

# Overview of Federal Government Mentor Protégé Programs

Small Business Administration's

ALL SMALL MENTOR PROTÉGÉ PROGRAM

And

Department of Defense MENTOR PROTÉGÉ PROGRAM

# WHY DO WE HAVE GOVERNMENT MENTOR PROTÉGÉ PROGRAMS?

- MENTOR PROTÉGÉ PROGRAMS WERE CREATED UNDER TITLE 13 PART 125.9 OF THE CODE OF FEDERAL REGULATIONS
- ESTABLISHED TO PROVIDE VALUABLE BUSINESS DEVELOPMENTAL ASSISTANCE AND TO IMPROVE THE PROTÉGÉ FIRMS ABILITY TO SUCCESSFULLY COMPETE FOR FEDERAL CONTRACTS
- SBA MUST APPROVE PARTICIPATING AGENCY MENTOR PROTÉGÉ AGREEMENTS, EXCEPT FOR THE DEPT OF DEFENSE

# SBA ALL SMALL MENTOR PROTÉGÉ PROGRAM

<https://www.sba.gov/federal-contracting/contracting-assistance-programs/all-small-mentor-protege-program>

## BENEFITS:

- ✓ ESTABLISHED TO INCLUDE ALL SMALL BUSINESSES
- ✓ MENTORS AND PROTEGES CAN FORM JOINT VENTURES WHICH CAN QUALIFY FOR SET-ASIDE CONTRACTS
- ✓ DEVELOPMENTAL ASSISTANCE IN GOVERNMENT CONTRACTING
- ✓ DEVELOPMENTAL ASSISTANCE IN GENERAL AND ADMINISTRATIVE NEEDS
- ✓ ACCESS TO SBA LOANS

# SBA ALL SMALL MENTOR PROTÉGÉ PROGRAM

## QUALIFICATIONS

- MENTOR AND PROTÉGÉ MUST ALREADY AGREE TO PURSUE BEFORE APPLYING – NO MATCH MAKING BY SBA
- MUST BE APPROVED BY THE SBA
- MUST HAVE A PROFILE IN SAM.GOV
- <https://www.sam.gov/SAM/>
- MUST COMPLETE THE ONLINE TUTORIAL (<https://www.sba.gov/course/all-small-mentor-protege-program/>)
- MUST PREPARE A BUSINESS PLAN  
<https://www.sba.gov/business-guide/plan-your-business/write-your-business-plan>
- MUST AGREE TO THE MENTOR-PROTÉGÉ AGREEMENT  
<https://www.sba.gov/document/support--all-small-mentor-protege-program-mentor-protege-agreement-template>
- When you're ready to apply, go to [certify.SBA.gov](https://certify.sba.gov) and apply to join the All Small Mentor-Protégé program.

# SBA ALL SMALL MENTOR PROTÉGÉ PROGRAM

## ADDITIONAL THINGS TO KNOW.....

- FIRST TERM OF AN SBA MP MAY LAST UP TO THREE YEARS, BUT MAY BE EXTENDED FOR ANOTHER THREE YEARS
- PROTÉGÉ MAY HAVE TWO MENTORS AT THE SAME TIME, BUT NO MORE THAN TWO MENTORS OVER THE LIFE OF THE BUSINESS
- MUST MAINTAIN MENTOR PROTÉGÉ RELATIONSHIP AFTER SBA APPROVES AGREEMENT AND PROVIDE AN ANNUAL REPORT
- JOINT VENTURE PROTÉGÉ MUST PERFORM 40% OF WORK ON SUBCONTRACTS

# DEPT OF DEFENSE MENTOR PROTÉGÉ PROGRAM

## WHY DoD HAS IT'S OWN MENTOR PROTÉGÉ PROGRAM

- DoD NEEDS SMALL BUSINESSES TO FILL UNIQUE NICHEs AND BECOME PART OF THE MILITARY'S SUPPLY CHAIN
- DoD NEEDS MENTORS TO HELP DEVELOP THE INFRASTRUCTURES AND TECHNICAL CAPABILITIES OF SMALL BUSINESSES

## BACKGROUND

- HELD UNDER THE DEPT OF DEFENSE OFFICE OF SMALL BUSINESS PROGRAMS
- ESTABLISHED AS A PILOT PROGRAM SINCE 1991 AND CURRENTLY EXPIRES IN Sept 2021
- REGULATED BY DFARS **SUBPART 219.71--PILOT MENTOR-PROTEGE PROGRAM**
- **POLICY AND PROCEDURES CONTAINED IN APPENDIX I**

# DEPT OF DEFENSE MENTOR PROTÉGÉ PROGRAM

## TYPES OF AGREEMENTS

### Direct Reimbursed (Cost Reimbursable)

Directly reimbursed agreements are those in which a mentor receives reimbursement for allowable costs of developmental assistance provided to a protégé.

