

MENTOR-PROTÉGÉ PROGRAM OVERVIEW

Presented To:
Protégés and Potential Protégés



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

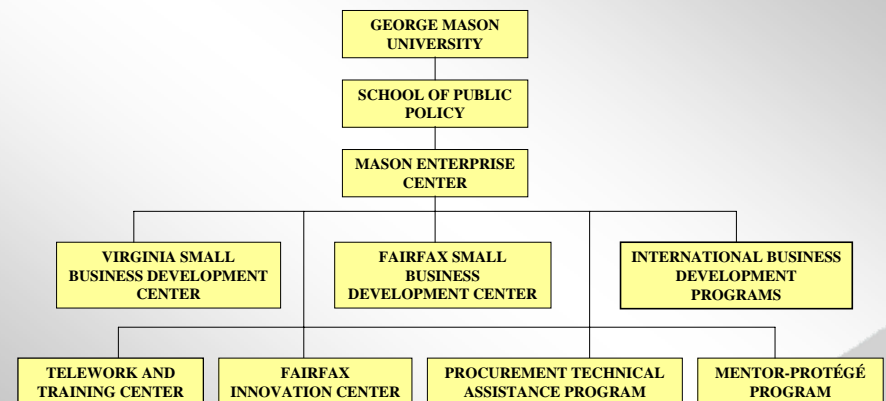


GEORGE MASON UNIVERSITY

- 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



ARMY

- Active Agreements:
 - 2003 [28] 2004 [36] 2005 [40]
- Primary Focus of Products/Services:
 - Environmental Remediation, Logistics, IT/Systems, Engineering, Manufacturing, Chemical & Biological Defense
- Protégé Components Major Programs:
 - Chinook Helicopter, TERC, HIMARS, MILCON, BRAC, Future Combat Systems



ARMY

- **Component Eligibility Requirements:**
 - Must contain quantified protégé subcontracting opportunities, include HBCU/MI participation
 - Must have strong technical component, or focus on innovative transfer of state-of-the-art technology that support the war fighter
 - Reimbursed costs must be <\$500,000 total for non-manufacturing agreements and <\$1 million/yr for manufacturing agreements
 - Must contain a comprehensive protégé needs assessment
- **Program Cycle Submission and Approval**
 - 15 Nov, 15 Apr



NAVY

- Active Agreements:
 - 2003 [38], 2004 [30], 2005 [26]
- Primary Focus of Products/Services:
 - Manufacturing, Environmental Remediation, GPS Technology, Lean Manufacturing, Support Equipment, Development of Technology
- Protégé Major Programs:
 - AIM – 9X, Patriot, AMRAAM, VA Class Subs, Missiles, XBR Radar, other major weapons programs



NAVY

- Navy Eligibility Requirements:
 - Compliance with the DoN Mentor-Protégé Policies and Procedures Manual and DFARS 219.71, Appendix I
 - Mentor must have existing contractual agreement with the Navy and have the Program Office's endorsement
 - Mentor must complete a Needs Assessment of the Protégé, and coordinate with the cognizant Small Business Office
- Program Submission and Approval Cycles:
 - August 30th, November 30th, February 28th, May 31st



USAF

- Active Agreements:
 - 2003 [14], 2004 [26], 2005 [29]
- Primary Focus of Products/Services:
 - AF War Fighter Support
- Protégé Components Major Programs:

Robotics	Aerospace Manufacturing
Armaments/Munitions	Anti-Corrosives & Composites
Aerospace Support Equipment	Military Aircraft /Missile



USAF

- Component Eligibility Requirements:
 - Qualify as a Protégé In accordance with DFARS 219.71, Appendix I
 - Mentor, it must be currently performing under an approved, active subcontracting plan negotiated with DoD or another Federal agency pursuant to FAR 19.702
 - Mentor must have a corporate policy to promote, develop, and implement subcontracting opportunities with small businesses and small disadvantaged businesses
- Program Cycle Submission and Approval:
 - <http://www.fbo.gov/spg/USAF/AFMC/HSW/FA890106R0001/listing.html>



DEFENCE INFORMATION SYSTEMS AGENCY

- Active Agreements:
 - 2003 [20], 2004 [18], 2005 [14]
- Primary Focus of Products/Services:
 - Information Technology/Telecommunications, Satellite Services
 - Information Assurance, System Engineering, NCES, SOA
 - Network Management & General IT Services



DEFENCE INFORMATION SYSTEMS AGENCY

- Component Protégé Eligibility Requirements:
 - Firm must have IT/Telecommunications Focus, 45-200 employees, 2-3 million in revenue and business experience of eight years or more
 - Waivers are considered for requirements stated above
 - Strong technical & technology transfer
- Program Cycle Submission and Approval:
 - Rolling Admission Plan, subject to funding, Mentor & Protégé eligibility requirements, Agency's mission requirements, & SADBUs approval required for each proposal submission



NGA

- Active Agreements:
 - 2003 [3], 2004 [3], 2005 [4]
- Primary Focus of Products/Services:
 - NGA desires Mentor-Protégé agreements that are creative, unique and provide a 50% technology transfer component.
 - NGA is looking for industry support in the areas such as GEOINT, Visualization, all forms in the Electromagnetic Spectrum, Tasking, Processing, Exploitation, and Dissemination (TPED), Persistent Surveillance, Compressing timelines, Horizontal Integration, Robust forward Deployment, and Multi-INT, etc.



