

GEORGE MASON UNIVERSITY

MENTOR-PROTÉGÉ PROGRAM OFFICE OVERVIEW

Mentor Presentation



AGENDA

- George Mason University (GMU)
- DoD Pilot Mentor-Protégé Program (MPP)
 - Mentor-Protégé Guidelines FY 2006-07
 - Mason Enterprise Center
 - Why George Mason University
 - Contact Information

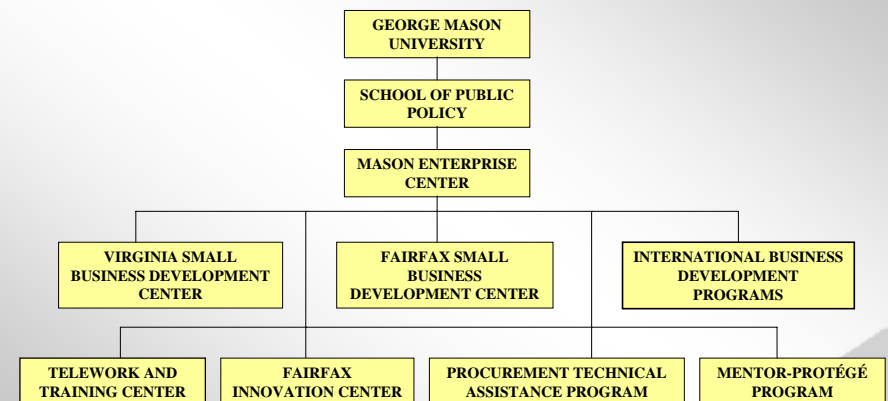


GEORGE MASON UNIVERSITY

- One of the fastest growing Metropolitan Universities in the United States
- The most culturally diverse University in the nation (135 Nation represented in the student body)
- The largest University in the state of Virginia with more than 29,000 students



GEORGE MASON UNIVERSITY



DoD PILOT MENTOR-PROTÉGÉ PROGRAM

- DoD MPP established under Section 831 of Public Law 101-510, the National Defense Authorization Act for Fiscal Year 1991 (10 U.S.C. 2302 note)
- Program has been extended through 2010 for new agreements
- Provide incentives for DoD contractors to assist small businesses in enhancing their capabilities and to increase participation of such firms in Government and commercial contracts.



DoD PILOT MENTOR-PROTÉGÉ PROGRAM

- **PROGRAM TRANSITION:**
 - Effective October 1st, 2003, Mentor-Protégé Program was transitioned from the Office of the Secretary of Defense (OSD), Small & Disadvantaged Business Utilization (SADBU) level to the Military Services and other Defense Agencies delegating them full authority to approve and fund Mentor-Protégé agreements.
- **PROGRAM ROLE:**
 - MPP serves as a third-party developmental assistance provider to major prime contractors in support of their small disadvantaged business protégé firms.



MENTOR-PROTÉGÉ GUIDELINES FY 2006-07

- Strong Technical Mentoring Effort
- Service Industry Agreements Not to Exceed \$500K
- New Agreements may not exceed three years
- Incidental cost 10%
- Travel cost not authorized for Marketing
- SBA certified as an SDVOB and HUBzone



CURRENT STATUS

- Deadline for new MPP agreements:
September 30, 2010 (3 yrs)
- Deadline for reimbursements:
September 30, 2013
- Deadline for receiving credit:
September 30, 2013
- Cost not to exceed \$500K



MENTOR QUALIFICATIONS

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



BENEFITS TO THE MENTOR

- Reimbursement of costs
- Credit for unreimbursable costs
- Increase qualified SDB subcontracting vendor base
- Ability to award subcontracts on a non-competitive basis



PROTÉGÉ QUALIFICATIONS

- A SBA Certified Small Disadvantaged Business (SDB) Concern
- A qualified organization employing the severely disabled
- Women-Owned Small Business (WOSB)



BENEFITS TO THE PROTÉGÉ

- Developmental assistance designed to enhance its capabilities
- Technology Transfer
- Subcontracting Opportunities



MENTOR-PROTÉGÉ AGREEMENTS

“A solid Mentor-Protégé Agreement provides the foundation on which a sustainable relationship can be built” - INDUS Incorporate

- Achievable Goals, Objectives and Milestones
- Must Protect Both Parties Interest
- Strong Technical/ Training Program
- Division of Work
- Understand Contract Clauses (Roles & Responsibilities)



DoD MENTOR- PROTÉGÉ PROGRAM DEVELOPMENTAL ASSISTANCE

- Mentors can provide assistance in the following areas:
 - * General Business Management;
 - * Engineering and Technical Matters; and
 - * Any other developmental assistance
- Mentors can award subcontracts on a non-competitive basis