### Credit

Credit agreements are those in which a mentor receives a multiple of credit toward their Small Disadvantaged Business (SDB) subcontracting goal based on the cost of developmental assistance provided to a protégé.

# DEPT OF DEFENSE MENTOR PROTÉGÉ PROGRAM

## PROTÉGÉ ELIGIBILITY REQUIREMENTS

- ✓ MUST BE ONE OF THE FOLLOWING:
  - ✓ SMALL DISADVANTAGED BUSINESS (SDB)
  - ✓ WOMAN OWNED SMALL BUSINESS (WOSB)
  - ✓ SERVICE DISABLED VETERAN OWNED SMALL BUSINESS (SDVOSB)
  - ✓ HIGHLY UNDERUTILIZED BUSINESS ZONE (HUBZONE)
  - ✓ CONTROLLED OR OWNED BY A NATIVE AMERICAN OR NATIVE HAWAIIAN ORGANIZATION
  - ✓ ORGANIZATION EMPLOYING SEVERELY DISABLED INDIVIDUALS
  - ✓ NON-TRADITIONAL DEFENSE CONTRACTOR OR CURRENTLY PROVIDES GOODS OR SERVICES IN THE PRIVATE SECTOR THAT ARE CRITICAL TO THE DEFENSE SUPPLY BASE OR FULFILLING KEY DEFENSE NEEDS.

## ✓ MENTOR ELIGIBILITY REQUIREMENTS

A Mentor firm must be currently performing under at least one active approved subcontracting plan negotiated with DoD or another Federal agency pursuant to FAR 19.702, and be currently eligible for the award of Federal contracts. New Mentor Applications must be approved and may be submitted to and approved by the OSBP of the cognizant Military Service or Defense Agency



# DEPT OF DEFENSE MENTOR PROTÉGÉ PROGRAM

## STEPS

***READ APPENDIX I REQUIREMENTS BEFORE COMMITTING TO A MENTOR PROTÉGÉ AGREEMENT. IF YOU CANNOT ADHERE TO THOSE REQUIREMENTS YOU ARE DOOMED TO FAILURE!***

### **1. ESTABLISH A COUNTERPART**

*Communication, Compatibility, and Commitment are key to a successful Agreement!*

### **2. DETERMINE THE TYPE OF AGREEMENT – DIRECT REIMBURSEMENT OR CREDIT**

### **3. DEVELOP A NEEDS ASSESSMENT OR GAP ANALYSIS OF THE PROTÉGÉ COMPANY**

### **4. PRIORITIZE THE NEEDS ACCORDING TO THE TYPE OF AGREEMENT AND TIMELINE, 1,2 OR 3 YEARS**

### **5. DEVELOP THE PROPOSAL FOLLOWING APPENDIX I REQUIREMENTS**

### **6. SUBMIT PROPOSAL DEPENDING ON TYPE OF AGREEMENT : DIRECT – AGENCY OFFICE OF SMALL BUSINESS CREDIT – DEFENSE CONTRACT MANAGEMENT AGENCY**

WE'RE ENGINEERING A  
BETTER TOMORROW



**PARTICIPATION IN THE FEDERAL  
GOVERNMENT MENTOR-PROTÉGÉ  
PROGRAMS**

A LOCKHEED MARTIN INFORMATIONAL  
BROCHURE FOR SMALL BUSINESSES

## PARTICIPATING NON-DEFENSE AGENCIES

Department of Homeland Security (DHS)

Department of Energy (DoE)

Department of State (DoS)

Department of Veteran Affairs (VA)

Department of Transportation (DoT)

Department of Health & Human Services (HHS)

Department of Treasury (Treasury)

Environmental Protection Agency (EPA)

Federal Aviation Administration (FAA)

General Services Administration (GSA)

National Aeronautics & Space Administration (NASA)

US Agency of International Development (USAID)

# GOVERNMENT MENTOR-PROTÉGÉ PROGRAMS

## ABOUT THE SBA'S "ALL SMALL" MENTOR-PROTÉGÉ PROGRAM

The Small Business Jobs Act of 2010 and the National Defense Authorization Act for Fiscal Year 2013 provided authority for the Small Business Administration to establish Mentor-Protégé Programs for all small businesses. Rather than creating separate programs for each constituency – Service Disabled Veteran Owned Businesses, Women Owned Small Businesses, Historically Underutilized Business Zones - the SBA chose to create a single, all-inclusive Mentor-Protégé Program modeled on the successful Mentor-Protégé Program available to participants in its 8(a) program. This ruling was effective 07/25/2016.

