Society of American Military Engineers  
Small Business Conference  
December 9-11, 2014  

Ms. Pamela Monroe  
Assistant to the Director  
Mentor-Protégé and Subcontracting Program Manager
OSBP Items of Interest

- Negotiated and released FY15 SB Goals to Buying Commands.

- Exceeded all FY14 SB goals & set a new record for SDVOSB.

- Defense Acquisition Workforce Development Funds (DAWDF).

- Hosted the Army SB Seminar at AUSA (350 firms attended).

- Developing a new Army Small Business Workforce Training Guide.

- Starting monthly classroom style training for industry at the Taylor Building (2nd quarter).

- Participating in National Veterans SB Conference (9 Dec 2014).
# Army Small Business (SB) Performance & Goals

<table>
<thead>
<tr>
<th>Buying Commands</th>
<th>FY14 SB Spend</th>
<th>FY14 SB Achievement</th>
<th>FY14 SB Goal</th>
<th>FY15 SB Goal</th>
</tr>
</thead>
<tbody>
<tr>
<td>AMC</td>
<td>$9.11B</td>
<td>23.81%</td>
<td>19.25%</td>
<td>20.25%</td>
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<tr>
<td>USACE</td>
<td>$7.04B</td>
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<td>NGB</td>
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<td>USAMRAA</td>
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<td>PEO STRI</td>
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<td>INSCOM</td>
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<tr>
<td><strong>Total Army</strong></td>
<td><strong>$19.17B</strong></td>
<td><strong>31.72%</strong></td>
<td><strong>26.50%</strong></td>
<td><strong>26.50%</strong></td>
</tr>
</tbody>
</table>

Data Source: FPDS-NG Small Business Achievements by Awarding Organization Report, 2014NOV0

FY14 Army Total Spend
(total dollars obligated within the United States to both large and small businesses)

$60.43B
# Army Small Business (SB) Performance FY13 - FY14

## Army Socioeconomic Small Business Performance FY13 - FY14

**Source:** FPDS-NG, Ad Hoc Small Business Achievements by Awarding Organization Report, 11/03/2014

<table>
<thead>
<tr>
<th>Program</th>
<th>FY13 Achievement</th>
<th>FY13 Goal</th>
<th>% of Goal Achieved</th>
<th>FY14 Achievement</th>
<th>FY14 Goal</th>
<th>% of Goal Achieved</th>
<th>FY15 Goal</th>
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<tr>
<td>Total SB Eligible Dollars</td>
<td>$63.63B</td>
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<td></td>
<td>$60.43B</td>
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<tr>
<td>Small Business</td>
<td>$17.53B</td>
<td>26.50%</td>
<td>103.97%</td>
<td>$19.17B</td>
<td>26.50%</td>
<td>119.69%</td>
<td>26.50%</td>
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<tr>
<td>Small Disadvantaged Business</td>
<td>$8.03B</td>
<td>9.00%</td>
<td>140.30%</td>
<td>$9.24B</td>
<td>11.00%</td>
<td>139.05%</td>
<td>11.00%</td>
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<tr>
<td>Women Owned Small Business</td>
<td>$3.26B</td>
<td>4.25%</td>
<td>120.68%</td>
<td>$3.42B</td>
<td>4.80%</td>
<td>117.79%</td>
<td>4.80%</td>
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<tr>
<td>Certified HUBZone Small Business</td>
<td>$2.02B</td>
<td>4.50%</td>
<td>70.42%</td>
<td>$2.09B</td>
<td>3.00%</td>
<td>115.31%</td>
<td>3.00%</td>
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<td>Service-Disabled Veteran-Owned Small Business</td>
<td>$2.5B</td>
<td>3.00%</td>
<td>130.78%</td>
<td>$2.49B</td>
<td>3.50%</td>
<td>117.64%</td>
<td>3.50%</td>
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## Army Strategic Service Portfolio SB Performance FY13 - FY14

