

About George Mason University

George Mason University is one of the fastest-growing and most culturally diverse universities in the United States. The university's student enrollment has increased steadily to more than 32,000 students who major in a wide array of undergraduate and graduate programs.

About the Mason Enterprise Center

The Mason Enterprise Center (MEC) is focused on assisting clients by providing innovative business services to grow and add value to improve their businesses. MEC includes the following programs:

VIRGINIA SMALL BUSINESS DEVELOPMENT CENTER (VIRGINIA SBDC)

Provides professional business counseling, training, and information resources to help grow and strengthen Virginia businesses. Offers management assistance and training to small-business owners and entrepreneurs. One-on-one counseling and business courses are available in the areas of startup, sources of capital, accounting, management, marketing, and business planning. The Northern Virginia SBDCs serve Fairfax, Arlington, Prince William, and Loudoun counties, as well as the city of Alexandria. For the nearest location, visit www.virginiasbdc.org.

PROCUREMENT TECHNICAL ASSISTANCE PROGRAM (PTAP)

Offers counseling and training services related to doing business with federal, state, and local governments to companies that are potential and active government contractors. Increases contracting activities among prime contractors, small businesses, and the government. Focuses on bid matching, small business networking, procurement seminars, and business counseling. The Mason PTAP serves the businesses of Northern, Central, and Hampton Roads areas of Virginia from its three locations.

FAIRFAX INNOVATION CENTER (FIC)

A business accelerator program designed to help startup businesses grow and achieve maximum success. FIC provides furnished office spaces, telephone and receptionist service, and Internet access. But unlike typical executive suites, FIC also offers access to business advisors, networking opportunities, and all the quality educational programs offered at the Mason Enterprise Center.

TELEWORK AND TRAINING CENTERS (TTC)

Provides close-to-home work and training space to help reduce travel and increase worker productivity and morale. Professional office amenities are located in Fairfax, Herndon, and Manassas. Each workspace is fully equipped with a computer, local area telephone, high-speed Internet access, and the use of a printer, copier, and fax machine.

INTERNATIONAL BUSINESS DEVELOPMENT PROGRAM (IBDP)

Helps both U.S. and international small and medium information technology enterprises develop new global profit centers. The IBDP approach is customized to prepare and promote individual companies for the achievement of practical business results. Most important, IBDP connects firms with qualified business partners in nine small business-friendly, high-growth international technology marketplaces.

MENTOR-PROTÉGÉ PROGRAM (MPP)

Serves as a vehicle and catalyst to build long-term business relationships while providing third-party development assistance to major Department of Defense contracts and their SDB, women-owned small businesses, disabled veteran-owned businesses, and HUBzone business partners.



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at the **SCHOOL OF PUBLIC POLICY**

The Mason Enterprise Center is a university-based economic development enterprise. Our mission is to create a learning environment at George Mason University that has a positive impact on the region's entrepreneurial climate. We intend to accomplish this by leveraging George Mason University resources to provide innovative business services that add value to our clients.

Mentor-Protégé Program

PROTÉGÉ ASSISTANCE SERVICES



Where Innovation Is Tradition



About the Department of Defense Pilot Mentor-Protégé Program

MENTOR QUALIFICATIONS

- Have at least one active subcontracting plan
- Be eligible for federal contracts

PROTÉGÉ QUALIFICATIONS

- A Small Disadvantages Business (SDB) concern
- A qualified organization employing the severely disabled
- A woman-owned small business
- Service disabled veteran-owned businesses
- HUBzone businesses

CRITERIA

- Mentor firms are solely responsible for selecting their protégé(s).
- A protégé firm may have only one active mentor-protégé agreement.
- A mentor application and signed mentor-protégé agreement must be approved prior to incurring cost.

ASSISTANCE PROVIDED BY MENTOR

- Assistance by mentor firms personnel in
 - General business management
 - Engineering and technical matters
 - Any other developmental assistance
- Award of subcontracts under Department of Defense contracts or other contracts on a noncompetitive basis
- Progress payments (up to 100 percent)
- Advance payments
- Loans
- Investments in the protégé firm in exchange for ownership interest
- Assistance from SBDCs/PTACs/HBCUs/MIs

Mason Mentor-Protégé Program Adds Value

GEORGE MASON UNIVERSITY... AN EXPERIENCED PARTNER

- Service provider since 1994
- Awarded more than \$12.2 million in Mentor-Protégé Program contracts
- Supported 50 Department of Defense-sponsored Mentor-Protégé Programs
- Performs 150 to 200 different types of tasks per year

WHY USE GEORGE MASON UNIVERSITY?

- Access to university resources and technology
- Access to Mason's professional business network
- In-depth knowledge of Department of Defense and industry
- Mason's proven program management experience
- Mason's ability to build a bridge between large and small businesses
- SBDC and PTAP offices
- Cost savings to your Mentor-Protégé Program
- Ability to subcontract and place contractors on our payroll

TASKS PERFORMED BY GEORGE MASON UNIVERSITY

- Business needs assessment
- Program management
- Business and strategic plans
- 8(a) application support
- Marketing and business development
- GSA schedule support
- Financial systems review
- Human resources assessments
- Promotional materials
- PMP certification
- SEI/CMM and CMMI certifications
- ISO 9001:2008, ISO 14000, AS 9100 ISO 27001, ISO 20000 certifications
- Various types of training

THE BOTTOM LINE

- A winning partnership
- An invaluable resource
- Unmatched experience



George Mason University Gets Results

“We requested a quick turnaround proposal from Mason’s Small Business Development Center last July for several tasks in support of our protégé. These efforts were all executed within the time frame we required and with the work products being of high quality and meeting all the expectations of our protégés. These results were attributable to your commitment to doing the job right and your organization’s knowledge and expertise in the area of emerging business support.”

—LOCKHEED MARTIN

“All of your efforts assisted immeasurably in improving the business development programs of our protégés and ensuring competitiveness in future business ventures. Your efforts were especially commendable with the number of mentor agencies supported. You responded to all our requests for assistance in a courteous and prompt manner. You made us feel as though we were your only customer.”

—VSE CORPORATION

“With your assistance, ARTEL became the only ISO 9001-certified 8(a) SDB in the DISA MPP. The significant accomplishment in achieving this certification within 18 months would not have been possible without Mason’s overall support, assistance, and keen sense of dedication to mission accomplishment. The efforts of your highly successful program are greatly appreciated.”

—ARTEL INC.

“The engineering skills and the ‘commitment to perform’ demonstrated by the faculty and staff at George Mason University proved to be outstanding. Within a very condensed schedule, Mason provided our protégé with a considerable amount of customized, technical support. This assistance was a key reason why our protégé company won a large and highly competitive contract near the completion of our Mentor-Protégé partnership.”

—MOTOROLA

“I want to take this opportunity to thank the entire staff at Mason for the outstanding support in implementing and facilitating PRC’s Mentor-Protégé training program. Your entire series of small company and infrastructure development courses was most beneficial to all of PRC’s protégés.”

—NORTHROP GRUMMAN, FORMERLY LITTON/PRC INC.

“The prompt and thorough response of the Mason staff was key to all that was accomplished, and the results of their efforts will be enjoyed by our protégé firms for years to come.”

—TETRA TECH EC

Business Plans

Financial Systems Review

Strategic Planning