2015 Team APG APBI

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Subcontracting and Mentor-Protégé
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Office of the Secretary of The Army
Mission

• Advise the Secretary of the Army and the Army leadership on small business related matters.

• Spearhead innovative initiatives that contribute to expanding the small business industrial base relevant to the Army mission priorities.

• Leverage the use of minority serving educational institutions in support of Army Science and Technology Programs.

Vision

To be the premier advocacy organization committed to maximizing small business utilization in support of rapidly fielding a trained, ready, responsive and capable force that can prevent conflict, shape the environment and win the Nation's wars.
“A critical component of our industrial base is formed by our small business partners, whose contributions drive innovation in the production of goods and services the Army uses. The Army has a strong record of small business partnership that consistently exceeds goals within the Department of Defense.”

U.S. Secretary of the Army John McHugh
Letter to Small Business Administrator, Karen Mills
The Mentor-Protégé Program initiated in 1991 as a way to foster small business and improve technology transfer between Department of defense and industry.

The MPP remains in the pilot program category therefore, must be authorized in a National Defense Authorization Act every few years.

The Department of Defense is seeking a 10 year extension of its small business mentoring program in an effort to help small enterprises compete for defense contracts.

The Department of Army has 19 active agreements as of Oct, 1.
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
• 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
Mentor-Protégé Program
Technology Transfer Activities

- 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>
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<tbody>
<tr>
<td>Subcontracting Opportunities</td>
<td>Increase Growth (Revenue, Employees, contract backlog)</td>
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<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>
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<tr>
<td>Relevance to Army and DOD Programs</td>
<td>Shape and Expand Industrial Base to Support Army/DOD Mission</td>
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<td>Corporate Commitment</td>
<td>Facilitation of Long-term Alliances, Available Resources</td>
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<tr>
<td>Management Plan</td>
<td>Mitigating Risk, Metrics, Methodologies to Ensure Success</td>
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<td>Past and Present Performance</td>
<td>Proven training methodologies, performance in prior participation</td>
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</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
Mentor Protégé Program
How to Apply

• Visit our website www.sellingtoarmy.com

• 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
Mentor-Protégé Program
Program Status

Number of Mentor-Protégé Agreements
- 19 Active Agreements
- 16 Mentors (three mentors have 2 proteges)
- 7 new contracts pending evaluation by the Joint Review Board

Protégé Statistics*
- 14 - Small Disadvantaged Businesses
- 7 - Woman-Owned Small Businesses
- 9 - Service Disabled Veteran-Owned Small Business
- 2 - HUB Zone Small Businesses
- 12 - 8(a)
- 0 - Alaskan Native; Hawaiian; Tribally-owned Native American

