"The Army's Mentor-Protégé Program is specifically designed to engage industries to shape and expand the industrial base to support the war fighter. To that end, Mentor-Protégé agreements should contain a strong technical component, or focus on innovative transfer of state-of-the-art technology."

-- Pamela Monroe
Army Mentor-Protégé Program Manager

Types of mentoring assistance provided under Army agreements:

Technology Transfer

- Environmental Remediation
- Energy Recycling Process
- Small Caliber Ammunition
- Modeling & Simulation
- Homeland Security
- Helicopter Jettison Doors
- Audio/Visual Training Modules
- Hazardous Waste Removal
- Military Wargaming
- Emergency Management & Response Training
- Improved IED Detection Services
- Damage Control Resuscitation
- Manufacturing
- Engineering
- Air Monitoring
- Waste Minimization
- Chemical Demilitarization
- Wireless Communication
- Force Protection
- System Integration
- Voice Translator
- Chemical & Biological Defense
- Target Location Designation System
- Advanced Lasers

Business Development

- Proposal Writing
- Deltek Cost Point Accounting Systems
- Human Resources Development
- Marketing Analysis
- Contract Management

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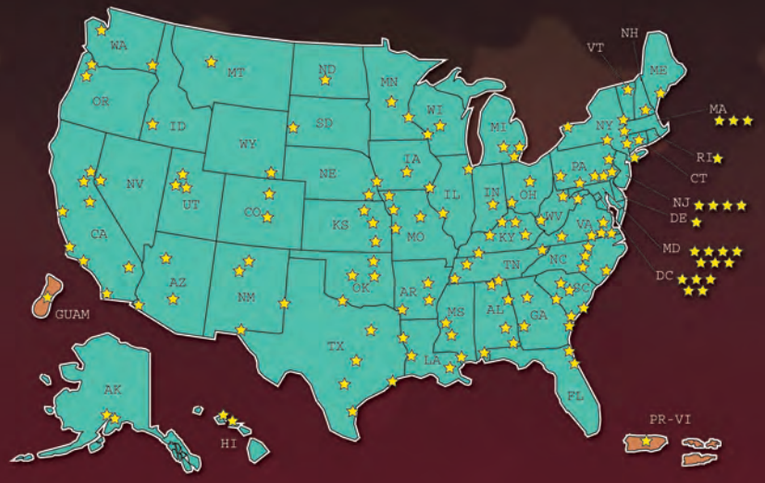

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United States Army

Department of the Army
Mentor-Protégé Program

Mentor-Protégé Program

Building the Future of the Army
Through Small Business Utilization

Photos Courtesy of U.S. Army

Ms. Pamela Monroe
Program Manager

Mission Statement

Serve as advisor to the Secretary of the Army on Mentor-Protégé (MP) Program related matters in support of the U.S. Army's mission. Encourage Army prime contractors to mentor, team, and subcontract with eligible Protégés to develop and enhance their technical and business capabilities to support the war fighter and help build a stronger economic base in America.

History and Facts: The Mentor-Protégé Program

- Established by Public Law 101-510, via Fiscal Year 1991 Department of Defense (DoD) Authorization Act.
- Enjoys strong bipartisan support.
- Authorizes DoD to approve MP Agreements - DoD delegated this authority to the Services beginning in Fiscal Year 2004.
- Extended by the Fiscal Year 2005 National Defense Authorization Act to 30 September 2010 for approval of new agreements and 30 September 2013 for incurred costs.

Legislation

The National Defense Authorization Act for Fiscal Year 2005 added qualified HUBZone and Service-Disabled Veteran-Owned Small Businesses to the list of businesses eligible to participate as protégés in the MP program.

Mentor Qualifications

- Currently performing under an approved, active subcontracting plan with DoD or another Federal agency pursuant to FAR 19.702
- Currently eligible for award of Federal contracts
- Committed to a long-term relationship with your protégé
- A company with a corporate policy that promotes, develops, and implements subcontracting opportunities with all small businesses and Historically Black Colleges & Universities and Minority Institutions (HBCUs and MIs)

Protégé Qualifications

- A Small Disadvantaged Business
- An entity that employs the severely disabled
- A Woman-Owned Small Business
- A SBA 8(a) Certified Small Business
- An Indian-Owned Small Business
- A Native Hawaiian Organization-Owned Small Business
- A HUBZone Small Business
- A Service-Disabled Veteran-Owned Small Business
- Currently eligible for award of Federal contracts

Two proposal cycles each fiscal year with due dates

- Feb 15
- June 15

Proposal Evaluation Criteria

- Quantified protégé subcontracting and prime contract opportunities within existing and future mentor contracts
- Merit of technical approach in terms of meeting the developmental needs of the protégé and identification of technology transfer
- Role of HBCUs and MIs as subcontractors in providing proposed assistance to protégés
- Relevance to Army/DoD programs
- Mentor's corporate commitment to provide assistance to the protégé measured by usage of corporate resources, staff, and policies
- Management Plan identifying the team, organization, methods to resolve issues, metrics to measure success, and expected program outcomes, including protégé end state
- Mentor's past and present performance on similar training initiatives.

Three types of Mentor-Protégé Agreements

1. CREDIT - Allows mentor to receive credit against their subcontracting goals for costs incurred due to development assistance provided to the protégé.
2. DIRECT REIMBURSEMENT - Allows mentor to receive monetary reimbursement of costs incurred due to development assistance provided to the protégé.
3. HYBRID - Allows mentor to receive monetary reimbursement for one or two one-year options, while self-funding base year activities.

For information on how to apply:

- List of Active Members
- Regulatory Requirements
- Army Requirements
- Proposal Requirements
- Approval Process

Visit our Legislative and Policy section at
www.sellingtoarmy.com