



Department of the Navy Office of Small Business Programs

Gold Coast 2018 DON OSBP Mentor Protégé Program (MPP)

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Program Manager

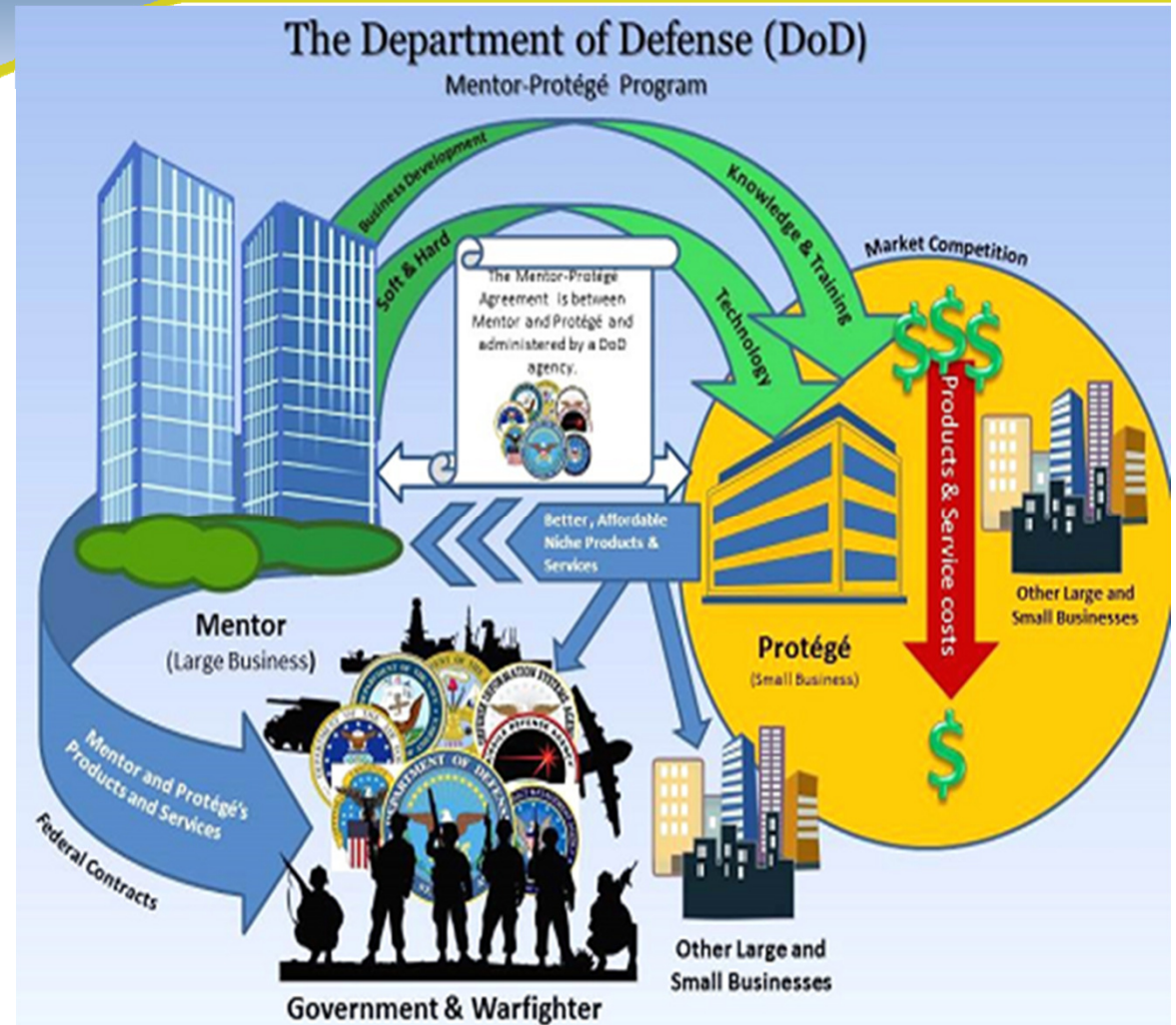
*“Small Business...
The First Option”*

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MPP At A Glance

- The Department of Defense (DoD) Pilot MPP was established under Section 831 of Public Law 101-510, the National Defense Authorization Act for Fiscal Year 1991.
- Created to provide incentives for DoD contractors to assist small businesses in enhancing their capabilities and increasing their participation in government and commercial contracts.