**Source:** FPDS-NG, Ad Hoc Small Business Achievements by Awarding Organization Report, 11/03/2014

<table>
<thead>
<tr>
<th>Program</th>
<th>FY13 Total Spend</th>
<th>FY13 SB Spend</th>
<th>SB %</th>
<th>FY13 SB Goal</th>
<th>% of Goal Achieved</th>
<th>FY14 Total Spend</th>
<th>FY14 SB Spend</th>
<th>SB %</th>
<th>FY14 SB Goal</th>
<th>% of Goal Achieved</th>
<th>FY15 Goal</th>
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<tr>
<td>KBS</td>
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<td>72.72%</td>
<td>$9.85B</td>
<td>$4.82B</td>
<td>48.94%</td>
<td>45.77%</td>
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<td>ECS</td>
<td>$3.26B</td>
<td>$0.90B</td>
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<td>38.07%</td>
<td>72.31%</td>
<td>$3.41B</td>
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<td>34.23%</td>
<td>27.99%</td>
<td>122.28%</td>
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<tr>
<td>Total</td>
<td>$24.86B</td>
<td>$8.26B</td>
<td>33.23%</td>
<td>43.52%</td>
<td>76.35%</td>
<td>$23.94B</td>
<td>$9.37B</td>
<td>39.15%</td>
<td>32.00%</td>
<td>122.34%</td>
<td>34.00%</td>
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</tbody>
</table>

## Army Simplified Acquisition Threshold Small Business Performance FY13 - FY14

**Source:** FPDS-NG, SAT Ad Hoc Report, 11/03/2014

<table>
<thead>
<tr>
<th>FY13 Spend</th>
<th>FY13 SB Spend</th>
<th>FY13 SB Performance</th>
<th>FY13 Goal</th>
<th>% of Goal Achieved</th>
<th>FY14 Spend</th>
<th>FY14 SB Spend</th>
<th>FY14 SB Performance</th>
<th>FY14 Goal</th>
<th>% of Goal Achieved</th>
<th>FY15 Goal</th>
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</thead>
<tbody>
<tr>
<td>$2.09B</td>
<td>$1.32B</td>
<td>72.95%</td>
<td>81.86%</td>
<td>89.12%</td>
<td>$2.1B</td>
<td>$1.36B</td>
<td>72.87%</td>
<td>70.00%</td>
<td>104.09%</td>
<td>70.00%</td>
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Data Source: FPDS-NG, 2014NOV03
Mentor Protégé Program Agenda

- Background
- Program Intent
- Regulations & Instructions
- Program Eligibility
- Program Benefits
- Types of Agreements
- Corporate Infrastructure Activities
- Technology Transfer Activities
Mentor Protégé Program Agenda

- Army Requirements
- Evaluation Criteria
- Costs
- How to Apply
- Program Status
- Current Focus Areas
- Lessons Learned
- Conclusion
Mentor Protégé Program
Background

- Established in 1991 - P.L. 101-510 to provide incentives to prime contractors to develop the technical and business capabilities of eligible protégés to increase their participation in both prime contracts and subcontracts

- New Mentor-Protégé agreements accepted through 30 September 2015 IAW Public Law 112-81, Section 867
Mentor Protégé Program
Program Intent

- Furnish technical and business assistance to eligible protégé firms
- Enhance their capabilities to satisfy DoD and other contract and subcontract requirements
- Increase the overall participation of protégé firms to perform as prime contractors, subcontractors and suppliers under DoD, other Federal agency, and commercial contracts
- Foster the establishment of long-term business relationships
- Demonstrating benefits to the Warfighter through technology transfer
DFARS Appendix I: Regulations governing DoD Mentor-Protégé Program

DFARS Subpart 219.71 - Pilot Mentor-Protégé Program

Army Mentor-Protégé Program Policy and Guidelines

Army Mentor-Protégé Proposal Instructions FY2015
Mentors may have multiple protégé’s while participating in the DoD MPP

Protégé’s may only have one (1) active DoD MP agreement at a time

Protégé’s may participate in other Federal agency MP Programs, while a DoD protégé, but may not duplicate assistance
Mentor-Protégé Program
Mentor Eligibility

- **Large Business**
  Must have approved subcontracting plan with DoD or other Federal Agency

- **Small Business**

- **Graduated 8(a)**
  Must have prime contract with DoD or other Federal Agency and exhibit subcontracting history

*Must obtain waiver from DoD Small Business Office*
Mentor-Protégé Program
Protégé Eligibility

