



DoD Mentor Protégé Program

Kasey Diaz

Director, Mentor-Protégé Program

DoD Office of Small Business Programs



DoD Mentor Protégé Program

The Department's Mentor-Protégé Pilot Program was established November 5, 1990 (Public Law 101-510) in an effort to respond to concerns raised by DoD prime contractors that many SDBs did not possess the technical capabilities to perform DoD subcontract requirements, making it difficult for these prime contractors to achieve their SDB subcontracting goals.

MPP Program Updates:

- Reauthorized via National Defense Authorization Act (NDAA) 2020 through September 30, 2024
- Direct reimbursement of costs and credit towards subcontracting goals maybe incurred through **September 30, 2026**
- Accepting FY 2021 NEW MPP agreements
- Agreement length changed from three to two years
- Modification on Disadvantaged Small Business Concern size standard (less than half the size of primary NAICS to no more than size of standard corresponding to primary NAICS)

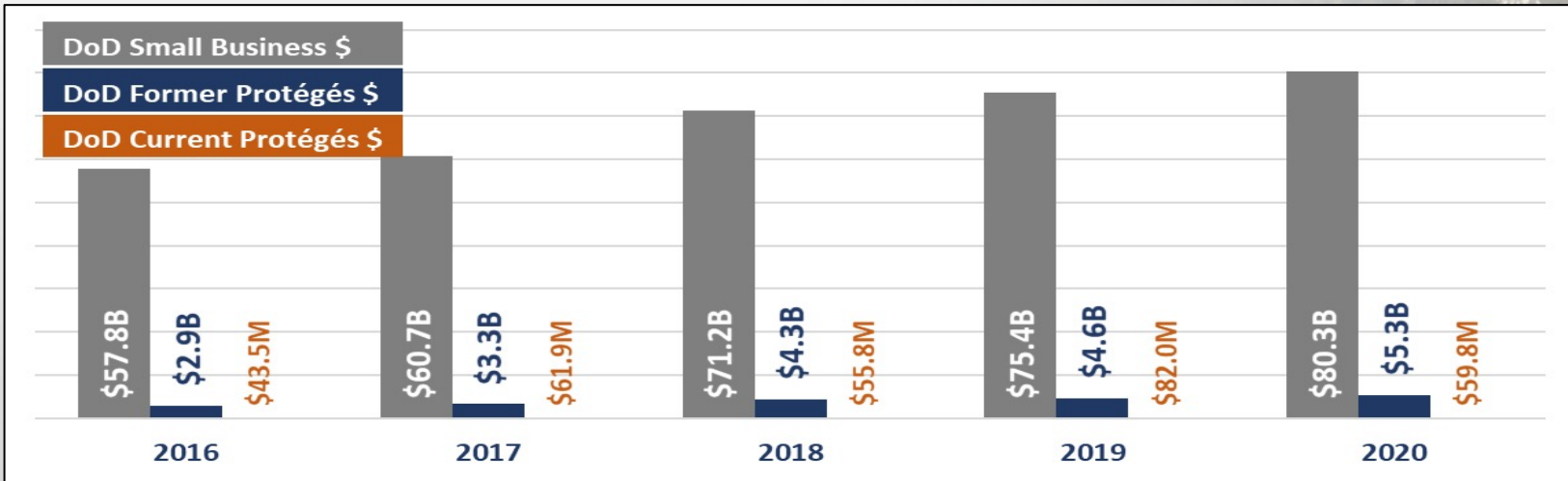


DoD Mentor Protégé Program

Mentor Protégé Budget:

APPN	FY18	FY19	FY20	FY21	FY22	FY23	FY24
Procurement	33,547	34,486	32,889	33,547	33,558	34,787	35,205

MPP Contribution to DOD:



	2016	2017	2018	2019	2020
Total DoD \$	\$252.0B	\$264.1B	\$298.4B	\$312.2B	\$328.0B
DoD Small Business \$	\$57.8B	\$60.7B	\$71.2B	\$75.4B	\$80.3B
Former DoD Protégés \$	\$2.9B	\$3.3B	\$4.3B	\$4.6B	\$5.3B
Current DoD Protégés \$	\$43.5M	\$61.9M	\$55.8M	\$82.0M	\$59.8M

* Data Source: 2016 – 2019 FPDS official reports, 2020 – beta.sam, includes approx. \$3.7 billion in double credit for awards in Disaster Areas and Local Area Set-Asides 3



