



Office of **Small Business Programs** (OSBP)

where small business makes a **big** difference



2nd Annual High Tech Small Business Industry Day NASA Mentor-Protégé Program

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NASA Office of Small Business Programs
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NASA Mentor-Protégé Program

Program Vision

- A [value-focused program](#) that is aligned with NASA's current and future strategy and mission
- [Enhancing the capabilities](#) of eligible Protégés to perform as prime contractors, subcontractors and suppliers under contracts
- To facilitate the formation of [long-term business relationships](#)
- A NASA [Center-focused](#) Mentor-Protégé Program
- [Clear guidance](#) and documented processes and procedures

NASA Mentor-Protégé Program

Expanded Protégé Eligibility

- Small Disadvantaged Business (SDB)
- Woman-Owned Small Business (WOSB)
- Historically Underutilized Business Zone (HUBZone) Concern
- Veteran-Owned Small Business (VOSB)
- Service-Disabled Veteran–Owned Small Business (SDVOSB)
- Historically Black College and University (HBCU)
- Minority Serving Institution (MSI)
- Small Business with an active NASA Small Business Innovation Research (SBIR)/Small Business Technology Transfer (STTR) Phase II contract
- Entities participating in the Ability One Program



NASA Mentor-Protégé Program Eligibility

- Mentors:
 - Must have an active and approved subcontracting plan
 - Eligible for the award of federal contracts
 - Mentor applications are submitted directly to HQ OSBP
 - Mentor approval is valid for six years and can be renewed
 - No restrictions on Mentor participations
- Protégés:
 - Currently must be either;

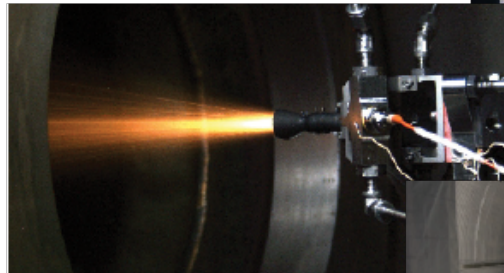
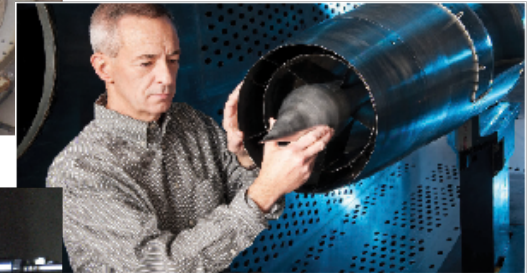
SDB	VOSB	HUBZone	SBIR II	HBCU
WOSB	SDVOSB	AbilityOne	STTR II	MSI

- May not participate in the Program more than twice

NASA Mentor-Protégé Program

The Numbers

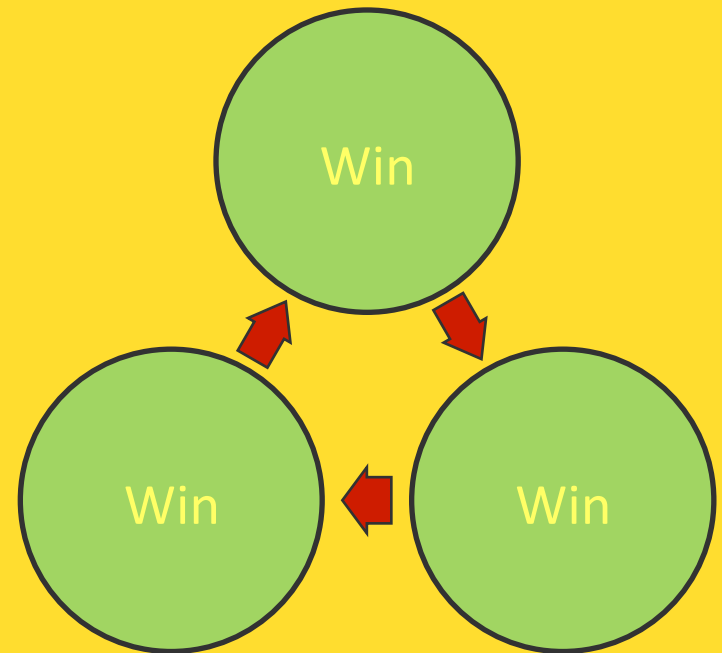
- 29 approved Mentors
- 12 approved and active Mentor-Protégé Agreements
- Over \$2M in Mentor assistance
- 6 NASA Centers active Agreements
 - Ames Research Center
 - Glenn Research Center
 - Goddard Space Flight Center
 - Johnson Space Center
 - Kennedy Space Center
 - Marshall Space Flight Center
- Agreements across multiple socioeconomic categories includes: SDVOSB, VOSB, WOSB, SDB, HBCUs, HUBZone
- One (1) award fee Mentor-Protégé SBIR Phase II Agreement has been completed



