor Protégé Program *Program Status*



- ❑ **Number of agreements fluctuates**
  - Currently, 36 agreements are in place
  - 23 Mentors (4 are graduated 8a firms)
  - Protégés (can have only 1 mentor under the DOD program)
- ❑ **Protégé Statistics\***
  - 26 Small Disadvantaged Businesses
  - 25 8(a) firms
  - 11 Woman-Owned Small Businesses
  - 8 Service Disabled Veteran-Owned Small Business
  - 9 HUB Zone Small Businesses
  - 3 firms owned by Indian Tribes

\*Various protégés qualify under more than one category

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# Mentor Protégé Program

## *How to Apply*



- ❑ For credit only agreements, apply directly to DCMA
- ❑ DOD delegated approval authority to Services beginning FY 2004 for cost reimbursement agreements
- ❑ For Army, 2 rounds of proposals each Fiscal Year -- Proposal due dates: **15 Nov and 15 Apr**
- ❑ Review Army Mentor-Protégé Policies & Procedures and proposal instructions

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# Mentor Protégé Program Conclusion



*"The Army's Mentor-Protégé Program is specifically designed to engage industries to shape and expand the industrial base to support the **war fighter!**"*



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# Department of Defense Mentor-Protégé Programs



- DOD Mentor-Protégé Program (MPP)
  - 1-800-540-8857
  - [www.acq.osd.mil/osbp/mentor\\_protege/](http://www.acq.osd.mil/osbp/mentor_protege/)
- Army MPP
  - Wendy Despres, Program Mgr/703-697-2868
  - [www.sellingtoarmy.info](http://www.sellingtoarmy.info)
- DCMA MPP
  - Melba (Sunny) Thompson, Program Mgr/877-662-3960