

Effective Contracting Strategies For Success



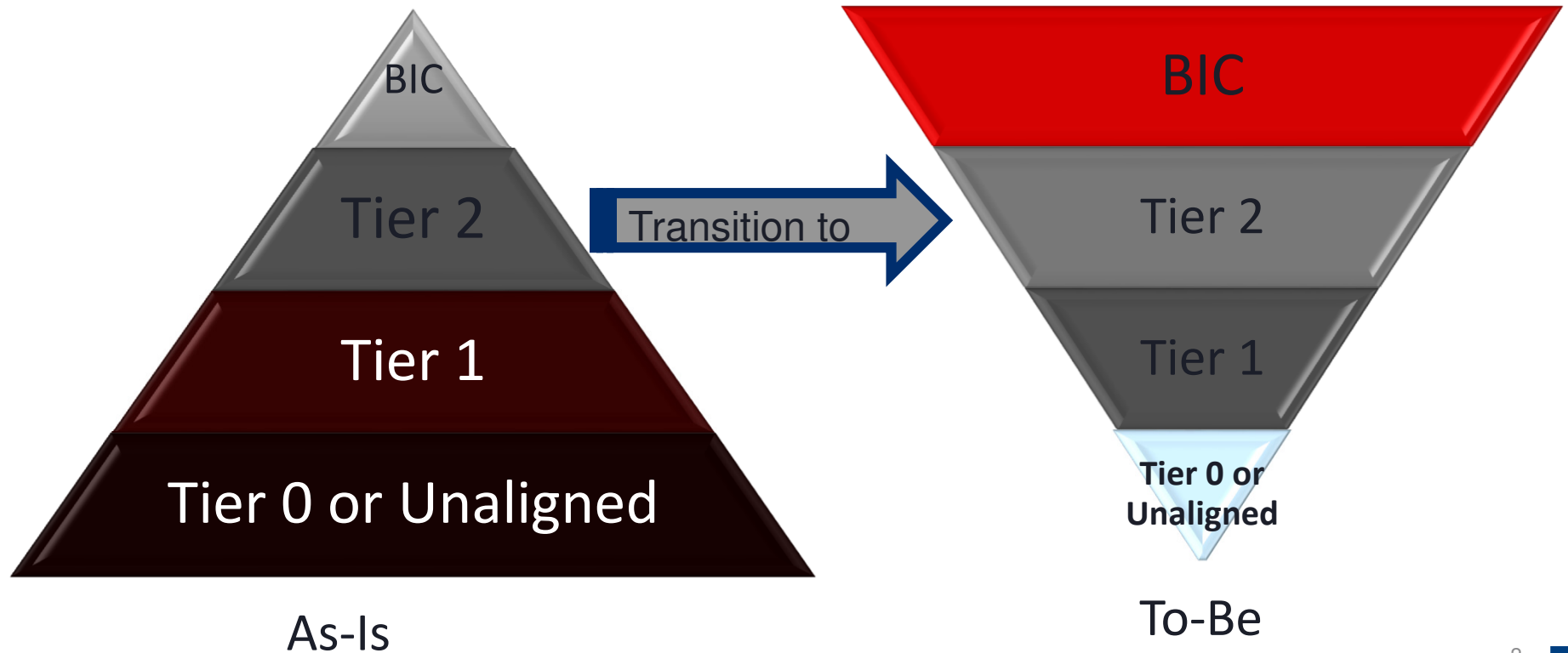
U.S. Small Business
Administration

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CATEGORY MANAGEMENT VISION

OMB established government-wide targets for FY18

1. Increase BIC to 35% of available spend
2. Decrease unmanaged spend by 20%



ASSESSMENT OF ACQUISITION TODAY

- Agency Acquisition Strategies Driven to Fewer Contract Holders
- Renewed Emphasis on Meeting All Small Business Goals
- Regulatory Change to Strengthen & Encourage SB
- Increased Emphasis on Subcontracting Compliance
- Expanded Mentor Protégé Programs for Development and Access

MENTOR PROTÉGÉ PROGRAMS

- SBA has two Mentor Protégé Programs
 - 8(a) Business Development Program
 - All Small Mentor Protégé Program (ASMPP)
 - ASMPP launched October 1, 2016
 - Online Application through [Certify.SBA.gov](https://certify.sba.gov)
 - 8-10 day average turnaround time
 - Almost 600 MPP agreements in place
 - Are they in your Outreach and Market Research?
- Both SBA Mentor Protégé Programs permit Joint Ventures
 - Unique - Provides an exclusion from affiliation
 - JV takes on entity status of Protégé for award (e.g., HUBZone, WOSB, SDVOSB, SDB, SB)