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MPP Regulatory Update

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- The DoD MPP has not been re-authorized. The current authorization allows for execution of new agreements through September 30, 2018.
- DoD Final Rule Amending DFARS 219.71 and Appendix I <https://www.gpo.gov/fdsys/pkg/FR-2018-03-23/pdf/2018-05937.pdf>



MPP

Why Participate?

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Benefits to DoD:

- Stimulate and transition innovative technologies into established Defense Acquisition programs;
- Resolve operational challenges and other critical national security requirements; and,
- Provides developmental and technical assistance to Protégé for potential business opportunities with DoD agencies and other federal agencies.

Mentor Benefits:

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

Protégé Benefits:

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

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Who Can Participate?

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The Mentor:

- 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 list.
- Evidence of capability to impart value to a protégé
 - Received DoD contracts totaling at least \$100M in previous fiscal year;
 - Is other than small entity (can be waived); and,
 - Prime contractor with an active subcontracting plan; or,
 - Is an 8(a) graduate with documentation of its ability to serve as a Mentor.

Must complete and submit a Mentor application at:
(<https://business.defense.gov/Programs/Mentor-Protégé-Program/MPP-Resources/>)

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MPP Who Can Participate?

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The Protégé:

- Small Business Concern;
- Eligible for award of Federal contracts;
- Less than half the Small Business Administration (SBA) size standard for primary NAICS;
- Not owned by individual/entity with stock options/securities in Mentor; and,
- Be at least one of the following:
 - 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; or,
 - An entity providing goods/services in private sector critical to enhancing DoD supplier base.

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How To Participate

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Types of Mentor-Protégé Agreements (MPA)s

1. **Reimbursable** - Provide monetary reimbursement only for the cost of developmental assistance incurred by the Mentor firm and provided to a Protégé firm in accordance with the approved agreement.
2. **Credit** - Credit agreements allow a Mentor to receive credit toward subcontracting goals for costs incurred.
3. **Hybrid** - Hybrid agreements are a combination of both the reimbursable agreement and the credit agreement. One year must be Credit and the other one - two years must be Reimbursable. The Credit/Reimbursable years can be arranged based on the recommended approach of the Mentor and Protégé. Developmental assistance costs may only be incurred after receipt of an approval letter from DCMA.



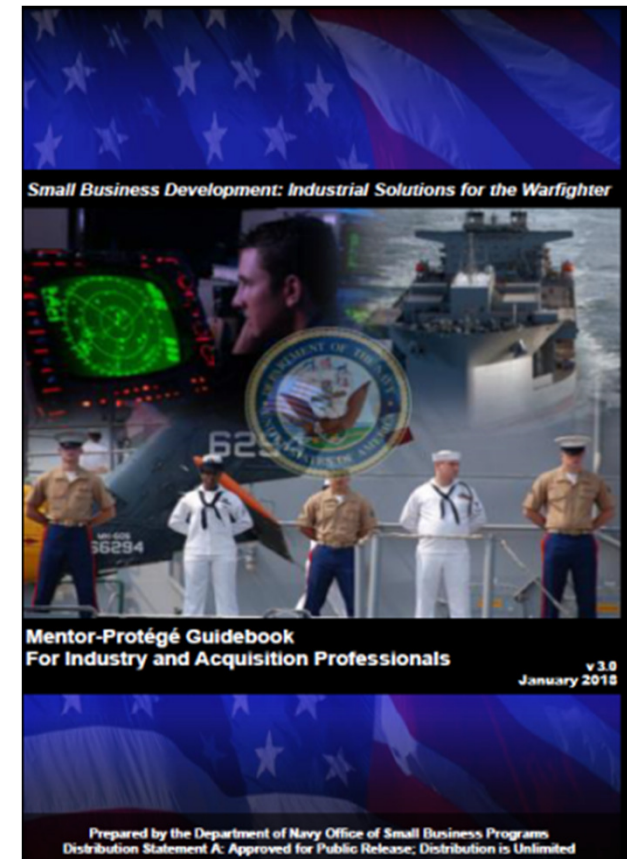
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How To Participate.