DEVELOPMENTAL ASSISTANCE

- Progress Payments (up to 100%)
- Advance Payments
- Loans
- Investments in the Protégé Firm in exchange for ownership interest
- Assistance from **SBDCs/PTACs/HBCUs/MI s**



TYPES OF REIMBURSABLE COSTS

- Direct Costs
- Indirect Costs
- Travel and subsistence
- Incidental supplies and materials



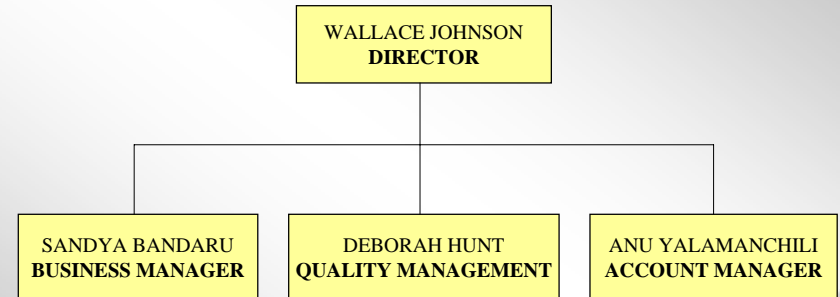
UNREIMBURSED ASSISTANCE COSTS

The following multiples are used for unreimbursable costs:

- Four (4) times for assistance provided through SBDCs, PTACs, HBCUs and MIs
- Three (3) times for assistance provided by a mentor firm's employees
- Two (2) times for other cost



GMU MENTOR-PROTÉGÉ PROGRAM OFFICE



THE MASON ENTERPRISECENTER

- Fairfax Innovation Center
- Small Business Development Center
- Procurement Technical Assistance Program
- Virginia SBDC Network
- Telework and Training Center
- International Business Development Programs
- 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



1994 – 2006 CLIENTS

- | | |
|-----------------|----|
| • Mentors | 40 |
| • Protégé Firms | 92 |



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



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

* Graduated 8 (a) Firms



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



CONTACTS

SERVICE/DEFENSE AGENCY SADBU's

- DoD Mentor-Protégé Program Manager
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- ARMY Program Manager
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CONTACTS

SERVICE/DEFENSE AGENCY SADBU's

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- USAF Program Manager
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Website: http://selltoairforce.org/Programs/MentorProtege/mp_program.asp



CONTACTS

SERVICE/DEFENSE AGENCY SADBU's

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- NGA Program Manager
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Website: www.nga.mil (link) Business Opportunities (link) Small Business Interaction



CONTACTS

SERVICE/DEFENSE AGENCY SADBU's

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- Joint Robotics Program Manager
Eugene "Cliff" Hudson
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CONTACTS

SERVICE/DEFENSE AGENCY SADBUs

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HOW TO CONTACT US

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Mentor-Protégé Program
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Web Site: www.masonenterprisecenter.org/mpp



“We Make Ordering Support Easy”

HOW TO ORDER

STEP 1

- Outline your requirement in a statement of work (SOW)
- Send SOW (delivery order/task order) to the GMU MPP office
- MPP office prepares a technical and cost proposal
- Mentor firm Contracting officer(KO)/Contracting Officer representative (COR) reviews and comments
- KO makes award to GMU (Purchase order) If you anticipate multiple tasks, please go to **Step 2**.

STEP 2 - MULTIPLE TASKING

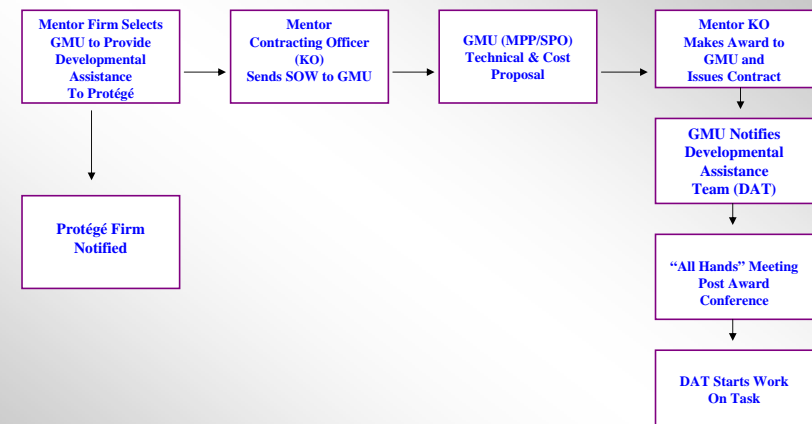
- Mentor firm sets up Basic ordering agreement (BOA) with GMU
- Assign a not-to-exceed \$ limitation

Within 10 working days or less, GMU will assemble a Developmental Assistance Team (DAT) to provide the required support.



SBDC/PTAP MPP Office Delivery/Task Order (DO/TO)

Award Process



SUMMARY

George Mason University Brings to the Table:

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

