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DOD Mentor Protégé Program

Last Updated: August 8, 2024

Introductions & Agenda

- What is the DOD Mentor Protégé Program?
- Who can Participate in the Program?
- Commitments
- Benefits
- Risks
- How do I get started?



Today's Presenter: Mary Jo Juarez



What is the DOD Mentor Protégé Program?

Established in 1991 to provide incentives for the DOD Prime Contractors to assist small business in enhancing their capabilities and increasing participation in government and commercial contracts.

This program is a tool to establish/increase/maintain a stronger more capable SB industrial base to support the warfighter.

Mentor Protege Program Development Areas

- Agreement length is 2 years
- Previous recent development areas included:
 - Knowledge base services such as cybersecurity, testing, software
 - Manufacturing
 - Research & Development
- Recent impacts to the Navy included:
 - Air traffic control systems upgrade
 - Radar
 - Navy personnel and pay system



Who Can Participate as a Protégé?

(1) a small business must have less than half the size standard corresponding to its primary NAICS code,

(2) must not be owned or managed by individuals or entities that directly or indirectly have stock options or convertible securities in the mentor firm and...

Protégé Eligibility Requirements Continued...

- (A) a small business concern owned and controlled by socially and economically disadvantaged individuals;
- (B) a business entity owned and controlled by an Indian tribe;
- (C) a business entity owned and controlled by a Native Hawaiian Organization;
- (D) a qualified organization employing severely disabled individuals;
- (E) a small business concern owned and controlled by women;
- (F) a small business concern owned and controlled by service-disabled veterans;
- (G) a qualified HUBZone small business concern; or
- (H) a small business concern that —
 - (i) is a nontraditional defense contractor; or
 - (ii) currently provides goods or services in the private sector that are critical to enhancing the capabilities of the defense supplier base and fulfilling key Department of Defense needs

Who can be a Mentor?

Must be eligible for award of a Federal Contract

Must be approved by DoD

Must demonstrate:

- Qualified to provide assistance
- In good financial health and character
- Is not debarred or suspended
- Must also have evidence of the capability to provide value to a protégé
- Received DOD Contracts totaling at least \$100 M in the previous fiscal year
- If other than a small entity
- Prime contractor with an active subcontracting plan
- Is an 8(a) graduate with documentation of its ability to serve as a mentor.



DoD Mentor-Protégé Program Approved Mentor List

The Department of Defense Mentor-Protégé Program, established November 5, 1990 (Public Law 101-510) and codified under the National Defense Authorization Act FY 2023 (10 USC 4902).

Approved DOD Mentors

As of 4/26/24

View updated lists [here](#) as they become available.

- Advancia Technologies, LLC
- AGEISS, Inc.
- All Points Logistics, LLC
- Allegheny Science and Technologies, Inc.
- ARServices, Inc.
- Assured Consulting Solutions, LLC
- Assured Information Security, Inc. (AIS)
- BAE
- BAE Systems Information & Electronics
- Integration
- Bell Textron, Inc.
- Boeing Aerospace
- Boeing Company
- Boeing Intelligence & Analytics
- Booz Allen Hamilton (BAH)
- BP Products North American, Inc.
- Cabras Marine Corp.
- CACI
- Clifton Larsen Allen (CLA), LLP
- Corps Solutions, LLC
- Crew Training International, Inc. (CTI)
- E-Volve Technology Systems, Inc.
- General Atomic Aeronautical Systems, Inc. (GA-ASI)
- General Dynamics Information Technology (GDIT)
- General Dynamics Mission Systems (GDMS)
- Global Resource Solutions, Inc. (GRS)
- Grant Thornton (Guidehouse Inc.)
- Hornbeck Offshore Operators
- IBM
- Integration Innovation, Inc. (i3)
- Invictus
- Jacobs Engineering
- Jacobs Technology
- JRC Integrated Systems, LLC
- L3Harris, Inc.
- L3 Harris Corporate HQ
- Leidos
- Loc Performance Products
- Lockheed Martin
- McNally-Industries, LLC – Hybrid Only
- Montana State University
- Mosaic Technologies Group, Inc.
- Northrop Grumman Aerospace Systems (NGAS)
- Northrop Grumman Space Systems (NGSS)
- Parsons Government Services, Inc.
- QED Systems, Inc.
- Quadrant, Inc.
- Radiance Technologies
- Raytheon
- Rockwell Collins, Inc.
- System Studies & Simulation, Inc. (S3)
- Saber Systems, Inc.
- Saalex Corporation/Salex Solutions, Inc.
- Science Applications International Corporation (SAIC)
- Sierra Nevada Corporation
- SIGNET Technologies, Inc.
- Sikorsky Aircraft
- T2S, LLC
- Tec-Masters, Inc.
- Thomas & Herbert Consulting, LLC
- Treble One Aerospace – Credit Only
- United Launch Alliance
- Vertex
- WISC
- World Fuel Services

UPDATED: 4/26/2024

Commitments

- The assistance to be provided should be based on the needs assessment of the protégé.
- The Mentor Protégé Agreement (MPA) is a marriage requiring courtship/dating. In many cases the proteges are selected from the supplier base of the Mentor.
- Small businesses should be marketing themselves to large primes for subcontracting opportunities and partnerships.
- Build performance, grow, and establish yourself as a value-added supplier/partner and potential candidate for the program.



Benefits to the Dept of Defense



Stimulate and Transition innovative technologies into established Defense acquisitions systems



Resolve operational challenges and other critical national security requirements



Provides development and technical assistance to the protégé for potential business opportunities with DoD agencies and other federal agencies.

Benefits to the Mentor



Develop long-term business relationships with Small Disadvantaged Business (SDB) concerns.



Develop a SDB subcontracting base.

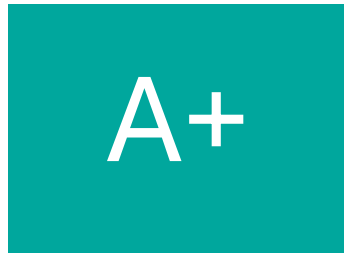


Teaming opportunities with the Protégé to win new contracts and/or subcontracts.

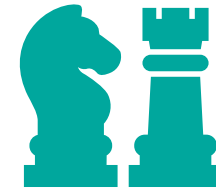
There are 3 types of Mentor Protégé Plans:



Reimbursable – Monetary reimbursement for the cost of the assistance incurred by the mentor firm (direct labor)



Credit to their subcontracting plan



Hybrid – both money and credit

Benefits to the Protégé



Relevant technical and business assistance



Positions small businesses for prime contracting opportunities



Fosters long term relationships



Enhances business development and technology capabilities.



Teaming opportunities with the Mentor to win new contracts and/or subcontracts



DoD long-term industrial base partnership



Risks

- Commitment to work in the program, learn and benefit
- Can be difficult to remember in busy days
- Responsible for making sure all regulations, rules, and processes are followed
- Not to be used by the Prime Contractor for their benefit only

How to Get Started?

1. The mentor submits a package to be approved
2. Mentor and protégé align
3. Mentor identifies a major buying command for sponsorship
4. Tentative agreement to solidify sponsorship
 - Agreement is extremely detailed
 - Formal MPA is submitted
 - Stand alone contract is awarded to the mentor

In the last 5 years there have been 190 small business DOD mentor protégé agreements

<https://business.defense.gov/mentor-protege-program>



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General Discussion