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
<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>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>AGEISS, Inc. - 004</td>
<td>IDEALS, Inc.</td>
<td>ACC</td>
<td>Installation Management Command</td>
<td>W9113M-15-C-0007</td>
<td>TBD</td>
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<td>2</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>
<td>07/28/16</td>
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<td>ASM Research Group - 005</td>
<td>Infinity Technology</td>
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<td>BAE Corp.</td>
<td>Cristek Interconnects, Inc.</td>
<td>ACC</td>
<td>MDA/Ft. Belvoir</td>
<td>W9113M-12-C-0067</td>
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<td>BAE Corp. - 006</td>
<td>IndataTech</td>
<td>ACC</td>
<td>US Army Corp of Engineers</td>
<td>W9113M-15-C-0018</td>
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<td>Calibre Systems</td>
<td>Yorktown Systems</td>
<td>ACC</td>
<td>National Training Center G4 (Ft. Irwin GA)</td>
<td>W9113M-14-C-0033</td>
<td>09/29/14</td>
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<td>Cardno</td>
<td>ASCI</td>
<td>ACC</td>
<td>Army CoE - BRAC/FUDS Chief Sacramento District</td>
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<td>HP Enterprises (Hybrid)</td>
<td>Unified Business Technologies, Inc.</td>
<td>ACC</td>
<td>ACC - Warren, MI Dept</td>
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<td>HP Enterprises - 007</td>
<td>Creative Solutions Consulting, Inc.</td>
<td>ACC</td>
<td>DLA</td>
<td>W9113M-15-C-0020</td>
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<td>Jacobs Engineering</td>
<td>Windamir Construction &amp; Dev.</td>
<td>ACC</td>
<td>Army Installation Comm.</td>
<td>W9113M-12-C-0041</td>
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<td>11</td>
<td>L-3 National Security Services</td>
<td>Cyber Security Solutions, Inc. (CSSI)</td>
<td>ACC</td>
<td>Chief Information Office-G6</td>
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<td>Leidos (formerly SAIC)</td>
<td>One Stop Environmental, LLC</td>
<td>ACC</td>
<td>COE - St. Louis District</td>
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<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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<td>03/17/17</td>
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<td>US Army Corp of Engineers</td>
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<td>Planned Systems Int'l</td>
<td>MicroHealth</td>
<td>ACC</td>
<td>DLA-Troop Support</td>
<td>W9113M-13-C-0041</td>
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<td>Rosser International</td>
<td>PearlNet, LLC</td>
<td>ACC</td>
<td>Corps of Engineer - Savannah District</td>
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<td>12/01/14</td>
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<td>SAIC</td>
<td>RLM Communications, Inc.</td>
<td>ACC</td>
<td>Army Signal Center of Excellence and Fort Gordan</td>
<td>W9113M-15-C-0019</td>
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<td>Skyline Unlimited</td>
<td>Pro-Tek Sphere, LLC</td>
<td>ACC</td>
<td>Walter Reed Army Inst of Research</td>
<td>W9113M-13-C-0037</td>
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<td>System Studies &amp; Simulation (S3) - 008</td>
<td>ICP Systems</td>
<td>ACC</td>
<td>Air Combat</td>
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Mentor Protégé Program
Current Focus Areas

- 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 Memorandum of Agreement (MOA) between OSD (AT&L) Department of Defense Office of Small Business Programs (DoD OSBP) and Department of Army, Office of Small Business Programs (DA OSBP) is to support the implementation and administration of a Pilot Mentor-Protégé Program (MPP) at Army Material Command (AMC) Major Subordinate Commands (MSC), Communications Electronics Command (CECOM) and Army contracting Command Orlando Program Executive Office for Simulation, Training and Instrumentation (PEO STRI).
In 1995, the prestigious Nunn-Perry Award was first bestowed by the DoD office of Small Business Programs (OSBP) to recognize outstanding Mentor-Protégé teams formed under the auspices of the MPP programs. The award is named in honor of former U.S. Senator Sam Nunn for his vision and insight in sponsoring legislation to create and fund the DoD MP Program and in honor of former Secretary of Defense, Dr. William Perry for his commitment to its implementation.
Mentor Protégé Program
Nunn-Perry Awards

Army Nunn-Perry Awardees for the past 5 years

2010
Mentor: Computer Sciences Corporation
Protégé: Occam Solutions, Inc.
Mentoring Assistance Provided by: Morgan State University (HBCU)

2011
Mentor: ASM Research, Inc.
Protégé: Networking & Engineering Technologies, Inc.
Mentoring Assistance Provided by: Morehouse College (HBCU)

2012
Mentor: DynCorp International, LLC
Protégé: CSTI
Mentoring Assistance Provided by: Morehouse College and Morgan State University (HBCU)
Army Nunn-Perry Awardees continued

2013
Mentor: Jacobs Engineering group, Inc.
Protégé: TANTARA Corpo
Mentoring Assistance Provided by: Florida International University (MI)

2014
Mentor: Leidos
Protégé: Minerva Engineering
Mentoring Assistance Provided by: University of Columbia Community College and Winston-Salem State University (HBCU’s)
“The Army’s Mentor-Protégé Program is specifically designed to engage industries to shape and expand the industrial base to support the war fighter!”
Army Mentor-Protégé Program
- Pamela Monroe, Program Manager
- Email: pamela.l.monroe8.civ@mail.mil
- Deandria Cumberbatch, Contractor Support
- Email: Deandria.Cumberbatch.ctr@mail.mil

Please visit our website
www.sellingtoarmy.com
Or call us at (703) 697-2868