DON Mentor-Protégé Program

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What is the DoD Mentor-Protégé Program?

- Congressional Mandated DoD Program established as Pilot in 1990 under section 831 of Public Law 101-510 to incentivize large businesses (mentors) to provide development assistance to small businesses (protégés) through an approved agreement.
- Annual funding varies
  - DOD $27.7 M
  - Navy $5M
- DoD Military Services and Agencies approve agreements
- Limited to eligible small business groups (SDBs, 8As, SDVOSBs, HUBZones, WOSB, entity employ 20% severely disabled)
- Over 1000 small businesses developed by DOD
  - Highly regarded by Congress, other Agencies and Industry
- Over 50 small businesses developed by DON
  - 7 current active agreements
- Nunn-Perry Award Winners
  - 26 Navy Sponsored MP Agreements
FY2011 Mentor-Protégé Budget

Navy FY-11 Budget: $5.3M

DoD FY-11 Budget: $27.7M
**What are the types of Mentor-Protégé Agreements?**

- Types of agreements:
  - Reimbursable
    - A reimbursable agreement provides monetary reimbursement only for the cost of developmental assistance incurred by the mentor firm provided to a protégé firm in accordance with the approved agreement. These agreements are managed by Military Services and other Defense Agencies.
  - Credit
    - A credit agreement provides the mentor credit against applicable subcontracting goals established under contracts with DoD and other Federal agencies. These agreements are managed through DCMA.
  - Nunn Perry Award
    - Named in honor of former Senator Sam Nunn and former Secretary of Defense William Perry, was first awarded in 1995 to recognize mentor-protégés teams that have excelled in technical developments, cost-efficiencies and increased business opportunities for small disadvantaged firms.
Technology Requirements/Alignments

- Protégés must align their technology requirement with:
  - Business Infrastructure
  - Certifications
  - Construction
  - Engineering
  - Environmental Remediation
  - Green Technology
  - Guam Build-up
  - Manufacturing
  - Research and Development
  - UAV Technology Development
Mentors Requirements

- Prior to participation, mentor firms must complete and submit a mentor application to the Office of the Secretary of the Defense (OSN), Small Business Program Director, for approval as a mentor firm under the program (DFARS Appendix I-105).
- The Application may be submitted concurrently with the proposed Mentor-Protégé agreement.
- A mentor may have several Mentor-Protégé relationships; However, a protégé may have only one mentor at any given time.
- A separate Mentor-Protégé agreement must be submitted for each Mentor-Protégé relationship.
Protégés Eligibility

- Must be eligible to participate as a protégé firm:
  - Small Disadvantaged Business (SDB)
  - Indian Tribe
  - Native Hawaiian
  - Native Alaskan
  - Woman-Owned Small Business (WOSB)
  - Service-Disabled Veteran-Owned Small Business (SDVOSB)
  - HubZone
  - Entity employing at least 20% severely disabled
Benefits to Protégés

The incentives for small businesses to participate in this Program:

- Open doors
- Use as a marketing tool
- Pursue business with other prime contractors
- Receive assistance from a major prime contractor
- Develop long-standing business relationship
- May receive non-competitive subcontracts under cost-type contracts.
- Teaming opportunities with the mentor to win new contracts and/or subcontracts.
Evaluation Process

- Evaluation Process:
  - All proposals submitted to Head Contracting Agency (HCA) Small Business Office.
  - Two months prior to DON OSB submission cycle for processing
  - The mentor is required to obtain sponsorship of the agreement from the cognizant program office after coordination with the cognizant Small Business Office
  - All proposals shall be submitted to and endorsed by a Head Contracting Agency (HCA) Small Business Office.
  - The HCA Small Business Office should forward endorsed agreements for evaluation to the Mentor-Protégé Program Manager for final review by close of business on the following cut off dates.
  - February 28th, May 31st, August 30th and November 30th
Program Reporting/Reviews

- **Program Reporting**
  - Monthly Expenditure Reports
    - Due to OSBP 20\(^{th}\) of every month
  - Semi-Annual Reports
    - Mentor submits semi-annual reports to DCMA
    - Two year post review conducted by DCMA

- **Program Reviews**
  - Semi-annual Program Management Reviews (PRMs)
    - @ DoD Mentor-Protégé Conference
    - August of each year
  - Incremental Funding Reviews
    - Conducted 30 days prior to funding requirements (option years)
    - 90% of current period agreement milestone (annually)
    - 75% of distributed funds expended
  - DCMA Post Program Reviews
    - Conducted 2 fiscal years after expiration of the agreement
SAIC/ERRG
NAVFAC

SUPPORTS: NAVFAC Construction

Engineering/Remediation Resources Group (ERRG) is a Woman-Owned, 8a, SDB – providing Environmental Remediation and Restoration Services; Civil, Environmental, and Geotechnical Engineering; Military Munitions Response Services; Construction; and Emergency Preparedness and Prevention Services.

