

Department of the Army Small Business Program



"Our Army at War - Relevant & Ready"

Army Mentor-Protégé Program April 2007

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Mentor Protégé Program *Agenda*



- ❑ Background
- ❑ Participants
- ❑ Types of Agreements
- ❑ Program Benefits
- ❑ Program Status
- ❑ 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



Mentor Protégé Program

Who is Eligible?



Protégés

- ❑ 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.



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



Mentor Protégé Program

Protégé Benefits



- ❑ Technology Transfer
- ❑ Technical Management Skills
- ❑ Long-term Relationship
- ❑ Enhanced Competitiveness
- ❑ Subcontracting Opportunities
- ❑ Prime Contracting Opportunities



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

□ **Each DOD agency has their own process**



Mentor Protégé Program *Program Status*



- ❑ **Number of agreements fluctuates**
 - Currently, 33 agreements are in place
 - 21 Mentors (4 are graduated 8a firms)
 - Protégés (can have only 1 mentor under the DOD program)
- ❑ **Protégé Statistics***
 - 23 Small Disadvantaged Businesses
 - 22 8(a) firms
 - 9 Woman-Owned Small Businesses
 - 8 Service Disabled Veteran-Owned Small Business
 - 8 HUB Zone Small Businesses
 - 3 firms owned by Indian Tribes

*Various protégés qualify under more than one category



Mentor Protégé Program *Additional Information*



Army SADBUs Web Page:
www.sellingtoarmy.info

Policies & Guidance

Proposal Instructions

OSADBU - Microsoft Internet Explorer provided by HQDA US Army

File Edit View Favorites Tools Help

Address http://www.sellingtoarmy.com/program_mentor_default.asp?ID=22

OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION
BUILDING THE ARMY'S FUTURE THROUGH SMALL BUSINESS

HOME BUSINESS OPPS REGISTER TOOLS LOCATIONS LOGIN SEARCH GO

MENTOR-PROTÉGÉ
WOMAN OWNED
8(a)/SDB
HBCU/MI
VETERAN OWNED/
SERVICE DISABLED
HUBZONE
SMALL BUSINESS
SUB CONTRACTING

The Department of the Army Mentor-Protégé Program is conceivably one of the most dynamic programs in the Federal Government.

Arrowhead Contracting
Services, Inc.

MESSAGES
★ Briefings
★ Mr. Buettner Retirement
★ Program Manager

INFORMATION
★ Calendar of Events
★ Document Store
★ Doing Business w/ the Army
★ Frequently Asked Questions
★ Helpful Links
★ Policies and Guidelines

FEATURES
★ SURVEY
★ Photo Gallery
★ Success Story
★ We Listen

OSADBU TEXT SITE
SITE MAP

OSADBU NEWSLETTER

OSADBU Internet Radio Classroom

Microsoft Office

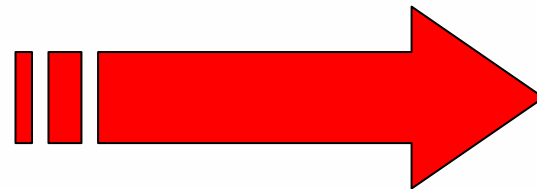
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Mentor Protégé Program *Conclusion*



- ❑ DOD Mentor Protégé Program focus is on innovative transfer of state-of-the art technology
- ❑ DOD agencies each have their own policies and guidelines for participation
- ❑ Army Policies and Guidelines can be found at the Army OSADBU website
- ❑ **Remember:**





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!**"*





Department of Defense Mentor-Protégé Programs



- DOD Mentor-Protégé Program (MPP)
 - 1-800-540-8857
 - www.acq.osd.mil/osbp/mentor_protege/
- Army MPP
 - Wendy Despres, Program Mgr/703-697-2868
 - www.sellingtoarmy.info
- Air Force MPP
 - Sathedia Bush, Program Mgr/210-536-8760
 - http://selltoairforce.org/Programs/MentorProtege/mp_program.asp
- Navy MPP
 - Program Manager/202-685-6485
 - www.hq.navy.mil/sadbu
- DCMA MPP
 - Sunny Thompson, Program Mgr/877-662-3960

Questions?

*Strengthening Our Nation's
Military through
Small Business*

