



DEPARTMENT OF THE ARMY OFFICE OF SMALL BUSINESS PROGRAMS

BUILDING THE FUTURE OF THE ARMY THROUGH SMALL BUSINESS UTILIZATION



2015 Team APG APBI

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Mission and Vision

Mission

- Advise the Secretary of the Army and the Army leadership on small business related matters.
- Spearhead innovative initiatives that contribute to expanding the small business industrial base relevant to the Army mission priorities.
- Leverage the use of minority serving educational institutions in support of Army Science and Technology Programs.

Vision

To be the premier advocacy organization committed to maximizing small business utilization in support of rapidly fielding a trained, ready, responsive and capable force that can prevent conflict, shape the environment and win the Nation's wars.



Secretary of the Army on Small Business



“A critical component of our industrial base is formed by our small business partners, whose contributions drive innovation in the production of goods and services the Army uses. The Army has a strong record of small business partnership that consistently exceeds goals within the Department of Defense.”

*U.S. Secretary of the Army John McHugh
Letter to Small Business Administrator, Karen
Mills*





Mentor Protégé Program



- The Mentor-Protégé Program initiated in 1991 as a way to foster small business and improve technology transfer between Department of defense and industry.
- The MPP remains in the pilot program category therefore, must be authorized in a National Defense Authorization Act every few years.
- The Department of Defense is seeking a 10 year extension of its small business mentoring program in an effort to help small enterprises compete for defense contracts.
- The Department of Army has 19 active agreements as of Oct, 1.



Mentor Protégé Program Agenda



- Background
- Program Intent
- Regulations & Instructions
- Program Eligibility
- Program Benefits
- Types of Agreements
- Corporate Infrastructure Activities
- Technology Transfer Activities



Mentor Protégé Program Agenda



- Army Requirements
- Evaluation Criteria
- Costs
- How to Apply
- Program Status
- Current Focus Areas
- Lessons Learned
- Conclusion



Mentor Protégé Program Background



- Established in 1991 - P.L. 101-510 to provide incentives to prime contractors to develop the technical and business capabilities of eligible protégés to increase their participation in both prime contracts and subcontracts
- New Mentor-Protégé agreements accepted through **30 September 2015** IAW Public Law 112-81, Section 867



Mentor Protégé Program Program Intent



- Furnish technical and business assistance to eligible protégé firms
- Enhance their capabilities to satisfy DoD and other contract and subcontract requirements
- Increase the overall participation of protégé firms to perform as prime contractors, subcontractors and suppliers under DoD, other Federal agency, and commercial contracts
- Foster the establishment of long-term business relationships
- Demonstrating benefits to the Warfighter through technology transfer



Mentor Protégé Program Regulations & Instructions



- **DFARS Appendix I: Regulations governing DoD Mentor-Protégé Program**
- **DFARS Subpart 219.71 - Pilot Mentor-Protégé Program**
- **Army Mentor-Protégé Program Policy and Guidelines**
- **Army Mentor-Protégé Proposal Instructions FY2015**



Mentor Protégé Program Regulations & Instructions



- Mentors may have multiple protégé's while participating in the DoD MPP
- Protégé's may only have one (1) active DoD MP agreement at a time
- Protégé's may participate in other Federal agency MP Programs, while a DoD protégé, but may not duplicate assistance



Mentor-Protégé Program

Mentor Eligibility



- Large Business
Must have approved subcontracting plan with DoD or other Federal Agency
- Small Business*
- Graduated 8(a)*
Must have prime contract with DoD or other Federal Agency and exhibit subcontracting history

*Must obtain waiver from DoD Small Business Office



Mentor-Protégé Program

Protégé Eligibility



- Certified and Self Certified Small Disadvantaged Business
- Qualified organizations employing the severely disabled
- Women-Owned Small Business
- Indian-Owned Small Business
- Native Hawaiian Organization-Owned Small Business
- Qualified HUBZone Small Business
- Service-Disabled Veteran-Owned Small Business



Mentor-Protégé Program

Protégé Eligibility (cont'd)



