



VIRTUAL
SMALL BUSINESS TRAINING WEEK 2021
SBTW21
BUILD ★ GROW ★ ELEVATE
Expanding the Defense Industrial Base

Avoiding Pitfalls in SBA's Mentor-Protégé Program

An Overview: Benefits, Eligibility, and Application Process

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8/18/2021

Principal Sr. Business Analyst

UNCLASSIFIED



Avoiding Pitfalls in SBA's Mentor-Protégé Program

UNCLASSIFIED

OVERVIEW

Avoiding Pitfalls in SBA's Mentor-Protégé Program



Who Benefits?

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SUPPORT FROM MENTORS



MANAGEMENT &
TECHNICAL ASSISTANCE



FINANCIAL
ASSISTANCE



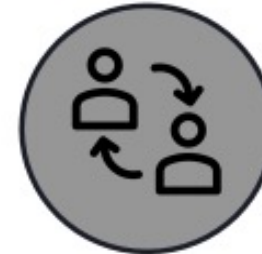
CONTRACTING
ASSISTANCE



INTERNATIONAL TRADE
EDUCATION



BUSINESS DEVELOPMENT
ASSISTANCE

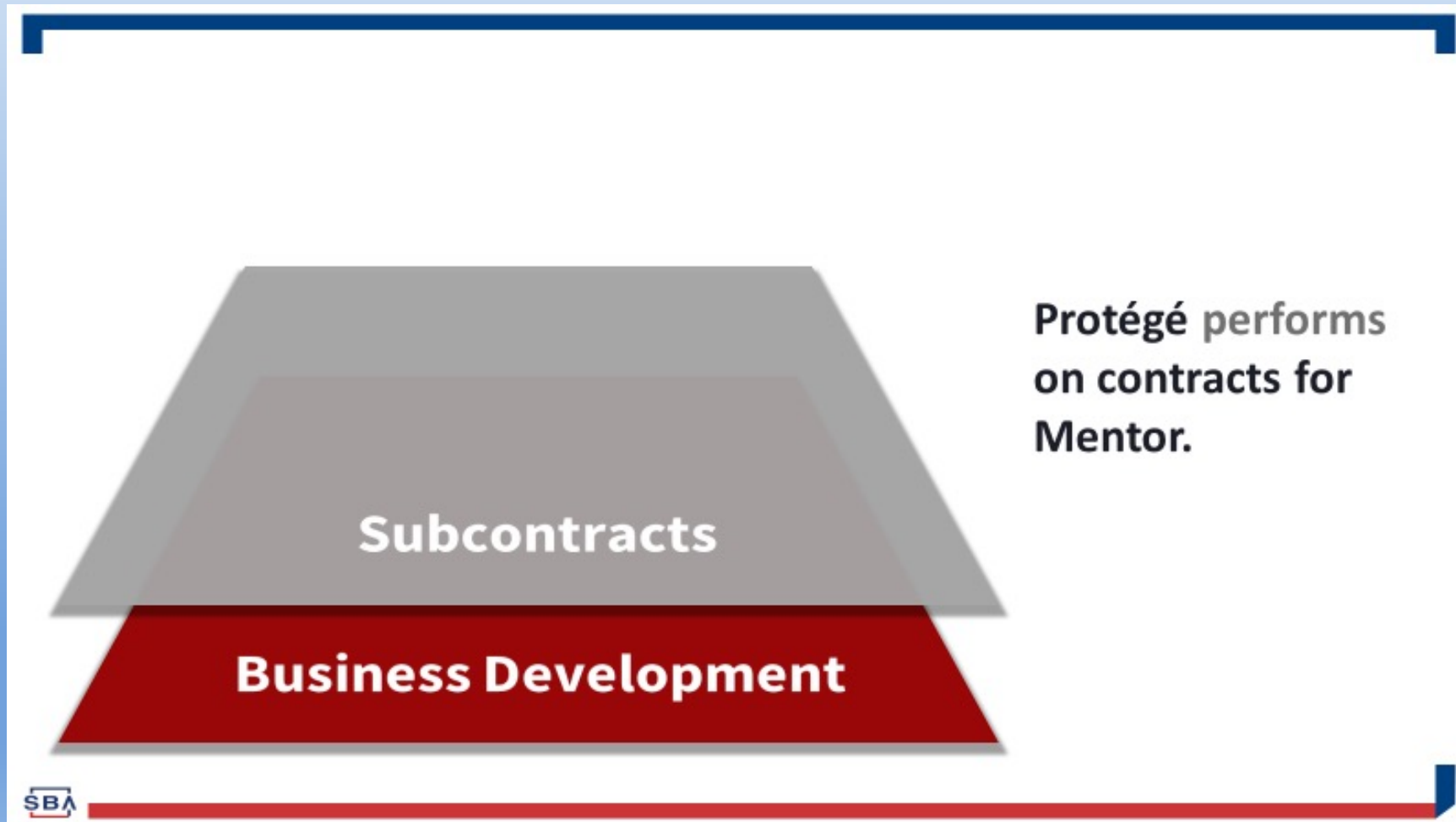


ADMINISTRATIVE
ASSISTANCE

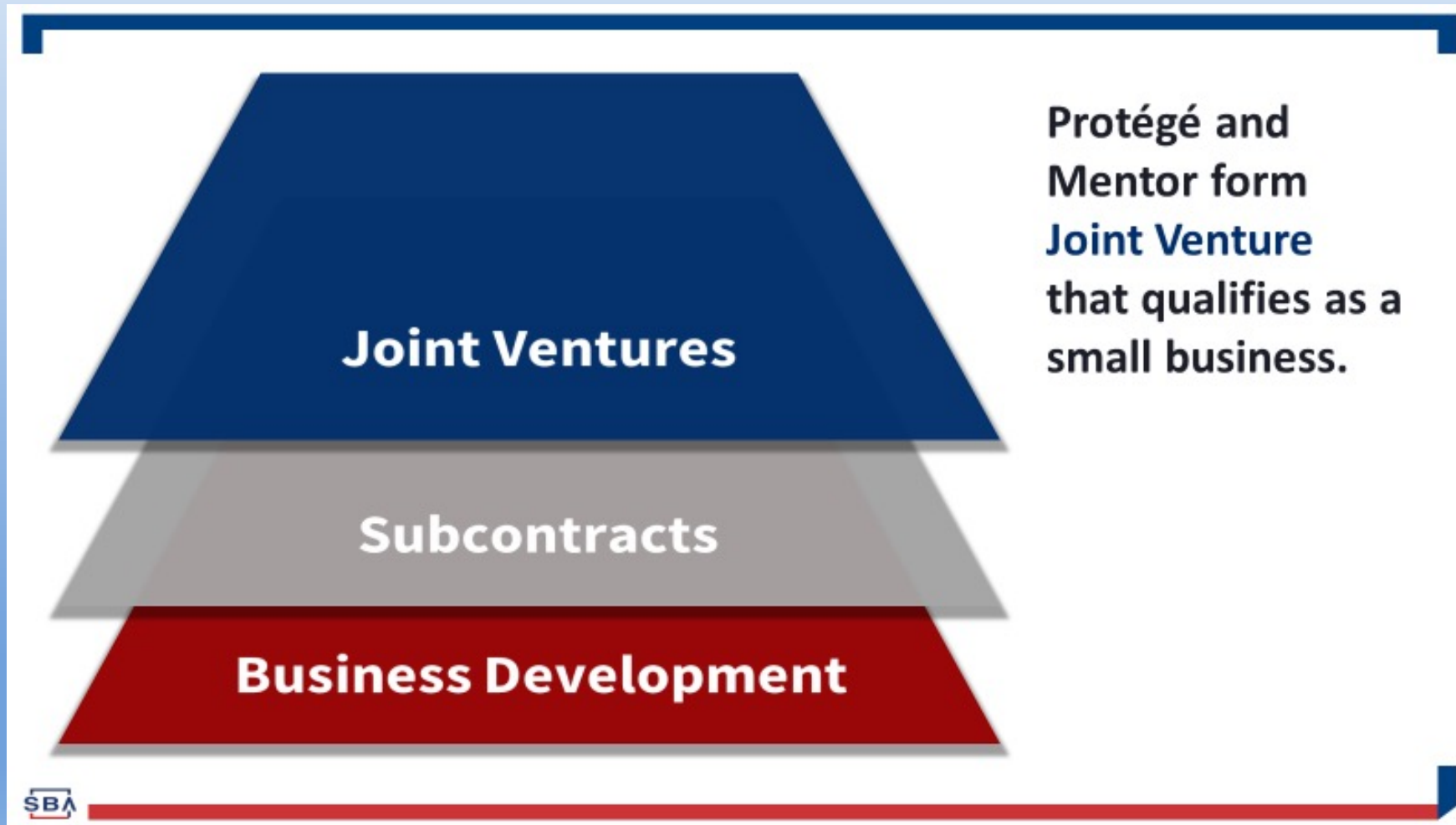
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The result?