NASA Mentor-Protégé Program

Benefits of Participation

- Mentors
 - Better suppliers
 - Evaluation points on future proposals
 - Award Fee credits
 - Past Performance Credit
- Protégés
 - Increase Technical Skills
 - Business Development
 - Potential for Directed Subcontracts
- NASA
 - More High Tech Companies
 - More Competition – Lower Costs



NASA Mentor-Protégé Program

Two Year Pilot Program

- **OSBP HQ accepting Agreements throughout the year**
- **OSBP HQ has 10 business days to review agreements**
- **Agreement Kick-off meetings at the start of the agreement**
- **Protégés have to submit separate semi-annual reports to the Center and HQ OSBP**
- **Annual reviews with HQ OSBP**

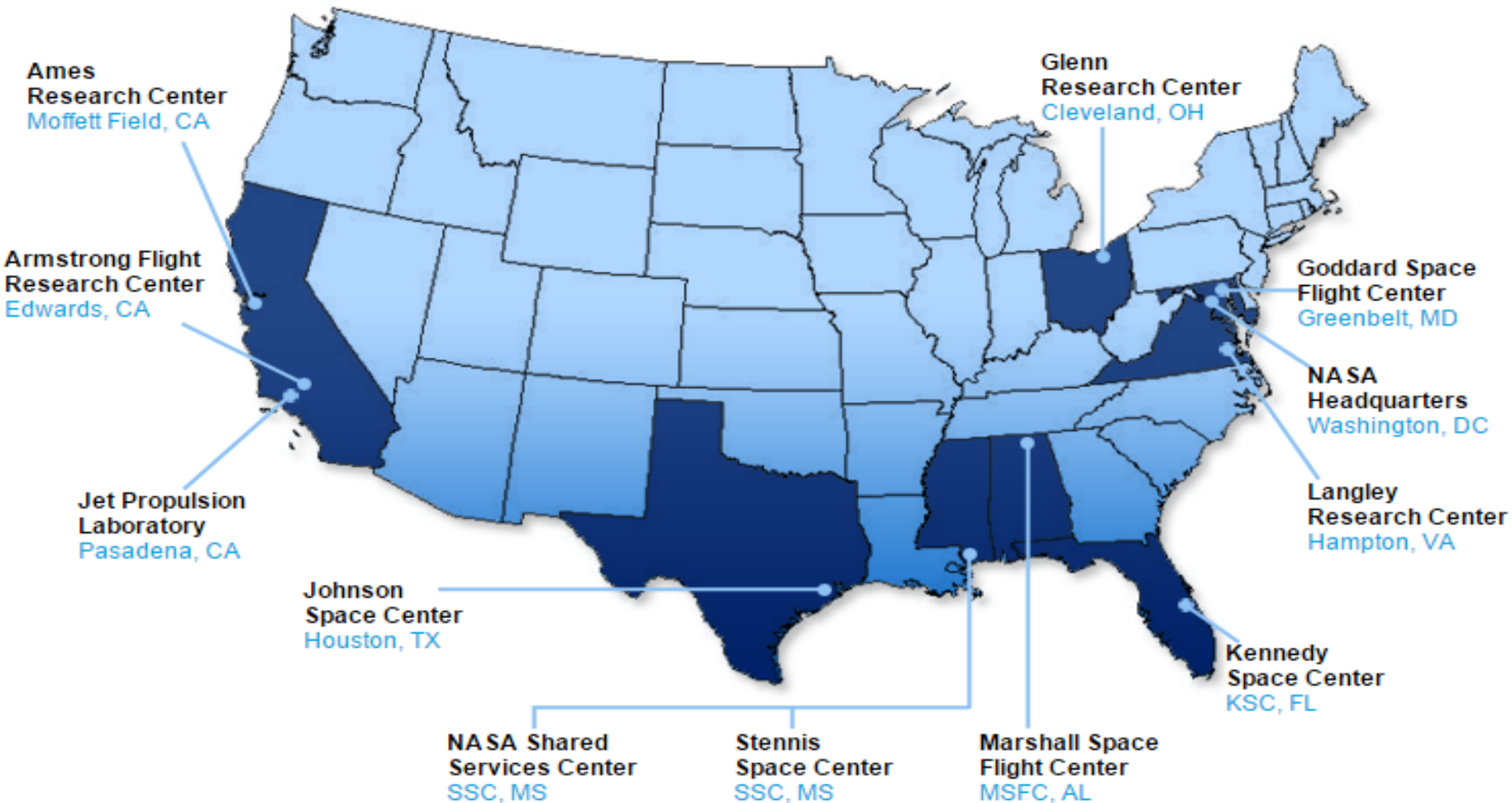
NASA Mentor-Protégé Program

Mentor Considerations

- **An entity with whom a mentor has an established relationship**
- **An entity's geographic proximity to the Mentor**
- **An entity's attitude regarding being mentored**
- **If assistance provided will align with the Protégé's strategic vision**
- **The synergy of the Protégé's and Mentor's capabilities**
- **The commitment to the agreement by both parties**
- **The stability of the Protégé's management and financial status**
- **The entity's past performance**
- **The results of any contract/subcontract work between the Mentor and Protégé**
- **The subcontracting expectations**