- Be eligible for award of Federal contracts
- A small business according to the Small Business Administration (SBA) size standard for the North American Industry Classification System (NAICS) code that represents the contemplated supplies of services to be provided by the protégé firm



Mentor-Protégé Program

Mentor Benefits



- Long-term relationship with business partner
- Qualified source at competitive prices
- Ability to award subcontracts directly
- Help achieve subcontracting goals
- Subcontracting opportunities



Mentor-Protégé Program

Protégé Benefits



- Technology Transfer
- Technical Management Skills
- Long-term Relationship
- Enhanced Competitiveness
- Subcontracting Opportunities
- Prime Contracting Opportunities



Mentor-Protégé Program Benefits to DoD



- Transition innovative technologies into established Defense Acquisition programs
- Resolve operational challenges and other critical national security requirements and with DoD agencies
- Train and develop capabilities of protégé
- Provide developmental infrastructure enhancements



Mentor-Protégé Program

Types of Agreements



Credit Agreements (CAs)- Allows mentor to receive credit against their small business subcontracting goals, under **eligible categories**, for costs incurred in providing development assistance to a protégé. CAs are approved and managed by Defense Contract Management Agency (DCMA) and generally consist of corporate infrastructure enhancements/training.

Multiplier used for unreimbursed incurred costs in the following manner:

- 4x the costs incurred for Historically Black Colleges & University/Minority Institution (HBCU/MI) or PTAC/SBDC
- 3x the costs incurred for labor activity
- 2x the costs incurred for incidental items

(i.e., if protégé is WOSB and mentor incurs \$50,000 in labor costs, mentor may take \$150,000 credit against WOSB subcontracting goal)



Mentor-Protégé Program

Types of Agreements (cont'd)

Direct Reimbursement (DR) - Allows mentor to receive monetary reimbursement of costs incurred due to development assistance provided to the protégé. Mentoring activities contain strong technical focus, with light infrastructure training.

Invoices submitted monthly against contract line item via Wide Area Work Flow (WAWF). DR agreements are approved and managed by the component agency.

Hybrid Agreement - Allows mentor to receive part credit for one (1) year, with reimbursement in option year(s). Approved and co-managed by component agency and DCMA.



Mentor-Protégé Program Corporate Infrastructure Activities



- DCAA Compliance
- Proposal Writing
- Contract Pricing
- GSA Schedules
- Contracts Management
- Cost Reimbursable, FFP, Time & Material
- Human Resources Hiring Practices and Retention Policies
- Strategic Planning
- Marketing/ Business Plans



Mentor-Protégé Program Technology Transfer Activities



- Technical Certifications (i.e., ISO, CMMI, AS9100, etc.)
- Professional Management Institution Certification
- Manufacturing Processes
- Product Development
- Software Development
- Construction
- Environmental Remediation/ UED
- Hazardous Waste Removal
- Innovative Communication Enhancement
- Anti-Terrorism & Threat Products/Services



Mentor-Protégé Program Army Requirements



- Application Process using specific evaluation criteria
- Stand alone contracts issued by Army Contracting Center-Redstone Arsenal, AL
- Non-Manufacturing Agreements <\$750,000 over the life of the agreement
- Manufacturing may be higher but cannot exceed \$1M per year, not to exceed \$3M over the life of the agreement
- Proposal Due Date for FY 2015 - **15 Feb & 15 Jun**



Mentor-Protégé Program Evaluation Criteria



Evaluation Criteria

Desired Outcome





Mentor-Protégé Program Reimbursable Costs



- Labor costs from mentor personnel providing assistance under an active MP agreement/contract
- Subcontracts with HBCU/MI and/or Procurement Technical Assistant Centers (PTAC)/Small Business Development Centers (SBDC)
- Mentor travel as it pertains to protégé activity (i.e., training, approved conferences)
- Incidental items such as printing, postage, specialized certifications (other costs as approved by agency PM), protégé travel in relation to training activities



Mentor-Protégé Program Unallowable Costs



- Software
- Equipment
- Leases (rental facilities, equipment, furniture, etc.)
- Loans
- Training activities provided by entities other than mentor, HBCU/MI, PTACs, SBDCs unless approved by the component PM