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**Protégé expands capacity
to bid independently.**

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Am I eligible?

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- FOR-PROFIT BUSINESS**
- NO DETERMINATION OF AFFILIATION**
- SMALL FOR NAICS CODE**
- NO MORE THAN 40% EQUITY FROM MENTOR**

- NO MORE THAN TWO MENTORS IN A LIFETIME**
- NO MORE THAN THREE PROTEGES AT ANY ONE TIME**

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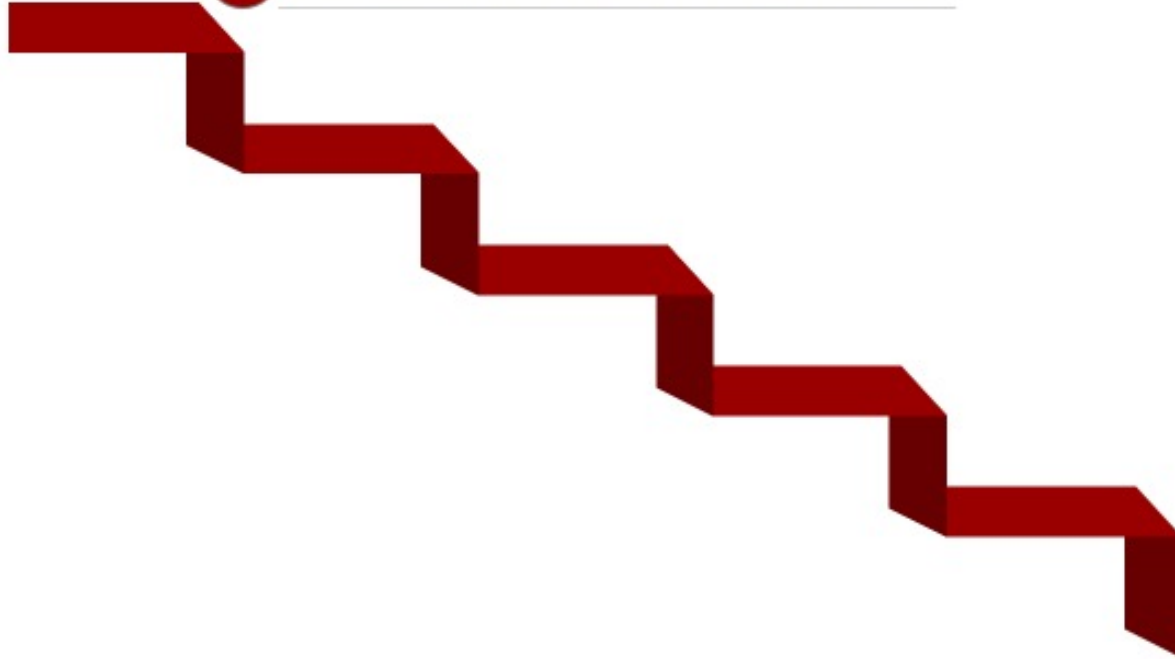