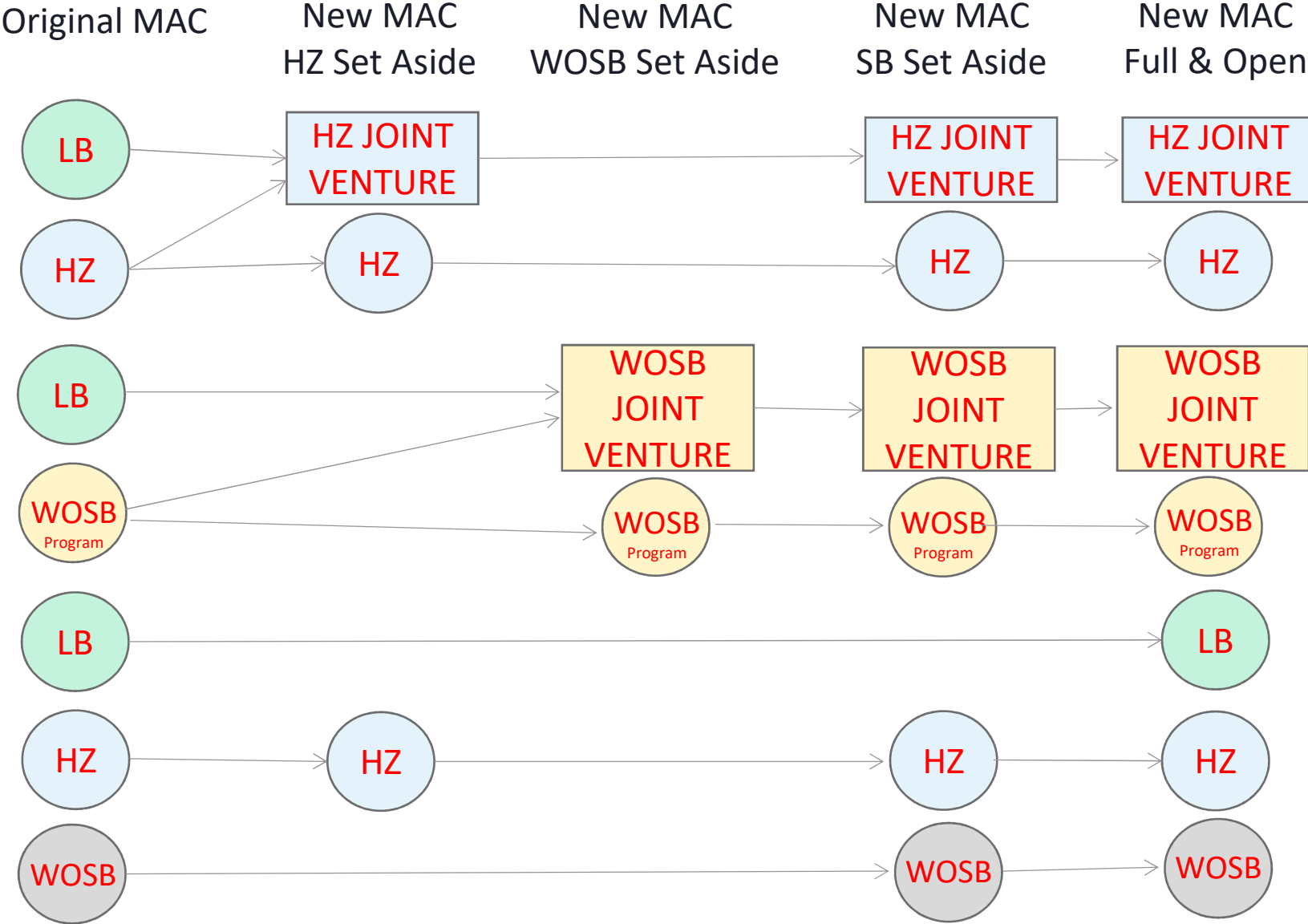
MENTOR PROTÉGÉ PROGRAMS

- Retains existing small business and “other than small” business concerns that operate in the Category Management sphere
 - Strengthens industrial base
 - Increases transition efficiencies (e.g., clearances, experience)
 - Contributes to statutory goals for small business
 - Provides needed capacity to Best in Class contracts
- Leverage increasingly favorable SB regulatory environment

MENTOR PROTÉGÉ PROGRAMS

- Helps Contracting Officers meet statutory small business and small business socio-economic goals
 - Strengthens acquisition strategy
 - Small Business teaming maximizes small business participation as contractors
 - Acknowledges Past Performance of all JV partners
- Helps Agency Heads mitigate effects of consolidation
 - Facilitates competition by and among small business concerns
 - Avoids unnecessary and unjustified consolidation or bundling
- Provides Small Business Protégés with competitive advantage
- Provides Mentors with access to set-asides
- Creates jobs and builds wealth for participants
- For information on ASMPP
 - visit sba.gov/allsmallmpp
 - email AllSmallMPP.gov

MENTOR PROTÉGÉ PROGRAMS



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- Questions?