

MENTOR-PROTÉGÉ PROGRAM OVERVIEW

Presented To:
Government Presentation



AGENDA

- George Mason University (GMU)
- GMU MPP Support Experience
- Why George Mason University
- Summary
- Contact Information

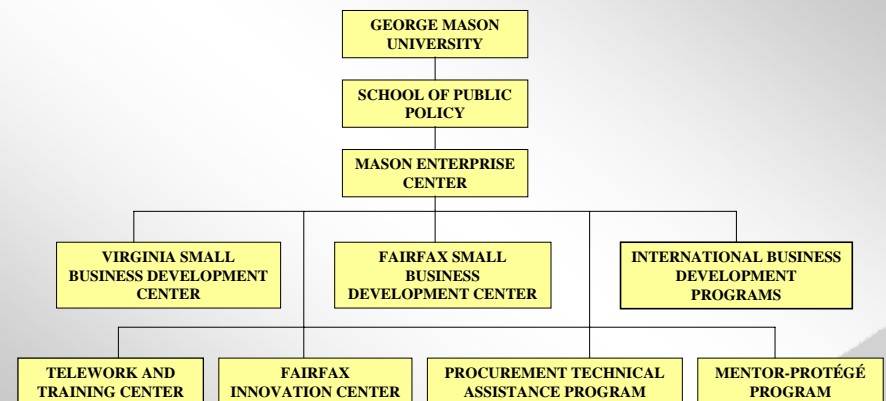


GEORGE MASON UNIVERSITY (GMU)

- One of the fastest-growing and most diverse universities in the United States
- Student enrollment of more than 29,000
- Wide array of undergraduate and graduate programs
- A uniquely structured Enterprise Center



GEORGE MASON UNIVERSITY



FAIRFAX SMALL BUSINESS DEVELOPMENT CENTER (SBDC)

- Fairfax SBDC offers management assistance and training to small business owners and entrepreneurs
- Provides one-to-one counseling
- Offers business courses in areas of start-up, source of capital, accounting, management, marketing and business planning



PROCUREMENT TECHNICAL ASSISTANCE PROGRAM (PTAP)

- PTAP guides and assists small businesses in contracting with federal, state, and local government
- Sponsored by the Defense Logistics Agency and George Mason University, it works to increase contracting activity between small business contractors and the government
- Focuses on bid matching, small business networking, procurement seminars, technical and business consulting
- Serves businesses in Northern, Central and Hampton Road areas of Virginia



VIRGINIA SMALL BUSINESS DEVELOPMENT CENTER (VA SBDC)

- Virginia SBDC provides business counseling, training and information resources to help grow and strengthen Virginia businesses
- Offers management assistance and training to small business owners and entrepreneurs
- Provides one-to-one counseling
- Offers Business courses in areas of start-up, sources of capital, accounting, management, marketing and business planning



MENTOR-PROTÉGÉ PROGRAM (MPP)

"To build a closer relationship between George Mason University and the business community"

- MPP serves as a vehicle and catalyst to build long term business relationships
- MPP serves as a third party developmental assistance provider to major prime contractors in support of their small disadvantaged business protégé firms.
- MEC has both SBDC and PTAP.
- Assistance consists of general business management, engineering and training



TELEWORK AND TRAINING CENTER (TTC)

- TTC is sponsored by the General Services Administration and George Mason University.
- It offers federal government employees, local businesses and organizations, and students access to over 100 computers, local telephone at four locations in Northern Virginia.
- Provide close-to-home work and training space to help reduce travel, increase worker productivity and improve worker morale.



INTERNATIONAL BUSINESS DEVELOPMENT PROGRAMS (IBDP)

- IBDP assists both US and international small and medium information technology enterprises develop new global profit centers.
- Incorporates customized approach in preparing and promoting individual companies for the achievement of practical business results.
- Connects firms with qualified business partners in nine, small business friendly, high growth international technology market places.

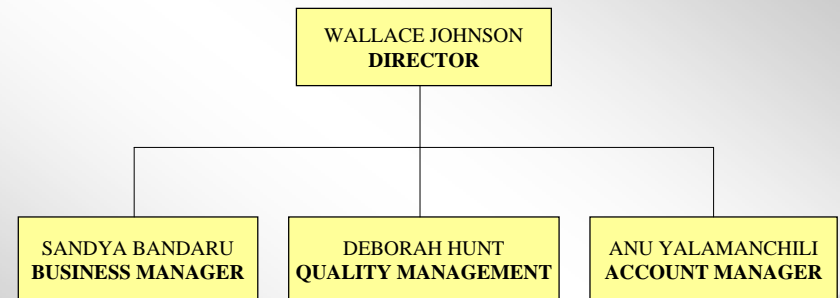


FAIRFAX INNOVATION CENTER

- A business accelerator program designed to help start-up businesses grow and achieve maximum success
- Provides 49 furnished office spaces, telephone and receptionist service, and internet access
- Offers access to business advisors, networking opportunities and quality educational programs.



GMU MENTOR-PROTÉGÉ PROGRAM OFFICE





Johnson Center, Fairfax

WHY GEORGE MASON UNIVERSITY?



Innovation Hall
Fairfax



Center for the Performing Arts
Fairfax



Law School
Arlington



Bull Run Hall
Prince William



AN EXPERIENCED PARTNER

- Service provider since 1994
- Supported 40 DoD sponsored Mentor-Protégé programs (Included more than 90 Protégé Firms)
- Performed over 130-150 different types of tasks per year
- Supported 15 Nunn- Perry Award Winners



WHY GEORGE MASON?

- Access to University Resources and Technology
- Access to Professional Business Network
- In-depth knowledge of DoD and Industry
- Proven Program Management Experience
- Ability to build the bridge between large corporations and small businesses



WHY GEORGE MASON?

- Have both SBDC and PTAP offices
- Ability to subcontract and place contractors on its payroll
- Cost savings to your Mentor-Protégé Program



TYPICAL TASKS PERFORMED

- Businesses needs assessment
- Program management
- Business & strategic plans
- GSA schedule support
- Marketing & Business Development
- Financial systems review
- HR assessments
- SEI/CMM and CMMI Certifications
- PMP Certification
- ISO 9000:2000 Certification
- Promotional materials
- Various types of Technical Training



REPRESENTATIVE CLIENT LIST

- Northrop Grumman
- AT & T
- Booz Allen & Hamilton
- CSC
- HJ Ford*
- Lockheed Martin
- Motorola
- KARTA
- Unisys

* Graduated 8 (a) Firms



- ARTI*
- FC Business
- Raytheon
- SAIC
- Sprint
- L3 - Titan Corporation
- Unified Industries
- KEI Pearson



George Mason - Road to Success



DISA MENTOR-PROTÉGÉ SUCCESS STORIES

- ENSER Corporation
- Fuentez Systems Concepts, Inc.
- Artel, Inc.
- Arrowhead Space and Telecommunications
- HMR tech
- Computer & Hi-tech Management, Inc.
- Artech



HOW TO CONTACT US

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SUMMARY

George Mason University Brings to the Table:

- Proven Experience
- Access to Invaluable Resources
- Unmatched Mentor-Protégé Program Support

