Department of the Army
Small Business Program

"Our Army at War - Relevant & Ready"

Army Mentor-Protégé Program
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Mentor Protégé Program

Agenda

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

Mentor Protégé Program

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
- **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
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 SADBU Web Page: www.sellingtoarmy.info

- Policies & Guidance
- Proposal Instructions
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:
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

• **Army MPP**
  - Wendy Despres, Program Mgr/703-697-2868
  - [www.sellingtoarmy.info](http://www.sellingtoarmy.info)

• **Air Force MPP**
  - Sathedia Bush, Program Mgr/210-536-8760
  - [http://selltoairforce.org/Programs/MentorProtege/mp_program.asp](http://selltoairforce.org/Programs/MentorProtege/mp_program.asp)

• **Navy MPP**
  - Program Manager/202-685-6485
  - [www.hq.navy.mil/sadbu](http://www.hq.navy.mil/sadbu)

• **DCMA MPP**
  - Sunny Thompson, Program Mgr/877-662-3960
Questions?

Strengthening Our Nation’s Military through Small Business