NASA Mentor-Protégé Program

Submit Agreements to the Centers





NASA Mentor-Protégé Program Agreement Contents

- **Letters of Endorsement**
 - Contracting Officer (CO)
 - Contracting Officer Representative (COR)
 - Center's Small Business Specialist (SBS)
- **Mentor Cover Letter**
- **Protégé Application**
- **Mentor - Protégé Agreement**
- **Technical Assistance and Cost Breakdown**

NASA Mentor-Protégé Program

Detailed Cost Breakdown

Cost of the Agreement				
	GFY 20__	GFY 20__	GFY 20__	Total
Direct Labor Costs	\$ 100,000.00	\$ 101,880.00	\$ 129,000.00	\$ 330,880.00
Direct Labor Hrs	180	631	681	\$ 1,492.00
Indirect Costs				\$ -
HBCU/MI/PTAC/SBDC				\$ -
Other Direct Costs (i.e., travel)	\$ 800.00	\$ 3,000.00	\$ 1,200.00	\$ 5,000.00
Other Direct Costs (i.e., membership dues)	\$ 300.00	\$ 300.00	\$ 300.00	\$ 900.00
Yearly Totals	\$ 41,600.00	\$ 142,820.00	\$ 153,820.00	\$ 338,240.00

Other Direct Costs - Travel			
	Number of Employees	Number of Trips	Plane Fare
GFY 20__	2 Employees	1 trip	\$ 800.00
GFY 20__	5 Employees	3 trips	\$ 3,000.00
GFY 20__	2 Employees	2 trips	\$ 1,200.00

Other Direct Costs - Membership Dues		
		ABC Society
GFY 20__	10 Employees	\$ 1,000.00
GFY 20__	12 Employees	\$ 1,200.00
GFY 20__	16 Employees	\$ 3,200.00



NASA Mentor-Protégé Program

Technical Transfer (70%)

- Quality Management programs: ISO 9000 certification, SEI/CMM certification
- Logistics systems: supply chain management, transportation management
- Sensing and imagery
- Environmental remediation system design
- Hazardous material control
- Metal machining
- Lean Six Sigma
- Fiber optics systems design
- Network systems: design and engineering, implementation
- Information system design
- Tooling design and fabrication
- Product assembly techniques

****Note:** HBCU/MSI Agreements require 30% Technical Transfer



NASA Mentor-Protégé Program

Business Development (30%)

- Organizational planning management: strategic planning, business planning, legal / risk management, proposal development
- Business development / marketing / sales: market research, product forecasting, web-based marketing, e-commerce
- Human resource management
- Financial management
- Contract management
- Facilities and plant management: security, health and safety, OSHA standards
- Any other assistance designed to develop the capabilities of the Protégé under the developmental program

****Note:** HBCU/MSI Agreements require 70% Business Development



NASA Mentor-Protégé Program Agreement Evaluation

- **Merit of the Mentor Protégé Agreement to the Protégé**
 - Do all the pieces make sense?
- **Perceived benefit / value of the agreement to NASA**
 - Does it expand High Tech Capability of the Protégé?
- **Percentage of dollars associated with developmental assistance**
 - Do 70% of labor estimate go to technical transfer?
- **Subcontracting opportunities available to the Protégé**
- **Utilization of HBCU/MSIs, PTACs, and SBDCs**
 - No more than 20% of total cost
- **Proposed cost**
 - Is it realistic, are ODC <10%, is the Mentor Mentoring?
- **Semi-Annual Reporting**
 - New templates available, via NASA OSBPs website, by mid-April 2015

NASA Mentor-Protégé Program

Misconceptions

- **Value of the agreement has to be high**
- **Protégés don't have much value add to the relationship**
- **Mentors only submit a Mentor Application only when they have identified a protégé**
- **Mentors can only mentor one protégé at a time**
- **Changes cannot be made to the agreement**

SBA Proposed Rule (RIN 3245-AG24)

February 5, 2015

- The SBA's proposed rule would—
 - Establish a Government-wide mentor-protégé program for all small business concerns, consistent with SBA's mentor-protégé program for Participants in SBA's 8(a) Business Development (BD) program.
 - For agency-specific mentor-protégé programs, will introduce requirement for advance approval of the agency's plan by the SBA Administrator.
 - Amend the current joint venture provisions to clarify the conditions for creating and operating joint venture partnerships, including the effect of such partnerships on any mentor-protégé relationships.

SBA Proposed Rule (RIN 3245-AG24)

February 5, 2015

- The SBA's proposed rule would—
 - Make several additional changes to current size, 8(a) Office of Hearings and Appeals or HUBZone regulations, concerning among other things, ownership and control, changes in primary industry, standards of review and interested party status for some appeals.
- **Comments re. SBA proposed rule due on or before April 6, 2015**

Contact Information

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