Mentor Protégé Program

How to Apply



- Visit our website www.sellingtoarmy.com
- Click the “***For Small Businesses***” link and follow the “***Program***” link to the “***Mentor-Protégé Program***” to view Army Mentor-Protégé Program Policies & Procedures Guidelines and Army FY15 Proposal Instructions
- Click the “***Business Development Center***” box to retrieve required templates for proposal submission
- Upload your proposal to the Army MP Portal



Mentor-Protégé Program Program Status



Number of Mentor-Protégé Agreements

- 19 Active Agreements
- 16 Mentors (three mentors have 2 proteges)
- 7 new contracts pending evaluation by the Joint Review Board

Protégé Statistics*

- 14 - Small Disadvantaged Businesses
- 7 - Woman-Owned Small Businesses
- 9 - Service Disabled Veteran-Owned Small Business
- 2 - HUB Zone Small Businesses
- 12 - 8(a)
- 0 - Alaskan Native; Hawaiian; Tribally-owned Native American

FY 2015 Proposal Due Dates

- Reimbursable Proposals due - **15 Feb & 15 Jun**
- Hybrid Proposals - year-round open window
- Proposal evaluation/award time frame is approximately 5 months from submittal



Army Mentor-Protégé Program

FY 2015 Active Agreements



#	Mentor	Protégé	Sponsoring Activity	Endorsing Agency	Contract #	Start Date	End Date
1	AGEISS, Inc. - 004	IDEALS, Inc.	ACC	Installation Management Command	W9113M-15-C-0007	TBD	TBD
2	ASM Research Group	Zolon Technology	ACC	Chief of Staff - G1	W9113M-14-C-0034	07/29/14	07/28/16
3	ASM Research Group - 005	Infinity Technology	ACC	TBD	W9113M-14-C-0020	TBD	TBD
4	BAE Corp.	Cristek Interconnects, Inc.	ACC	MDA/Ft. Belvoir	W9113M-12-C-0067	10/01/12	09/30/15
5	BAE Corp. - 006	IndataTech	ACC	US Army Corp of Engineers	W9113M-15-C-0018	TBD	TBD
6	Calibre Systems	Yorktown Systems	ACC	National Training Center G4 (Ft. Irwin GA)	W9113M-14-C-0033	09/29/14	09/28/17
7	Cardno	ASCI	ACC	Army CoE - BRAC/FUDS Chief Sacramento District	W9113M-15-C-0021	07/07/15	07/06/18
8	HP Enterprises (Hybrid)	Unified Business Technologies, Inc.	ACC	ACC - Warren, MI Dept	W9113M-15-C-0009	12/01/14	11/30/17
9	HP Enterprises - 007	Creative Solutions Consulting, Inc.	ACC	DLA	W9113M-15-C-0020	TBD	TBD
10	Jacobs Engineering	Windamir Construction & Dev.	ACC	Army Installation Comm.	W9113M-12-C-0041	10/01/12	09/30/15
11	L-3 National Security Services	Cyber Security Solutions, Inc. (CSSI)	ACC	Chief Information Office-G6	W9113M-14-C-0012	04/07/14	04/06/17
12	Leidos (formerly SAIC)	One Stop Environmental, LLC	ACC	COE - St. Louis District	W9113M-14-C0013	04/07/14	04/06/17
13	Lockheed Martin Missile Systems & Sensors (MS2)	Lewis Innovative Technologies, Inc. (LIT)	ACC	RDECOM	W9113M-14-C-0011	03/17/14	03/17/17
14	Lockheed Martin	TIME Systems, Inc.	ACC	US Army Corp of Engineers	W9113M-15-C-0003	09/11/15	09/10/16
15	Planned Systems Int'l	MicroHealth	ACC	DLA-Troop Support	W9113M-13-C-0041	08/01/13	07/31/16
16	Rosser International	PearlNet, LLC	ACC	Corps of Engineer - Savannah District	W9113M-15-C-0008	12/01/14	11/30/17
17	SAIC	RLM Communications, Inc.	ACC	Army Signal Center of Excellence and Fort Gordan	W9113M-15-C-0019	07/01/15	06/30/18
18	Skyline Unlimited	Pro-Tek Sphere, LLC	ACC	Walter Reed Army Inst of Research	W9113M-13-C-0037	08/01/13	07/31/16
19	System Studies & Simulation (S3) - 008	ICP Systems	ACC	Air Combat	TBD	TBD	TBD
20	Tec-Masters, Inc. - 009	Certified Technical Experts	ACC	Missile Defense Command	W9113M-15-C-0028	TBD	TBD