DoD MPP Benefits

Industry

- Capabilities can be enhanced resulting in higher quality products and services for their customers.
- Furnishes technical and business assistance to Small Disadvantaged Businesses (SDBs), firms that employ the severely disabled, Women-Owned Small Businesses (WOSB), Service-Disabled Veteran-Owned and Controlled Businesses (SDVOSB) and Qualified HUBZone Small Businesses
- Reduces barriers for entry into the DoD industrial base

Agency/Service Components

- Brings innovative tech into established Defense Acquisition Programs
- Develops a more capable small business industrial base and robust supply chain
- Ensures capacity & capability to support prime and subcontracting requirements
- Fosters the establishment of long-term business relationships which benefit DoD and the Defense Industrial Base (DIB)



MPP Protégé Impact on Major Defense Programs



Zumwalt Class Destroyer



F-35 Aircraft



KC-130J Aircraft



AN/APY- 10 Maritime/Overland Radar



AN/FPS-132 Upgraded Early Warning Radar



P-8A-Poseidon



MPP Protégé Impact on Major Defense Programs

- AN/APY-10
- AN/TPY-2
- P-8A Poseidon
- AN/ALR-67
- ASARS
- AN/TPN-31
- CEC
- E2D
- F15
- F16
- F18
- F22
- F35
- M1A1
- CAC2S
- KC-130J
- AN/FPS-132
- Jaguar
- MMTS
- NGJ
- Maverick
- G/ATOR
- AGM-114/L
- THAAD
- MIM-104
- MACHALT
- V-22 Osprey
- Zumwalt



Impact for Small Businesses

“DoD's Mentor-Protégé program has been a game-changing catalyst for us.”
Mobius CEO Melaine Privitera

“We’ve had exponential growth since we’ve been in the program.”
Fifth Gait Technologies CEO Kathryn Doughty

“This is a relationship that will thrive and grow long after we’ve left the program.”
Mills Marine & Ship Repair President Donald Mills



MPP: Who Can Be A Mentor?

The Mentor



- Has DoD contracts totaling at least \$100M in previous fiscal year.
- Is other than small entity (can be waived)
- Prime contractor with an active subcontracting plan or is an 8(a) graduate with documentation of its ability to serve as a Mentor.

Eligibility



- Be eligible for award of a Federal contract
- Must Demonstrate:
 - Qualified to provide assistance;
 - In good financial health and character; and,
 - Is not on debarred/suspended

Mentor Benefits



- Develop long-term business relationships with Small Disadvantaged Business (SDB) concerns.
- Develop SDB subcontracting base; and,
- Develop opportunities with the Protégé to win new contracts and/or subcontracts.

[Mentor Application](#)



MPP: Who Can Be A Protégé?

The Protégé



- Small Business Concern
- Eligible for award of Federal contracts
- Not owned by individual/entity with stock options/securities in Mentor
- Satisfy **at least one** of the eligibility criteria.
- No more than size of standard corresponding to primary North American Industry Classification System (NAICS) code.

Eligibility



- Small Disadvantaged Business (SDB)
- Women-Owned Small Business (WOSB)
- HUBZone Small Business (HUBZone)
- Service-Disabled Veteran-Owned Small Business (SDVOSB)
- A business employing the severely disabled;
- A business owned and controlled by a Native American tribe
- A business owned and controlled by a Native Hawaiian Organization
- An entity providing goods/services in private sector critical to enhancing DoD supplier base.

Protégé Benefits



- Relevant technical assistance;
- Teaming opportunities with Mentor to win new contracts and/or subcontracts; and,
- DoD long-term Industrial Base partnership



Criteria for MPP Agreements

- Must show value to DoD and enhance Defense Industrial Base
- May not exceed 2 years
- Must have milestones
- Must have metrics
- Must provide estimated dollar amount of subcontracts
- Must provide detailed cost breakdown
 - **The total amount reimbursed to a DoD Mentor for costs of assistance furnished to a DoD Protégé in a fiscal year may not exceed \$1M**
 - **The average cost of a 3-year direct reimbursed agreement is \$500,000 — \$750,000 (for all three years) 2-year agreement average cost TBD**



Types of MPP Agreements

- Three Types of DoD Mentor-Protégé Agreements (MPAs)
 - Direct Reimbursement MPAs
 - Credit MPAs
 - Hybrid MPAs (Credit MPA + Reimbursement MPA)



Directly Reimbursed MP Agreements

Direct Reimbursement of cost of developmental assistance:

- Identify specific Service/Agency endorsement
- Highly encouraged to use HBCU/MI/SBDC/PTAC
- Direct cost reimbursement of allowable costs outlined in Appendix I, including:
 - Direct labor costs (for assistance by Mentor firm employees)
 - Assistance provided by HBCU/MI/SBDC/PTAC
 - Other costs
 - ✓ Detailed Cost Breakdown
- Service Components/Other Defense Agencies (ODAs) may have additional mission priorities and requirements
- Requires Service Component/ODA Approval



Credit MP Agreements

Provides credit toward DoD subcontracting goals:

- Requires Defense Contract Management Agency (DCMA) approval
- More focused on business infrastructure
- Costs incurred under Credit Agreement may be applied towards SDB subcontracting goals under any Federal Agency Subcontracting plan: (FAR 19.703) in the following multiples:
 - 4x for assistance provided by HBCU/MI/SBDC/PTAC, i.e. **\$400,000** SubK credit given if **\$100,000** in SDB assistance is provided by a DoD Mentor via an HBCU/MI, SBDC, or PTAC
 - 3x for labor assistance by Mentor firm employees
 - 2x other costs (example: travel or training)



Hybrid MP Agreements

Utilizes some credit and some reimbursement instead of exclusively one or the other

- Hybrid Agreements start out as a Credit Agreement for the first year and then can be modified to include Reimbursable Agreement provisions for remainder of the agreement

Process

- Development procedures similar to a reimbursement proposal
- Agreement transformed to a formal contract document signed by both parties
- Proposals can be submitted to DCMA MP Program Manager (PM) and servicing DoD Component PM for consideration
- The base year (credit) amount must be proportionate with the reimbursable amount for Option Year 1



DoD MPP Current Metrics

- An increase in the dollar value of contract and subcontract awards, and revenue to protégé firms (under DoD contracts, contracts awarded by other Federal/Non-Federal agencies and commercial contracts) from the date of DOD Mentor-Protégé Agreement (MPA) execution until 2-years *after* conclusion of the MPA
- An increase in the number and dollar value of sub-contracts awarded to Protégé firms (and former Protégé firms) by the Mentor firm
- An increase in the employment levels of Protégé firms from the date of MPA execution until 2-years after MPA completion



DoD MPP New Metrics

- Increase participation of protégé firms in DoD science and technology programs (e.g., AFWerx, Sofwerx, NavalX, SBIR, RIF, ManTech, NSIN (formerly MD5), etc.).
- Improve cyber hygiene and readiness of the Defense industrial base by providing resources, information, training, and risk assessments.
- The number of potential innovative technologies transitioned into DoD Programs of Record and fielded systems (emerging technologies)
- Increase the numbers of Small Businesses that are prepared to compete in the Category Management (Best-In-Class) contracts
- Job creation of Protégé firms by sector from the date of MPA execution until 5-years after MPA completion



MPP FY 21 - 22 Goals

- Complete the development of the Mentor Protégé Program Database/Portal
- Expand the Mentor Protégé Program to other DoD Agencies (currently six participating DoD components)
- Continue efforts to make the MP Program permanent within the Department
- Implement New performance goals and metrics requirements
- Continue to work with the Defense Business Board on shaping & improving the MP Program for the future. (Independent Report on Program Effectiveness)
- Increase collaboration between MPP and other programs such as SBIR, RIF, ManTech, NSIN (formerly MD5) and others
- Continue addressing the Cyber Security Challenges of Small Businesses (NDAA 2019 Section 1644)



DoD Mentor-Protégé Program

Things to Remember

- Strive to make MPP as accessible and inclusive as possible
 - Reduce Barriers for Small Businesses
 - Look to generate more MPP opportunities
 - Focus on ease of access
 - Standardization
 - MPP Portal
- Increase outreach efforts
 - Roadshows and other Connections with Industry Partners
- Recognize the effort and importance in the development of a relationship between the Mentor and the Protégé
- Continue to identify and recognize exceptional MPP participants via the Nunn-Perry Awards publicly as an incentive and as a best practices roadmap
- Promote in-reach to contracting officers and program managers across the DoD to inform about the benefits of the program and encourage support



Questions



CONNECT



business.defense.gov



osd.business.defense@mail.mil
osd.ousdmpp@mail.mil



facebook.com/businessdefense



[@businessdefense](https://twitter.com/businessdefense)



“ A patriotic passion to serve small businesses that protect the warfighter. ”