- Certified and Self Certified Small Disadvantaged Business
- Qualified organizations employing the severely disabled
- Women-Owned Small Business
- Indian-Owned Small Business
- Native Hawaiian Organization-Owned Small Business
- Qualified HUBzone Small Business
- Service-Disabled Veteran-Owned Small Business
 Be eligible for award of Federal contracts

 A small business according to the Small Business Administration (SBA) size standard for the North American Industry Classification System (NAICS) code that represents the contemplated supplies of services to be provided by the protégé firm
Mentor-Protégé Program
Mentor Benefits

- Long-term relationship with business partner
- Qualified source at competitive prices
- Ability to award subcontracts directly
- Help achieve subcontracting goals
- Subcontracting opportunities
Mentor-Protégé Program
Protégé Benefits

- Technology Transfer
- Technical Management Skills
- Long-term Relationship
- Enhanced Competitiveness
- Subcontracting Opportunities
- Prime Contracting Opportunities
Mentor-Protégé Program
Benefits to DoD

- Transition innovative technologies into established Defense Acquisition programs

- Resolve operational challenges and other critical national security requirements and with DoD agencies

- Train and develop capabilities of protégé

- Provide developmental infrastructure enhancements
Credit Agreements (CAs)- Allows mentor to receive credit against their small business subcontracting goals, under eligible categories, for costs incurred in providing development assistance to a protégé. CAs are approved and managed by Defense Contract Management Agency (DCMA) and generally consist of corporate infrastructure enhancements/training.

Multiplier used for unreimbursed incurred costs in the following manner:

- 4x the costs incurred for Historically Black Colleges & University/Minority Institution (HBCU/MI) or PTAC/SBDC
- 3x the costs incurred for labor activity
- 2x the costs incurred for incidental items

(i.e., if protégé is WOSB and mentor incurs $50,000 in labor costs, mentor may take $150,000 credit against WOSB subcontracting goal)
Direct Reimbursement (DR) - Allows mentor to receive monetary reimbursement of costs incurred due to development assistance provided to the protégé. Mentoring activities contain strong technical focus, with light infrastructure training.

Invoices submitted monthly against contract line item via Wide Area Work Flow (WAWF). DR agreements are approved and managed by the component agency.

Hybrid Agreement - Allows mentor to receive part credit for one (1) year, with reimbursement in option year(s). Approved and co-managed by component agency and DCMA.
Mentor-Protégé Program
Corporate Infrastructure Activities

- DCAA Compliance
- Proposal Writing
- Contract Pricing
- GSA Schedules
- Contracts Management
- Cost Reimbursable, FFP, Time & Material
- Human Resources Hiring Practices and Retention Policies
- Strategic Planning
- Marketing/ Business Plans
Technical Certifications (i.e., ISO, CMMI, AS9100, etc.)
Professional Management Institution Certification
Manufacturing Processes
Product Development
Software Development
Construction
Environmental Remediation/UED
Hazardous Waste Removal
Innovative Communication Enhancement
Anti-Terrorism & Threat Products/Services
Application Process using specific evaluation criteria

Stand alone contracts issued by Army Contracting Center-Redstone Arsenal, AL

Non-Manufacturing Agreements <$750,000 over the life of the agreement

Manufacturing may be higher but cannot exceed $1M per year, not to exceed $3M over the life of the agreement

Proposal Due Date for FY 2015 - 15 Feb & 15 Jun
<table>
<thead>
<tr>
<th>Evaluation Criteria</th>
<th>Desired Outcome</th>
</tr>
</thead>
<tbody>
<tr>
<td>Subcontracting Opportunities</td>
<td>Increase Growth (Revenue, Employees, contract backlog)</td>
</tr>
<tr>
<td>Technical Approach</td>
<td>Enhance Protégé Capabilities, Method of Technology Transfer</td>
</tr>
<tr>
<td>HBCU/MI Involvement</td>
<td>Involve Schools, Faculty, Students, Innovative Curriculum</td>
</tr>
<tr>
<td>Relevance to Army and DOD Programs</td>
<td>Shape and Expand Industrial Base to Support Army/DOD Mission</td>
</tr>
<tr>
<td>Corporate Commitment</td>
<td>Facilitation of Long-term Alliances, Available Resources</td>
</tr>
<tr>
<td>Management Plan</td>
<td>Mitigating Risk, Metrics, Methodologies to Ensure Success</td>
</tr>
<tr>
<td>Past and Present Performance</td>
<td>Proven training methodologies, performance in prior participation</td>
</tr>
</tbody>
</table>
Mentor-Protégé Program
Reimbursable Costs

