



MASON ENTERPRISE CENTER

Mentor Protégé Program

SUMMARY OF CAPABILITIES

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The George Mason University Mason Enterprise Center (GMU MEC) has provided assistance to developing companies since 1986. The GMU MEC operates the following programs:

- Fairfax Small Business Development Center (SBDC)
- Virginia Small Business Development Centers Network (Virginia SBDCs)
- Procurement Technical Assistance Program
- Fairfax Innovation Center
- Telework and Training Centers
- International Business Development Programs
- Mentor Protégé Program

CUSTOM SERVICES

The GMU MEC will offer its expertise within the areas of entrepreneurship, small business development, international trade and government contracting to potential joint venture partners. The goals of these potential projects must promote economic development among small Northern Virginia companies.

For custom service projects the GMU MEC draws from the extensive capabilities of the University's faculty, as well as vast network of GMU MEC business consultants.

Sample projects include:

- European market entry strategy
- United Nation sponsored Incubator feasibility study for South Africa
- Facilitation of economic development strategic plan for municipal government near Moscow.
- Curriculum development for Regional Bank
- Mentor/Protégé Support for mid to large size company and its protégé
- Strategic planning facilitation

A description of each program's capabilities, services and client profile follows.

FAIRFAX SBDC

The SBDC offers management assistance and training to small business owners and entrepreneurs. One-on-one counseling and business courses are available in the areas of start-up, sources of capital, accounting, management, marketing and business planning.

VIRGINIA SBDCs

The Virginia SBDCs is a network of 29 local centers across Virginia providing professional business counseling, training and information resources to help grow and strengthen Virginia businesses. The SBDC network is the most extensive business development program in the Commonwealth and is a strategic alliance between the U.S. Small Business Administration, George Mason University and local sponsors including universities, community colleges, and chambers of commerce.

PROCUREMENT TECHNICAL ASSISTANCE PROGRAM (PTAP)

One of a national network of Procurement Technical Assistance Centers, the PTAP offers clients consulting and training services related to doing business with government PTAP clients are potential and active government contractors. Select.

Areas of assistance that PTAP provides clients are listed below:

Marketing/Market Research	Bid Proposal
Pricing Policies	Pre Award
Post Award	Total Quality Management
Production/Manufacturing	Financing
Sub-Contracting	Internet Resources
Small Business Innovation Research Grants (SBIR)	Mentor-Protégé guidelines

Additionally, PTAP works with large businesses to assist its small business clients with networking and identifying sub-contracting opportunities.

FAIRFAX INNOVATION CENTER (FIC)

The Enterprise Center offers executive-suite office space in Fairfax City. Growing small businesses can secure affordable office space with shared administrative supports, secretarial services, training and meeting rooms, LAN access and parking.

TELEWORK AND TRAINING CENTERS

The Telework and Training Centers offer semi-private workspaces, private offices, and a comfortable 12 person training lab for affordable rental in three convenient Northern Virginia Locations. Each workspace is fully equipped with a computer, local area telephone, high-speed Internet access, use of printer, copier, and fax machine.

INTERNATIONAL BUSINESS DEVELOPMENT PROGRAMS

The Mason Enterprise Center offers a selection of targeted programs to assist both US and international small and medium information technology enterprises develop international business. They have a three-stage program of consultation, international market planning and business partnerships. They are currently under contract to the German State of the Saarland and the Japanese External Trade Organization for the development of IT business ventures in those respective countries. Their approach is customized to prepare & promote companies for the achievement of practical business results in IT marketplaces around the world.

MENTOR PROTEGE PROGRAM (MPP)

The George Mason University Procurement Technical Assistance Program (PTAP) Mentor-Protégé Program Office (MPPO) supports a Department of Defense (DOD) program and serves as a vehicle and catalyst for building long-term business relationships among major DOD contractors, 8(a), Small Disadvantaged Business (SDB) and Women Owned Small Business (WOSB). The DoD Pilot Mentor-Protégé Program is congressionally recognized and funded for major contractors to enhance the capabilities of SDB's, Service Disabled Veterans Owned Business, HUBzone and WOSB's. The George Mason University PTAP serves as a third party developmental assistance provider to major prime contractors in support of their SDB protégé firms in the following areas: General Business Management, Engineering and Technical Areas, Training.

PTAP MPPO has been providing service since 1994, and has supported 40 DoD sponsored Mentor Protégé Program. Additionally, MPPO has successfully performed approximately 130-150 different types of tasks annually since its inception.

TYPICAL TASKS PERFORMED:

- Needs Assessments
- Strategic & Business Plans
- GSA Schedule Support*
- Marketing & BD Support
- Financial Systems Review*
- SEI/CMM and CMMI Certification*
- ISO 9000:2000 Certification*
- PMP Certification*
- Promotional Materials
- Various Types of Technical Training*

*: Most Frequently Requested Tasks

REPRESENTATIVE CLIENT LIST:

- Northrop Grumman
- AT & T
- Booz Allen & Hamilton
- CSC
- Tetra Tech EC
- H J Ford
- Lockheed Martin
- Motorola
- ARTI
- FC Business
- Raytheon
- SAIC
- Sprint
- Titan Corporation
- Unified Industries
- KEI Pearson