



DON Mentor-Protégé Program



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What is the DoD Mentor-Protégé Program?



- ❑ Congressional Mandated DoD Program established as Pilot in 1990 under section 831 of Public Law 101-510 to incentivize large businesses (mentors) to provide development assistance to small businesses (protégés) through an approved agreement.
- ❑ Annual funding varies
 - Navy \$5M
- ❑ DoD Military Services and Agencies approve agreements
- ❑ Limited to eligible small business groups (SDBs, 8As, SDVOSBs, HUBZones, WOSB, entity employ 20% severely disabled)
- ❑ Over 1000 small businesses developed
 - Highly regarded by Congress, other Agencies and Industry
- ❑ Active agreements
 - 7 current active agreements





What are the types of Mentor-Protégé Agreements?



- Types of agreements:
 - Reimbursable
 - A reimbursable agreement provides monetary reimbursement only for the cost of developmental assistance incurred by the mentor firm provided to a protégé firm in accordance with the approved agreement. These agreements are managed by Military Services and other Defense Agencies.
 - Credit
 - A credit agreement provides the mentor credit against applicable subcontracting goals established under contracts with DoD and other Federal agencies. These agreements are managed through DCMA.





FY2011 Mentor-Protégé Budget



Navy FY-11 Budget



DoD FY-11 Budget





Technology Requirements/Alignments



- Protégés must align their technology requirement with:
 - Business Infrastructure
 - Certifications
 - Construction
 - Engineering
 - Environmental Remediation
 - Green Technology
 - Guam Build-up
 - Manufacturing
 - Research and Development
 - UAV Technology Development





Mentors Requirements

- ❑ Prior to participation, mentor firms must complete and submit a mentor application to the Office of the Secretary of the Defense (OSN), Small Business Program Director, for approval as a mentor firm under the program (DFARS Appendix I-105).
- ❑ The Application may be submitted concurrently with the proposed Mentor-Protégé agreement.
- ❑ A mentor may have several Mentor-Protégé relationships; However, a protégé may have only one mentor at any given time.
- ❑ A separate Mentor-Protégé agreement must be submitted for each Mentor-Protégé relationship.





Benefits to Mentors

Incentives for large businesses to participate in this program:

- Assist small businesses in enhancing their capabilities and to increase participation.
- Compensation for costs associated with Mentor-Protégé agreements.
- Develop long-term relationships with qualified small business vendors.
- Teaming opportunities with the Protégé to win new contracts and/or subcontracts.





Protégés Eligibility

- Must be eligible to participate as a protégé firm:
 - Small Disadvantaged Business (SDB)
 - Indian Tribe
 - Native Hawaiian
 - Native Alaskan
 - Woman-Owned Small Business (WOSB)
 - Service-Disabled Veteran-Owned Small Business (SDVOSB)
 - HubZone
 - Entity employing at least 20% severely disabled





Benefits to Protégés

The incentives for small businesses to participate in this Program:

- Open doors
- Use as a marketing tool
- Pursue business with other prime contractors
- Receive assistance from a major prime contractor
- Develop long-standing business relationship May receive non-competitive subcontracts under cost-type contracts.
- Teaming opportunities with the mentor to win new contracts and/or subcontracts





Evaluation Process

- Evaluation Process:
 - All proposals shall be submitted to Head Contracting Agency (HCA) Small Business Office.
 - Two months prior to DON OSB submission cycle for processing
 - The mentor is required to obtain sponsorship of the agreement from the cognizant program office after coordination with the cognizant Small Business Office





Evaluation Process

- All proposals shall be submitted to and endorsed by a Head Contracting Agency (HCA) Small Business Office.
- The HCA Small Business Office should forward endorsed agreements for evaluation to the Mentor-Protégé Program Manager for final review by close of business on the following cut off dates.
 - *March 31st*
 - *July 31st*
 - *November 30th*





Northrop Grumman Electronic Systems/Customs Manufacturing & Engineering



SUPPORTS: GATOR, E/A-18 Power Supply

- CME is a WOSDB- Designs and Manufactures Military and Industrial Electrical Power Products and Unattended or Remote, Ground-based wireless Sensor Networks

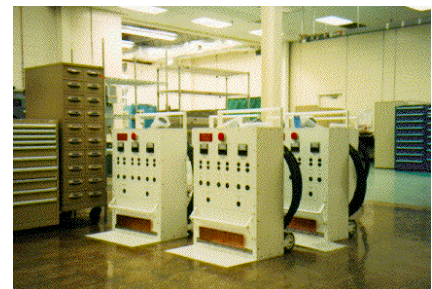
Tactical Power Supplies



Unattended Ground Sensors

BENEFITS

- Enhanced Power Supply Design and Manufacturing Capability
- Improved Proposal Risk Assessment Tool
- State-of-the-Art Enterprise Resource Planning System



Ground Support Equipment (Aerospace)





Program Reporting

- Monthly Expenditure Reports
 - Due to OSBP 20th of every month
 - Monthly expenditure reports are required to be submitted to the cognizant Small Business Office on a quarterly basis. Inaccurate and late reports will have a negative impact on the decision for approval of your priced option.

