DON Mentor-Protégé Program

Oreta Stinson
Deputy Director,
Department of the Navy
Office of Small Business Programs

December 14, 2011
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: $5.3M

DoD FY-11 Budget: $27.7M
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
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

BENEFITS

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

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

PROGRAM MANAGER

Oreta Stinson
Small Business Programs
Office of the Secretary of the Navy
720 Kennon Ave S.E.
Building 36, Room 207
Washington Navy Yard, DC  20374-5015
PHONE: (202) 685-6485
FAX: (202) 685-6865
E-MAIL: oreta.stinson@navy.mil
HOMEPAGE: www.sellingtonavy.org
Additional Contact

Navy Mentor-Protégé Support Contractor
Meggie Tran
202-685-6489
Meggie.tran.ctr@navy.mil

Juanita Mathis
202-685-6313
Juanita.mathis.ctr@navy.mil
– in the final analysis this is what matters most.
Questions and Answers