The application process

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PREPARE AHEAD

1 SELECT YOUR MENTOR



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PREPARE AHEAD

1 SELECT YOUR MENTOR

2 REGISTER IN SAM

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PREPARE AHEAD

1 SELECT YOUR MENTOR

2 REGISTER IN SAM

3 APPLY THROUGH CERTIFY

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PREPARE AHEAD

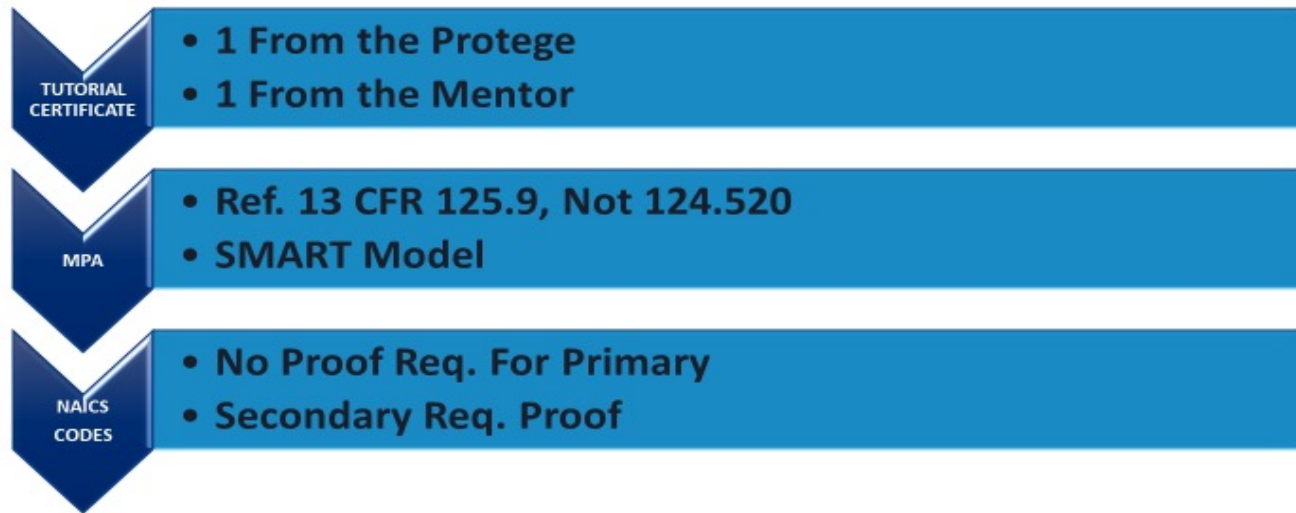


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PITFALLS

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What's a Clean Case?



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TOP 10 PITFALLS TO AVOID IN SBAMPP

Get in & Stay in, At Every Stage

APPLICATIONS



- Upload ALL Your Documents
- Submit an ASMPP Specific MPA; Use SMART Model
- Provide Proof of Experience for Secondary NAICS
- Stay in Contact, Especially for Reconsiderations

ANNUAL EVALUATIONS



- Let us Know of ANY Changes Before Making a Change
- Ensure your Accomplishments Match your Initial MPA
- Stay Compliant: Complete Evaluations Timely

JOINT VENTURES



- MPA First, JV Second
- Submit your JV Compliance Form the Moment You Form a JV
- Stay Compliant: Submit Quarterly Financials Timely

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JOINT VENTURE BASICS

- **MPA approval** required prior to JV bid on award
- SBAMPP does **not review or approve JVs**
- **SBA District Offices approve JVs for 8(a) contracts**
- MPA JVs are granted **exclusions from affiliation**
- MPA JV contracts awards are limited to the 3-in-2 rule
- Procuring activities must **consider work done individually** by each partner to the joint venture as well as any work done by the joint venture itself.
- Protégé firms must perform at least 40%, Mentor firms may perform up to 60%

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Guiding Regulations

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SBA Mentor-Protégé Program
13 CFR 125.9

Service-Disabled Veteran
13 CFR 125.15(b)

SBA Size Regulations
13 CFR 121

8(a) and SDB Regulations
13 CFR 124.5

HUBZone Program
13 CFR 126.6

Small Disadvantaged Business
13 CFR 124.1002(f)

SBA Certificate of Competency
13 CFR 125.5

WOSB Program
13 CFR 127

SBA Prime Contracting
13 CFR 125.2

SBA Subcontracting
13 CFR 125.3

Non-manufacturer rule
13 CFR 121.406(b)

Limitations on subcontracting
13 CFR 125.6

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Other Federal Mentor Protégé Programs

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Additional Support

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1

SBA Learning Center

<https://www.sba.gov/learning-center>

2

SBA Resource Partners & District Offices

<https://www.sba.gov/tools/local-assistance>

3

ASMPP Team

<https://www.sba.gov/allsmallmpp>



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Expanding the Defense Industrial Base

Thank you

Derrick O. Brown, DBA, MBA

Principal Senior Business Analyst

Senior Staff Mentor, Application, Assessment & Approval Team

SBA Mentor-Protégé Program

Office of Government Contracting/Business Development

U.S. Small Business Administration

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Expanding the Defense Industrial Base

Worldwide Training and Talent Development