



Building a Strong Partnership – Tips and Success Stories

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Jacobs ESSSA

- Jacobs has supported MSFC since 1989, providing engineering, science and technical services.
- Executed 4 Mentor Protégé Agreements (MPAs). Includes Tuskegee University (TU) MPA.
- TU MPA from September 11, 2009 through December 31, 2012.

Tips

- Understand capabilities – Mentor and Protégé.
- The protégé should spend time thinking about their needs and document their current and future development plans.
- Protégé should identify their mentees and the Prime Contractor should identify their mentors and ensure their commitment to participate.

Tips

- Dedicate time to develop a win-win agreement for both protégé and mentor.
- Be flexible
- Devote commitment to execution of the agreement

Extended Partnership - Subcontracting

- Get university and Prime Contractor partnership buy-in.
- Employ a dedicated university Contracts/Program Manager to facilitate subcontracts and be responsible for all university and Prime Contractor partnership operations and employee relations.

Extended Partnership - Subcontracting

- Identify a Prime Contractor liaison to interface directly with the university's dedicated person.
- Ensure all Terms and Conditions of the subcontract are fully understood.
- Discuss rates and the make-up of that rate.
- Devise work instructions/checklists among the university/prime contractor POCs such as recruiting, hiring and onboarding.

Extended Partnership - Subcontracting

- Ensure all employee relations have been properly discussed, understood and agreed upon, such as benefits, travel, merit raises, performance reviews, etc.
- Be responsive to mentor, protégé and customer's requirements.

Our Success Story

- Partnership that extends past an MPA that has leadership buy-in and dedicated key personnel to facilitate contract operations on both sides, results in a win/win for the university, Prime Contractor, and NASA.
- Jacobs ESSSA has realized 7 fulltime employees, 3 forecasted in FY17, and 7 interns since 2013. Thus exceeding our HBCU/MSI goals.