- Labor costs from mentor personnel providing assistance under an active MP agreement/contract

- Subcontracts with HBCU/MI and/or Procurement Technical Assistant Centers (PTAC)/Small Business Development Centers (SBDC)

- Mentor travel as it pertains to protégé activity (i.e., training, approved conferences)

- Incidental items such as printing, postage, specialized certifications (other costs as approved by agency PM), protégé travel in relation to training activities
Mentor-Protégé Program
Unallowable Costs

- Software

- Equipment

- Leases (rental facilities, equipment, furniture, etc.)

- Loans

- Training activities provided by entities other than mentor, HBCU/MI, PTACs, SBDCs unless approved by the component PM
Visit our website www.sellingtoarmy.info

Click the “For Small Businesses” link and follow the “Program” link to the “Mentor-Protégé Program” to view Army Mentor-Protégé Program Policies & Procedures Guidelines and Army FY15 Proposal Instructions

Click the “Business Development Center” box to retrieve required templates for proposal submission

Upload your proposal to the Army MP Portal
Number of Mentor-Protégé Agreements

- 16 Active Agreements
- 11 Mentors (7 Large, 3 Grad 8a, 1 Small Business); 18 Protégé’s
- Two (2) new contracts pending award at ACC-Redstone Arsenal contracting office

Protégé Statistics*

- 14- Small Disadvantaged Businesses/8(a)
- 7- Woman-Owned Small Businesses
- 6- Service Disabled Veteran-Owned Small Business
- 3- HUB Zone Small Businesses

FY 2015 Proposal Due Dates

- Reimbursable Proposals due - 15 Feb & 15 Jun
- Hybrid Proposals - year-round open window
- Proposal evaluation/award time frame is approximately 5 months from submittal

*Various protégés qualify under more than one category
## Army Mentor Protégé Agreements Endorsed by Corps of Engineers as of 30 Sep 2014

<table>
<thead>
<tr>
<th>Mentor</th>
<th>Protégé</th>
<th>Endorsing Agency</th>
<th>Cost of Agreement (over 3 years)</th>
<th>Total Prime (Federal)</th>
<th>Total Subk (Federal)</th>
<th>Total Prime (Other than Federal)</th>
<th>Total Subk (Other than Federal)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jacobs Engineering</td>
<td>Northwind Engineering</td>
<td>COE - New England District</td>
<td>$499,102.00</td>
<td>$18,092,491.00</td>
<td>$42,716.00</td>
<td>$9,197,996.00</td>
<td>$3,505,980.00</td>
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<td>The Maasai Group</td>
<td>COE - Headquarters</td>
<td>$254,983.00</td>
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<tr>
<td>Leidos (formerly SAIC)</td>
<td>One Stop Environmental, LLC (OSE)</td>
<td>COE - St. Louis District</td>
<td>$749,652.00</td>
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<td>SpecPro, Inc.</td>
<td>Environmental Decisions, Inc. (EnDec)</td>
<td>COE - Ft. Worth District</td>
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<td>$42,560.00</td>
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</table>

