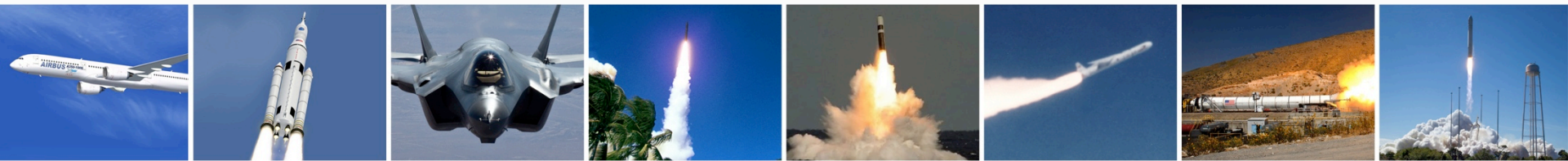




How to Complete a Needs Assessment for a Mentor Protégé Agreement

Orbital ATK

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- Identify the need your and development assistance specifying the type of assistance

- **Orbital ATK – Lansmont (SDVOSB)**

- Quality Systems Training
- Configuration Management Training
- Root Cause Analysis Training
- Propulsion Enterprise System
- Marketing Development

- **Orbital ATK – Florida A & M University**

- PES/Six Sigma Training
- Hardware Processing Training
- Value Stream Mapping System
- Marketing Individual Development

- Select a program critical protégé, with a need that the mentor can provide. Benefit and enhance the protégé to grow and compete in government contracts.
- Identify a course of action that yields a return on investment. A benefit to both the mentor and the protégé in continuing to do business. Cost, efficiency, quality, and possibly competition.
- Mentor assigns a champion with a valid interest in the success of the protégé. Reach back to the experts for knowledge and expertise.
- Mentor responsibility is to educate/enhance/improve the protégé business, as identified in the agreement. Although, it is the protégé responsibility for implementation.

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Steps for successful MPA

- The Mentor and Protégé need an honest well documented agreement and positive relationship working together with NASA. The path from request to result is a team responsibility and needs to be communicated and agreed to.
- Mentor needs to have the capabilities the protégé needs and strategically can use in the growth of their business.
- The capabilities should be something the mentor can see as a value or need for future contract requirements.
- The protégé needs to be vocal on their strategic plans for the business and the growth going forward.

Benefits to NASA

- Industry and small business communities working together to go forward.
- Small Business have the intel for development.
- Team environment to expand technology for the right audience.

Benefits to Protégé

- Work directly with Industry proving your capabilities for programs.
- Capabilities working with other customers.
- Business success and growth.

Benefits to Mentor

- Enhanced capabilities for future requirements.
- Small Business Goals and assistance.
- Strategic relationship building with small business.