Mentor Protégé Program

Current Focus Areas



- Manufacturing - major systems, components, etc.
- Cyber Security
- Base Realignment and Closure (BRAC)/MILCON Transformation
- Going Green - Design/Build Construction
- Environmental Remediation/Sustainability
- Force protection capabilities for soldiers
- Improved IED detection devices
- Chemical re-engineering/biometrics
- Energy recycling processes
- Next Generation Training Environments



Mentor Protégé Program Lessons Learned



Impediments to success:

- Subcontracting expectations unrealized
- Poor communication and weak commitment between Mentor and Protégé
- Remote geographic location
- Conflicting goals, lack of program integration
- Inordinate expense to Protégé
- There are unreimbursed costs for both the mentor and the protégé



Mentor Protégé Program Lessons Learned



Contributors to Success:

- Compatibility of Mentor and Protégé
- Strong Management Focus
- Periodic reviews/modifications of agreement, as needed
- Assistance aligned with Protégé's strategic vision
- Commitment by both parties to the agreement
- Technology transfer provides potential subcontracting opportunities for the protégé



Mentor Protégé Program

What is New

- **The Memorandum of Agreement (MOA) between OSD (AT&L) Department of Defense Office of Small Business Programs (DoD OSBP) and Department of Army, Office of Small Business Programs (DA OSBP) is to support the implementation and administration of a Pilot Mentor-Protégé Program (MPP) at Army Material Command (AMC) Major Subordinate Commands (MSC), Communications Electronics Command (CECOM) and Army contracting Command Orlando Program Executive Office for Simulation, Training and Instrumentation (PEO STRI).**



Mentor Protégé Program Nunn-Perry Awards

In 1995, the prestigious Nunn-Perry Award was first bestowed by the DoD office of Small Business Programs (OSBP) to recognize outstanding Mentor-Protégé teams formed under the auspices of the MPP programs. The award is named in of former U.S. Senator Sam Nunn for his vision and insight in sponsoring legislation to create and fund the DoD MP Program and in honor of former Secretary of Defense, Dr. William Perry for his commitment to its implementation.



Mentor Protégé Program Nunn-Perry Awards



Army Nunn-Perry Awardees for the past 5 years

2010

Mentor: Computer Sciences Corporation

Protégé: Occam Solutions, Inc.

Mentoring Assistance Provided by: Morgan State University (HBCU)

2011

Mentor: ASM Research, Inc.

Protégé: Networking & Engineering Technologies, Inc.

Mentoring Assistance Provided by: Morehouse College (HBCU)

2012

Mentor: DynCorp International, LLC

Protégé: CSTI

Mentoring Assistance Provided by: Morehouse College and Morgan State University(HBCU)



Mentor Protégé Program Nunn-Perry Awards



Army Nunn-Perry Awardees continued

2013

Mentor: Jacobs Engineering group, Inc.

Protégé: TANTARA Corpo

Mentoring Assistance Provided by: Florida International University (MI)

2014

Mentor: Leidos

Protégé: Minerva Engineering

Mentoring Assistance Provided by: University of Columbia Community College and Winston-Salem State University (HBCU's)



Mentor-Protégé Program Conclusion



*“The Army’s Mentor-Protégé Program is specifically designed to engage industries to shape and expand the industrial base to support the **war fighter!**”*





Mentor Protégé Program Points of Contact



Army Mentor-Protégé Program

- Pamela Monroe, Program Manager
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