- Semi-Annual Reports
 - Mentor submits semi-annual reports to DCMA
 - Extra emphasis is placed on the semi-annual reports that are required under this program. These reports are reviewed and are a major part of the decision-making process to determine if incremental funding will be approved. Inaccurate and late reports will have a negative impact on the decision for approval of your priced option.





Program Reviews

- ❑ Semi- annual Program Management Reviews (PRMs)
 - @ DoD Mentor-Protégé Conference
 - August of each year

- ❑ Incremental Funding Reviews
 - Conducted 30 days prior to funding requirements (option years)
 - 90% of current period agreement milestone (annually)
 - 75% of distributed funds expended

- ❑ DCMA Post Program Reviews
 - Conducted 2 fiscal years after expiration of the agreement





DON Nunn Perry Award Winners

Where are they now?



Awardees Sponsor	Mentor	Protégé	Business Type	Location	Status	Goods/Services
2011 (FAC)	SAIC	ERRG	WOSB	CA	Large	Environmental Remediation Services
2010 (AIR)	Lockheed Martin	Aegisound	HUBZone	VA	Small	Advanced Hearing Protection Supplier
2009 (SUP)	Q.E.D.	MIS	SDVOSB	NC	Small	Plate and Sheet Metal Work Supplier
2009 (AIR)	Raytheon	Tampa Brass & Aluminum	SDVOSB	FL	Small	Aluminum Foundries
2007 (AIR)	Raytheon	The Enser Corporation	SDVOSB	FL	Small	Secondary Weapon Battery Supplier
2006 (WAR)	Lockheed Martin	M&M Technical Services	WOSB	VA	Small	Data Processing, Engineering Services
2006 (FAC)	Shaw Environmental	ERRG	WOSB	CA	Large	Environmental Remediation Services
2005 (AIR)	Raytheon	Tampa Brass & Aluminum	SDVOSB	FL	Small	Aluminum Foundries
2003 (AIR)	The Boeing Company	DACA Machine & Tool	WOSB	VA	Small	Fabricated Structural Metal
2002 (FAC)	Foster Wheeler Environmental	Nobis Engineering	SDB 8(a)	NH	Large	Environmental, and geotechnical engineering
2000 (AIR)	The Boeing Company	Manufacturing Technology	SDB 8(a)	FL	Sold	Electronic Manufacturing
1999 (FAC)	IT Group	Innovative Technical Solutions	SDB 8(a)	CA	Large	Environmental and Engineering
1997 (AIR)	Hughes Missiles Systems	Summa Technology	SDB	AL	Large	Hardware Manufacturing



NAVY MENTOR-PROTÉGÉ

PROGRAM MANAGER



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The Department of the Navy Office of Small Business Programs



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NAVY'S ELEVEN MAJOR SMALL BUSINESS OFFICES

- Headquarters, U.S. Marine Corps
- Marine Corps Systems Command
- Military Sealift Command
- Naval Air Systems Command
- Naval Facilities Engineering Command
- Naval Inventory Control Point
- Naval Sea Systems Command
- Naval Supply Systems Command
- Office of Naval Research
- Space and Naval Warfare Systems Command
- Strategic Systems Programs

SMALL BUSINESS CONFERENCES

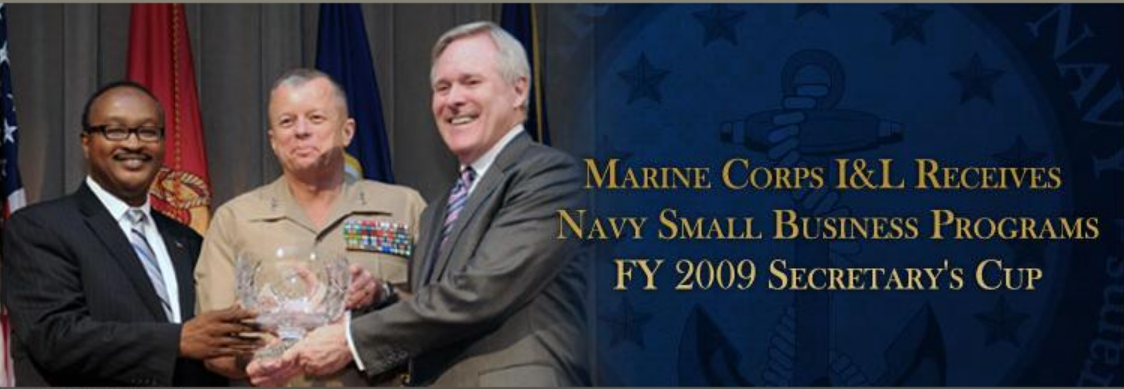
- Conferences
- Conference Media Page

FAQ'S

- Frequently Asked Questions

INTRANET.

Navy OSBP Intranet (.MIL access only)



MARINE CORPS I&L RECEIVES NAVY SMALL BUSINESS PROGRAMS FY 2009 SECRETARY'S CUP

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– in the final analysis
this is what matters
most.





Questions and Answers