The purpose of the new program is to develop strong protégé firms through mentor provided business development assistance, and to help protégés successfully compete for government contracts.

To find out more about the SBA's Program and Eligibility Requirements and How To Apply, please go to:

<https://www.sba.gov/contracting/government-contracting-programs/all-small-mentor-protége-program/about-all-small-mentor-protége-program>

All Non-DoD and SBA mentor programs are CREDIT ONLY AGREEMENTS towards the mentor's small business goals established under a subcontracting plan negotiated under FAR Subpart 19.7.

## ABOUT THE DoD MENTOR-PROTÉGÉ PROGRAM

Since 1991, the Department of Defense (DoD) Mentor-Protégé Program (MPP) has offered substantial assistance to small disadvantaged businesses. Helping them to expand the overall base of their marketplace participation has produced more jobs and increased national income. The DoD Mentor-Protégé Program assists small businesses (protégés) successfully compete for prime contract and subcontract awards by partnering with large companies (mentors) under individual, project-based agreements.

Traditionally, these partnerships have delivered a variety of products and services specialized in: environmental remediation, engineering services, information technology, manufacturing, telecommunications, and health care. Recently, new Mentor-Protégé agreements have focused on corrosion engineering, information assurance, robotics, circuit board and metal

component manufacturing. The DoD hopes that future Agreements will focus on new technology areas such as radio frequency identification devices and enhanced security assurance.

## THE FOLLOWING REGULATIONS ARE IN PLACE FOR THIS PROGRAM:

### Subpart 219.71 Pilot Mentor-Protége Program 219.7102 General Program

DoD programs provide two different mentor incentive avenues:

- CREDIT ONLY** - Mentor Credit toward applicable subcontracting goals, established under a subcontracting plan negotiated under FAR Subpart 19.7 or under the DoD Comprehensive Subcontracting Test Program, for developmental assistance costs that are not reimbursed. All credit only agreements are managed by the DCMA, or
- COST REIMBURSABLE** - (1) Mentor Reimbursement for developmental assistance costs through— A separately priced contract line item on a DoD contract; or (2) A separate contract, upon written determination by the cognizant Component Director, Small Business Programs (SBP), that unusual circumstances justify reimbursement using a separate contract.

### 219.7103 Procedures

The procedures for application, acceptance, and participation in the program are in Appendix I, Policy and Procedures for the DoD Pilot Mentor-Protége Program. THIS IS THE BIBLE OF THE PROGRAM.

The Director, Office of Small Business Programs, of each military department or defense agency has the authority to approve contractors as mentor firms, approve Mentor-Protége agreements, and forward approved Mentor-Protége agreements to the contracting officer when funding is available.



## CURRENT ELIGIBLE PROTÉGÉ SOCIO CODES FOR PARTICIPATION FOR DoD

- Small Disadvantaged Businesses (SDBs)
- An organization that employs severely disabled individuals
- Women-Owned Small Businesses (WOSBs)
- Service-Disabled Veteran-Owned Small Businesses (SDVOSBs)
- Historically Underutilized Business Zone Small Business (HUBZones)
- A 'nontraditional defense contractor' (10 US Code § 2302)  
<http://uscode.house.gov/view.xhtml?req=304+agency+procedures&freesort&fq=true&num=238>

## DoD PARTICIPATING DEFENSE AGENCIES

Each DoD Agency has their own unique variance of the DoD Program. It is important to visit each Agency's website to view their particular requirements.

General Participation information on DoD Mentor-Protégé Program can be found at:

<http://www.acq.osd.mil/osbp/sb/programs/mpp/participate.shtml>

How to work with Lockheed Martin for participation in the DoD Mentor-Protégé program go to this link:

<http://www.lockheedmartin.com/us/suppliers/govt-programs/mentor.html>

## Additional Links

"What is the Mentor-Protégé Program"

<http://www.acq.osd.mil/osbp/docs/MPP%20Flyer%20FY16%20v1.02.pdf>