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General Procedures

1. Mentors must choose a protégé
2. Mentors must identify Major Buying Command (MBC)
3. MBC determines contracting method
 - a. Stand-alone contract
 - b. Modifying an existing contract
4. Mentor Schedules Informal Introductory Briefing
5. Mentor Submits Mentor Protégé Agreement Proposal Package



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MPP How To Participate.

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Proposal Package

1. Must specify how the developmental program will:
 - a. Increase ability to participate in DoD contracting;
 - b. Increase subcontracting opportunities; and,
 - c. Address identified needs to enhance ability to perform.

2. Must contain:
 - a. Executive Summary;
 - b. The Mentor Protégé Agreement;
 - c. Benefits Statement/Return On Investment document;
 - d. Technical Proposal; and,
 - e. Cost Proposal.



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U.S. Marine Corps Installations and Logistics
www.iandl.marines.mil
(HQMCI&L) 703-604-4219



Ground Equipment



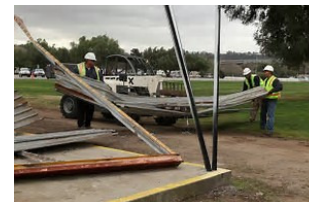
Marine Corps Systems Command
www.marcorsyscom.marines.mil
(MARCORSYSCOM) 703-432-3946



Ground Weapons and IT
systems



Naval Facilities Engineering Command
www.navfac.navy.mil
(NAVFAC) 202-685-9129



Construction and Facilities



Strategic Systems Programs (SSP)
www.ssp.navy.mil
202-433-7857



Strategic Weapons Systems
(missile Systems)



Naval Supply Systems Command
www.navsup.navy.mil
(NAVSUP) 717-605-1663



Majority of Navy Buys, Services,
material, logistics, maritime,
aviation spares, etc.

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Military Sealift Command (MSC)
www.msc.navy.mil/business
757-443-1435



Naval Air Systems Command (NAVAIR)
www.navair.navy.mil/osbp
301-757-9044



Space and Naval Warfare Systems Command (SPAWAR)
www.spawar.navy.mil
858-537-0305



Office of Naval Research(ONR)
www.onr.navy.mil
703-696-2607



Naval Sea Systems Command (NAVSEA)
www.navsea.navy.mil
202-781-2061



Ocean transportation



Aviation



Information Technology/
Communications



Research and
Development (SBIR)



Shipbuilding

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MPP How To Participate.

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Doing Business with the Navy and Marine Corps



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MPP Contact Us

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- Website:
<http://www.secnave.navy.mil/smallbusiness/Pages/mentor-protége.aspx>
- If you have questions about the DON OSBP Mentor Protégé Program, process, protocol, requirements and opportunities please email: Carlton Hagans, DON OSBP MP PM carlton.Hagans@navy.mil

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Policy, Resources, Tools, Outreach Events, etc.



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Live streaming, outreach coverage, etc.



https://www.youtube.com/channel/UCulftV56j4jspsLAvPe_XqQ

Tutorials, Interviews, Etc..



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*Live Updates of
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events*

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DON Year in Review
DON OSBP Year in Review

Department of the Navy
Office of Small Business Programs

- Navy 2017 Year in Review in Photos

https://youtu.be/4y_cG37iZOg

- DON OSBP Fiscal Year 17 Review in Photos

<https://youtu.be/axN1c9gkMg0>

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Questions?

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