Mentor-Protégé Program

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Mentor Protégé Program Manager

SBIR/STTR Innovation Summit

Embracing Innovation, Science, and Technology to Outpace the Threat
Background

- Established November 5, 1990 (Public Law 101-510)
- Response to DoD prime contractors concerns that SDBs could not perform DoD subcontract requirements
- Provides incentives to major DoD contractors
- Enhances small disadvantaged businesses’ capabilities to satisfy contract and subcontract requirements

Current Status of the Program
- Reauthorized by National Defense Authorization Act (NDAA) of 2020 on December 20, 2019
- Accepting New Mentor-Protégé Agreements through September 30, 2024
- Direct reimbursement of costs and credit towards subcontracting goals may be incurred through September 30, 2026

http://business.defense.gov/Programs/mentor-protege-program/
NDAA 2020 Summary of Changes to DoD MPP

- Program Extension to Sept 2020 through 2024
- Agreement length changed from three to two years
- New performance goals and metrics requirements with yearly reporting to Congress
- Independent Report on Program Effectiveness due to the Defense Business Board March 2022
- Modification on Disadvantaged Small Business Concern size standard (less than half the size of primary NAICS to no more than size of standard corresponding to primary NAICS)

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About the PROGRAM

Mentor’s Eligibility

• Is qualified to provide assistance that will contribute to the purpose of the program
• Is in good financial Health & Character
• Is not on Federal List of debarred or suspended contractors
• Capable of providing value to a protégé firm
• Received DoD contracts and subcontracts equal to or greater than $100M during the previous Fiscal Year
• Is an other-than-small business, unless a WAIVER to the small business exception has been obtained from the Director, Small Business Programs (SBP) OUSD (A&S)
• Prime contractor to DoD with an active subcontracting plan OR graduated from the 8(a) Business Development Program. Must provide documentation ability to serve as a mentor
• Mentors participating in MDA’s Mentor-Protege Program are required to be currently on contract (prime or first tier sub) or actively seeking to do business with the MDA

http://business.defense.gov/Programs/mentor-protege-program/
About the PROGRAM

Protege’s Eligibility

- A “nontraditional defense contractor”
- A qualified HUBZone small business concern
- A Woman-Owned Small Business (WOSB)
- A Service-Disabled Veteran-Owned Small Business (SDVOSB)
- Socio-economically disadvantaged small business
- A qualified organization employing the severely disabled
- An entity providing goods or services in the private sector key to fulfilling DoD needs
- A business owned and controlled by an Indian tribe or Native Hawaiian organization
- Eligible for award of Federal contracts
- Less than half the Small Business Administration (SBA) size standard for its primary North American Industry Classification System (NAICS) code.

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Steps for Participation

1. Identify a Mentor/Protégé counterpart.
2. Identify Agreement type
3. Contact MilDep/ODA (reimbursable) or DCMA (credit/credit-hybrid) for additional requirements
4. Conduct needs assessment
5. Develop agreement
6. Submit agreement for approval (Spring Cycle-31 Oct & Fall Cycle-30 Apr)
7. Agreement starts (Fall Cycle-1 Oct & Spring Cycle-1 Apr)
8. Comply with reporting and review requirements

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**Types of AGREEMENTS**

<table>
<thead>
<tr>
<th>Reimbursement Agreements</th>
<th>Credit Agreements</th>
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<tbody>
<tr>
<td>• Direct cost reimbursement of allowable costs outlined in Appendix I, including: Direct labor costs (for assistance by Mentor firm employees)</td>
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<td>• Other costs - detailed cost breakdown</td>
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<td>• Highly encouraged to use HBCU/MI/SBDC/PTAC</td>
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<td>• Requires Military Services/Other Defense Agencies’ Approval</td>
<td>• Requires Defense Contract Management Agency approval</td>
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<td>• More focused on business infrastructure</td>
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<td>• Costs incurred may be applied (in the following multiples) towards the SDB subcontracting goal under any Federal Agency Subcontracting plan (FAR 19.703): 4x for assistance provided by HBCU/MI/SB, 3x for labor assistance by Mentor firm employees, and 2x other costs</td>
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**Hybrid Agreements**

- Combination of reimbursement and credit agreements
- Begin as credit agreement and can be modified to include reimbursable agreement provisions
- Proposals can be submitted to DCMA MP Program Manager DoD Component PM for consideration
- Base year (credit) amount must be commensurate with the reimbursable amounts for Option Year 1

[http://business.defense.gov/Programs/mentor-protege-program/](http://business.defense.gov/Programs/mentor-protege-program/)
Criteria for Agreement

- No longer than 2 years
- Milestones and metrics required
- Value-added to Mentor, Protégé, and MDA
- Dollars identified and allotted for subcontracts
- Detailed cost breakdown
  - Total amount of mentor costs furnished to a Protégé not to exceed $1M/fiscal year
  - Average cost of a 2-year, direct reimbursed agreement is $500,000-750,000/year

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Benefits to Mentor

• Relationships with SDB concerns
• Develop SDB subcontracting base
• Direct cost reimbursement and/or SDB credit
• Participation in the MP Program as a marketing tool
• Networking opportunities

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Benefits to Protégé

- Technical and business assistance
- Teaming opportunities with the Mentor to win new contracts and/or subcontracts
- Networking opportunities
- Participation in the MP Program as a marketing tool

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Benefits to DoD/MDA

• Stimulate and transition innovative technologies into established Defense Acquisition programs
• Resolve operational challenges and other critical national security requirements
• Train and develop business acumen and capabilities of Protégés
• Provides new development and technical assistance to Protégés for potential business opportunities with DoD agencies

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Interested in Becoming a MENTOR?

- Mentor Application Form - Forms on DoD’s Office of Small Business Programs Webpage: https://business.defense.gov/Programs/Mentor-Protege-Program/MPP-Resources/ MAKE SURE TO FILL OUT BOTH TABS (PART 1 and PART 2).

- Fill out the application. Email application to: PublicRelationsMP@osd.mil

- Any questions about the mentor application process can be addressed at dodmpp@osd.mil or calling 571-382-6312.

- Your approval or denial with comments, will be emailed back as soon as the review process is complete.

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MDA’s Mentor-Protégé Solicitation Schedules

Sample Fall Schedule:
• Release Solicitation: 15 Mar 202?
• Draft Proposal/Intent to Propose due: 1 Apr 202?
• Final Proposals Due: 3 May 202?
• Anticipated Contract Award: 15 Sep 202?
• Contract PoP starts: 1 Oct 202?

Sample Spring Schedule:
• Release Solicitation: 15 Sep 202?
• Draft Proposal/Intent to Propose due: 1 Oct 202?
• Final Proposals Due: 3 Nov 202?
• Anticipated Contract Award: 15 Mar 202?
• Contract PoP starts: 1 Apr 202?

NOTE: Schedules are draft form and dates are approximate.

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Questions?

CONTACT US
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Redstone Arsenal, AL 35898

For More Information
http://business.defense.gov/
Programs/mentor-protege-program/

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