Partnering with DoD and Northrop Grumman through Mentor Protégé

September 25, 2013

MVLE, Inc.
Creating Futures One Person at a Time

April Pinch-Keeler
President and CEO
MVLE is an internationally accredited agency that partners with more than 125 commercial businesses in addition to government and other not-for-profit agencies. MVLE supported more than 630 individuals with disabilities this past year, with a commitment to creating futures, one person at a time.

Our Mission

To create futures one person at a time for people with disabilities through employment and support services.

Our Vision

Utilizing best business practices, MVLE will encourage personal and professional growth for people living with disabilities.
Our Perceptions

* Video
The Successes resulting from Mentor Protégé

* Access to Subject Matter Experts
  * Program Managers taught us the structure behind being a subcontractor
  * Proposal Managers taught us to read, comprehend and create strategies that led to good competitive proposal writing and pricing
  * Quality Managers and Trainers that taught us Six Sigma and ISO 9001
* Credibility in the market place
  * Led to partnerships with other prime contractors
* Creation of Business Models leading to our Working Warrior Nation™ line of business
* Opened the door to people within the Department of Defense (DCMA)
* Access to the George Mason Procurement Technical Assistance Center (PTAC)
* Development of a Cost Accounting System
The Challenges and Roadblocks

* Many Government Contracting Officers were unacquainted with the AbilityOne program and the Congressional Acts and Regulations mandating the utilization of people with disabilities
* Sequester.
  * Budget cuts limited the opportunities for AbilityOne companies to make inroads
* Perception of working with people with disabilities.
  * Quote from Wes Bush, Chairman and CEO of Northrop Grumman
    * “our economy is driven by brain power and innovation”
* Changing regulations. It is difficult to keep up with updates to regulations for organizations without great depth
The Path Forward.....

* Expand partnership
  * Non Profits like MVLE need to engage small business in partnership; strategically providing AbilityOne subcontract support

* Demonstrate AbilityOne Performance to Government and Commercial customers
  * Eliminate Perceptions

Continue to find employment for people with disabilities and veterans; one person at a time