How to Complete a Needs Assessment for a Mentor Protégé Agreement

Orbital ATK

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Needs Assessment

- 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
Goals for a MPA – Prime Contractors View

- 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.
Lessons Learned

Ø Orbital ATK –
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

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.