Mentor Protégé Program

Agenda

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

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
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
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
- Source of qualified employees from HBCU/MI
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
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.
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
Number of agreements fluctuates
- Currently, 36 agreements are in place
- 23 Mentors (4 are graduated 8(a) 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
How to Apply Mentor Protégé Program

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
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!”
• 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

• DCMA MPP
  – Melba (Sunny) Thompson, Program Mgr/877-662-3960