### Additional Information:
- Jacobs/Northwind - Agreement end date was 30 Sep 14; no-cost extension approved through 31 Mar 15 to complete new training activity in Blast Protection services.
- FutureNet/Maasai - Agreement awarded 27 Sep 14, but currently being dissolved at the request of both parties. Cost for base year services will be returned to Army; no actual, cost to be incurred for this agreement. FutureNet will submit a new MP Proposal with a different mentor.
- Leidos/OSE - Agreement awarded 17 Mar 14; first report period at 30 Sep; agreement expires 16 Mar 17.
- SpecPro/EnDec - Agreement end date was 30 Sep 14; no-cost extension approved through 31 Mar 15 to continue business development activities to continue pursuit of new opportunities for protégé.
<table>
<thead>
<tr>
<th>#</th>
<th>Mentor</th>
<th>Protégé</th>
<th>Sponsoring Activity</th>
<th>Endorsing Agency</th>
<th>Contract #</th>
<th>Start Date</th>
<th>End Date</th>
<th>Extension Date</th>
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<tbody>
<tr>
<td>1</td>
<td>ASM Research Group</td>
<td>Zolon Technology</td>
<td>ACC</td>
<td>Chief of Staff - G1</td>
<td>W9113M-14-C-0034</td>
<td>07/29/14</td>
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<td>2</td>
<td>BAE Corp.</td>
<td>Cristek Interconnects, Inc.</td>
<td>ACC</td>
<td>MDA/Ft. Belvoir</td>
<td>W9113M-12-C-0067</td>
<td>10/01/12</td>
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<td>3</td>
<td>BAE Corp.</td>
<td>Clear Align</td>
<td>ACC</td>
<td>Adv Threat Infrared Countermeasures (Redstone)</td>
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<td>12/31/14</td>
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<td>4</td>
<td>Calibre Systems</td>
<td>Yorktown Systems</td>
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<td>National Training Center G4 (Fl. Irwin GA)</td>
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<td>5</td>
<td>HP Enterprises</td>
<td>Unified Business Technologies, Inc.</td>
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<tr>
<td>6</td>
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<td>COE-NE Dist</td>
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<td>7</td>
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<td>Army Installation Comm.</td>
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<td>8</td>
<td>Jacobs Engineering</td>
<td>Badger Technical Services, LLC (BTS)</td>
<td>ACC</td>
<td>Badger Army Ammunition Plant - Baraboo, WI</td>
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<td>03/31/17</td>
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<td>9</td>
<td>L-3 National Security Services</td>
<td>Cyber Security Solutions, Inc. (CSSI)</td>
<td>ACC</td>
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<td>Cybernet</td>
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<td>ACC</td>
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<td>13</td>
<td>Lockheed Martin Missile Systems &amp; Sensors (MS2)</td>
<td>Lewis Innovative Technologies, Inc. (LIT)</td>
<td>ACC</td>
<td>RDECOM</td>
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<tr>
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<td>Planned Systems Int'l</td>
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<td>ACC</td>
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<td>07/31/16</td>
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<td>15</td>
<td>Rosser International</td>
<td>PearlNet, LLC</td>
<td>ACC</td>
<td>Corps of Engineer - Savannah District</td>
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<td>16</td>
<td>Skyline Unlimited</td>
<td>Pro-Tek Sphere, LLC</td>
<td>ACC</td>
<td>Walter Reed Army Inst of Research</td>
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<td>17</td>
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<td>Applied Quality Communications, Inc.</td>
<td>ACC</td>
<td>DoD OSBP</td>
<td>W9113M-13-C-0027</td>
<td>07/09/13</td>
<td>07/08/16</td>
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<td>18</td>
<td>SpecPro, Inc.</td>
<td>Environmental Decisions, Inc.</td>
<td>ACC</td>
<td>COE-Ft. Worth</td>
<td>W9113M-12-C-0052</td>
<td>10/01/12</td>
<td>09/30/14</td>
<td>03/31/15</td>
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</table>

Total 16 Active Agreements (2) Pending
Manufacturing - major systems, components, etc.
Cyber Security
Base Realignment and Closure (BRAC)/MILCON Transformation
Going Green - Design/Build Construction
Environmental Remediation/Sustainability
Force protection capabilities for soldiers
Improved IED detection devices
Chemical re-engineering/biometrics
Energy recycling processes
Next Generation Training Environments
Impediments to success:

- Subcontracting expectations unrealized
- Poor communication and weak commitment between Mentor and Protégé
- Remote geographic location
- Conflicting goals, lack of program integration
- Inordinate expense to Protégé
- There are unreimbursed costs for both the mentor and the protégé
Contributors to Success:

- Compatibility of Mentor and Protégé
- Strong Management Focus
- Periodic reviews/modifications of agreement, as needed
- Assistance aligned with Protégé’s strategic vision
- Commitment by both parties to the agreement
- Technology transfer provides potential subcontracting opportunities for the protégé
“The Army’s Mentor-Protégé Program is specifically designed to engage industries to shape and expand the industrial base to support the war fighter!”
Mentor Protégé Program
Points of Contact

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www.sellingtoarmy.info
Or call us at (703) 697-2868
Questions?