



MISSILE DEFENSE AGENCY Mentor-Protégé Program BRIEF SHEET

Types of Agreements

Reimbursement Agreements

- Identify specific contract vehicle/contracting officer endorsement
- Highly encouraged to use HBCU/MI/SBDC/PTAC
- Direct cost reimbursement of allowable costs outlined in Appenx I, including:
 - Direct labor costs (for assistance by Mentor firm employees)
 - Assistance provided by HBCU/MI/SBDC/PTAC
 - Other costs - detailed cost breakdown
- Military Services/Other Defense Agencies may have additional requirements
- Requires Military Services/Other Defense Agencies' Approval

Credit Agreements

- Requires Defense Contract Management Agency approval
- More focused on business infrastructure
- Costs incurred under Credit Agreement - 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
 - 2x other costs (ex: Travel or training)

Hybrid Agreements

- Utilizes some credit and some reimbursement instead of exclusively one or the other - Hybrid Agreements start out as a Credit Agreement for the first year and then can be modified to include Reimbursable Agreement provisions for remainder of the agreement
- Process:
 - Development procedures similar to a reimbursement
 - Agreement transformed to a form contract document signed by both parties
 - Proposal can be submitted to DCMA MP Program Manager (PM) and serving DoD Component PM for consideration
 - The base year (credit) amount must be commensurate with the reimbursable amounts for Option Years 1 & 2



Contact Us

Missile Defense Agency
Office of Small Business Programs
Mentor-Protégé Program
Building 5222, Martin Road
Redstone Arsenal, AL 35898

Call (256) 450-2872 For More Information

Approve for Public Release 14-MDA-7668 (14 January 14)



Background



The Mentor-Protégé Program was established in 1990 under section 831 of Public Law 101-510. This program was created in an effort to respond to concerns, raised by Department of Defense (DoD) prime contractors, that many Small Disadvantaged Businesses did not possess the technical capabilities to perform DoD subcontract requirements. The Mentor-Protégé Program is designed to provide incentives to major DoD contractors by:

- Furnishing technical and business assistance to Small Disadvantaged Businesses, Women-Owned Small Businesses, Service-Disabled Veteran-Owned and Controlled Businesses, and Qualified HUBZone Small Businesses
- Enhancing their capabilities to satisfy DoD and other contract and subcontract requirements
- Fostering the establishment of long-term business relationships that benefit the DoD
- Increasing protégé firms technical and business infrastructure capabilities to contract with the DoD or other Federal agencies
- Demonstrating benefits to the Warfighter through technology transfer

Current Status of the Program

- New program agreements are being accepted through September 30, 2015
- Direct reimbursement of costs and credit towards subcontracting goals maybe incurred through September 30, 2018

Mentor's Eligibility

A qualifying Mentor must be one of the following:

- An entity other than a small business, unless a waiver to the small business exception has been obtained from the DoD Associate Director, Mentor-Protégé Program, that is a prime contractor to DoD with an active subcontracting plan; or
- A graduated 8(a) firm that thoroughly demonstrates its ability to serve as a Mentor; and
- Be eligible for award of Federal contracts

Protégé's Eligibility

A qualifying Protégé must be one of the following:

- A Small Disadvantaged Business (SDB) certified by the SBA
- A qualified organization employing the severely disabled
- A Woman-Owned Small Business (WOSB)
- A Service-Disabled Veteran-Owned Small Business (SDVOSB)
- Socio-economically disadvantaged small business
- A qualified HUBZone small business concern certified by the SBA
- A small business according to the SBA size standard for the North American Industry Classification System (NAICS) code that represents the contemplated supplies of services to be provided by the Protégé firm to the Mentor firm if the company is representing itself as an SDB or WOSB
- Be eligible for award of Federal contracts

Steps for Participation

1. Identify a Mentor/Protégé counterpart
2. Identify Agreement type
3. Contact MilDep/ODA (reimbursable) or DCMA (credit) for additional requirements
4. Conduct needs assessment (recommended)
5. Develop agreement
6. Submit agreement for approval
7. Agreement start
8. Comply with reporting and review requirements

About the Program

Criteria for Agreement

- May not exceed 3 years
- Must have milestones
- Must have metrics
- Should show value to DoD
- Estimated dollar amounts of subcontracts
- Detailed cost breakdown:
 - The total amount of reimbursed to a Mentor costs of assistance furnished to a Protégé in a fiscal year may not exceed \$1M
 - The average cost of a 3-year, direct reimbursed agreement is \$500,000-750,000 (for all three years)

Mentor's Benefits

- Develop long-term business relationships with SDB concerns
- Develop SDB subcontracting base
- Direct cost reimbursement and/or SDB credit
- Teaming opportunities with the Protégé to win new contracts and/or subcontracts
- Participation in the MP Program as a marketing tool
- Networking opportunities

Protégé's Benefits

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

DoD/MDA Benefits

- 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