BENEFITS
• Assisted in Expanding Services Geographically and with New DoD Clients.
• Assisted with Expansion into a New Service Area, Construction.
# DON Nunn Perry Award Winners

## Where are they now?

<table>
<thead>
<tr>
<th>Awardees Sponsor</th>
<th>Sponsor</th>
<th>Mentor</th>
<th>Protégé</th>
<th>Business Type</th>
<th>Location</th>
<th>Status</th>
<th>Goods/Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011 (FAC)</td>
<td>SAIC</td>
<td>ERRG</td>
<td>WOSB</td>
<td>CA</td>
<td>Large</td>
<td>Environmental Remediation Services</td>
<td></td>
</tr>
<tr>
<td>2010 (AIR)</td>
<td>Lockheed Martin</td>
<td>Aegisound</td>
<td>HUBZone</td>
<td>VA</td>
<td>Small</td>
<td>Advanced Hearing Protection Supplier</td>
<td></td>
</tr>
<tr>
<td>2009 (SUP)</td>
<td>Q.E.D.</td>
<td>MIS</td>
<td>SDVOSB</td>
<td>NC</td>
<td>Small</td>
<td>Plate and Sheet Metal Work Supplier</td>
<td></td>
</tr>
<tr>
<td>2009 (AIR)</td>
<td>Raytheon</td>
<td>Tampa Brass &amp; Aluminum</td>
<td>SDVOSB</td>
<td>FL</td>
<td>Small</td>
<td>Aluminum Foundries</td>
<td></td>
</tr>
<tr>
<td>2007 (AIR)</td>
<td>Raytheon</td>
<td>The Enser Corporation</td>
<td>SDVOSB</td>
<td>FL</td>
<td>Small</td>
<td>Secondary Weapon Battery Supplier</td>
<td></td>
</tr>
<tr>
<td>2006 (WAR)</td>
<td>Lockheed Martin</td>
<td>M&amp;M Technical Services</td>
<td>WOSB</td>
<td>VA</td>
<td>Small</td>
<td>Data Processing, Engineering Services</td>
<td></td>
</tr>
<tr>
<td>2006 (FAC)</td>
<td>Shaw Environmental</td>
<td>ERRG</td>
<td>WOSB</td>
<td>CA</td>
<td>Large</td>
<td>Environmental Remediation Services</td>
<td></td>
</tr>
<tr>
<td>2005 (AIR)</td>
<td>Raytheon</td>
<td>Tampa Brass &amp; Aluminum</td>
<td>SDVOSB</td>
<td>FL</td>
<td>Small</td>
<td>Aluminum Foundries</td>
<td></td>
</tr>
<tr>
<td>2003 (AIR)</td>
<td>The Boeing Company</td>
<td>DACA Machine &amp; Tool</td>
<td>WOSB</td>
<td>VA</td>
<td>Small</td>
<td>Fabricated Structural Metal</td>
<td></td>
</tr>
<tr>
<td>2002 (FAC)</td>
<td>Foster Wheeler Environmental</td>
<td>Nobis Engineering</td>
<td>SDB 8(a)</td>
<td>NH</td>
<td>Large</td>
<td>Environmental, and geotechnical engineering</td>
<td></td>
</tr>
<tr>
<td>2000 (AIR)</td>
<td>The Boeing Company</td>
<td>Manufacturing Technology</td>
<td>SDB 8(a)</td>
<td>FL</td>
<td>Sold</td>
<td>Electronic Manufacturing</td>
<td></td>
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<tr>
<td>1999 (FAC)</td>
<td>IT Group</td>
<td>Innovative Technical Solutions</td>
<td>SDB 8(a)</td>
<td>CA</td>
<td>Large</td>
<td>Environmental and Engineering</td>
<td></td>
</tr>
<tr>
<td>1997 (AIR)</td>
<td>Hughes Missiles Systems</td>
<td>Summa Technology</td>
<td>SDB</td>
<td>AL</td>
<td>Large</td>
<td>Hardware Manufacturing</td>
<td></td>
</tr>
<tr>
<td>1995 (AIR)</td>
<td>McDonnell Douglas</td>
<td>Ion Electronics</td>
<td>SDB 8(a)</td>
<td>MN</td>
<td>Bankrupted</td>
<td>Electronic Manufacturing</td>
<td></td>
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</tbody>
</table>
NAVY MENTOR-PROTÉGÉ

PROGRAM MANAGER

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– in the final analysis this is what matters most.
Questions and Answers