NGA

- Protégé Component's Major Programs:
 - Information Technology, Information Assurance/Information Security, GIS/Remote Sensing & Imagery Training, High End Systems & Hardware Development, and GIS support
- Component Eligibility Requirements:
 - In accordance with DFARS 219.71, Appendix I
- Program Cycle Submission and Approval:
 - Submissions are anytime during the year and approval is case-by-case



MISSILE DEFENSE AGENCY

- Active Agreements:
 - 2004, [1] 2005, [4]
- Primary Focus of Products/Services:
 - Ballistic Missile Defense Systems (BMDS)
- Protégé Component's Major Programs:
 - Communications & Training, Growth Strategies, Technology Transfer, Development of Technology, Systems Engineering, Strategic Marketing, Organization and Business planning



MISSILE DEFENSE AGENCY

- Component Eligibility Requirements:
 - In accordance with DFARS 219.71, Appendix I
- Program Cycle Submission and Approval:
 - Submissions are anytime during the year and approval is case-by-case



OSD ROBOTICS EFFORT

- Active Agreements:
 - 2005 [5]
- Primary Focus of Products/Services:
 - Efforts which contributes to development and transition of technologies critical to the future deployment of leap-ahead semi-autonomous capabilities for the warfighter.
- Protégé Components Initiatives:
 - Autonomous Solutions, Production Capability, Interfaces, GPS



OSD ROBOTICS EFFORT

- Component Eligibility Requirements:
 - Must identify potential to perform under at least one active approved subcontracting plan negotiated with DoD or Another Federal agency pursuant to FAR 19.702
 - Must identify milestones that can be accomplished within a 3 year period.
 - Must submit proposals which will clearly identify strategy to strengthen capability and ability to transition or facilitate the transition of technology to acquisition programs



DEFENSE CONTRACT MANAGEMENT AGENCY (DCMA)

- Active Credit Agreements:
 - 48 (3 approved by DCMA)
- Primary Focus Areas of DCMA:
 - Business Development
- Performance Reviews:
 - DCMA conducts annual performance reviews of all Mentor-Protégé Agreements including Post Agreement Review of Protégés for 2 years



DEFENSE CONTRACT MANAGEMENT AGENCY (DCMA)

- Credit Agreements:
 - DCMA reviews and approves all credit agreements
- Component Eligibility Requirements:
 - IAW DFARS Appendix I
- Program Cycle Submission and Approval:
 - Continuous



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



QUALITIES TO LOOK FOR IN A MENTOR

- Corporate Commitment to Program at the highest level
- Committed to Small Business Goals
- Client and Agency Expertise
- Extensive Experience in Business and Technologies
- Excellent Past Performance Record



HOW TO FIND A MENTOR

- SADBUCustomer Referrals – *Successful Mentor-Protégé Partnerships*
- Solid Performing Mid/ Large Size Prime Contractors
- Technology Leaders
- Associations (AFCEA, NDIA, AUSA, AFA, Navy League, etc.)
- Media, Trade Shows & Conferences (FOSE - 2002)



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)

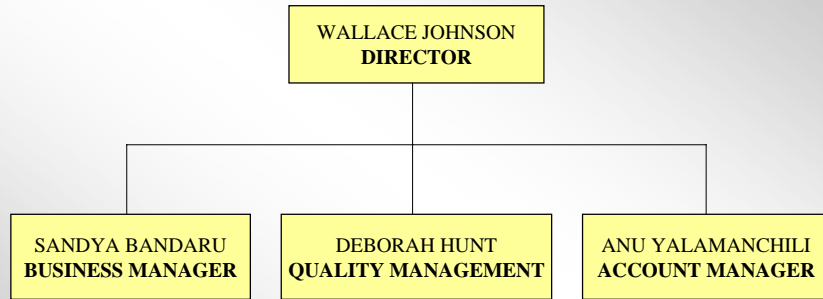


KEYS TO SUCCESS

- Trust
- Communicate, **Communicate**
- Win-win-win philosophy
- Sound business case
- Have established goals and objectives
- Reevaluate relationship on a recurring basis



GMU MENTOR-PROTÉGÉ PROGRAM OFFICE



MASON ENTERPRISE CENTER

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



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



SPIN-OFF's

We Subcontract to the following:

- Small Business
- Small and Disadvantaged Business
- Woman-Owned
- 8(a) Firms



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 SADBUs

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- USAF Program Manager
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SUMMARY

George Mason University Brings to the Table:

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

