NASA Mentor-Protégé Program: Fostering Successful Partnerships the Possibilities are Endless

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Program Manager
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Vision Statement: Promote and integrate all small businesses into the competitive base of contractors that pioneer the future of space exploration, scientific discovery, and aeronautics research.
NASA’s Mentor-Protégé Program: Purpose

• Mentor-Protégé Program created to:
  1) Provide incentives for NASA’s large prime contractors
  2) Assist eligible small businesses, enhance capabilities to perform as prime contractors, subcontractors, and suppliers under Government and commercial contracts

• Mentor-Protégé Guidelines can be found in:
  – NASA’s Federal Acquisitions Regulation (FAR) Supplement (NFS) 1819.72
Approved Federal Government Mentor-Protégé Programs

- 3 out of 11 Federal Agencies received approval to operate standalone Mentor-Protégé Programs:
  - NASA
  - DHS
  - DOE
- Approval expires February 20, 2023
- DoD and FAA mentor-protege programs do not fall under the Small Business Act (did not require a SBA waiver)
# NASA and SBA Mentor-Protégé Program (MPP) Comparison

<table>
<thead>
<tr>
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<th>NASA’s MPP</th>
<th>SBA: ALL SMALL MPP</th>
<th>SBA: 8(a) MPP</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>APPLICATION</strong></td>
<td>• Centers own the Mentor-Protégé Agreements</td>
<td>• Centralized through Certify, SBA.gov</td>
<td>• Decentralized</td>
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<tr>
<td></td>
<td>• Available at <a href="http://www.osbp.nasa.gov">www.osbp.nasa.gov</a></td>
<td></td>
<td>• Application to District Office BOS</td>
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<tr>
<td></td>
<td>• Submit Mentor-Protégé application to Center Small Business Specialists</td>
<td></td>
<td>• Package of documents to submit</td>
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<tr>
<td></td>
<td></td>
<td></td>
<td>• Multiple levels of review</td>
</tr>
<tr>
<td><strong>SIZE</strong></td>
<td>Self-Certify @ <a href="http://www.sam.gov">www.sam.gov</a> or SBA Certification (i.e. HUBZone and 8(a))</td>
<td>Self-Certify @ <a href="http://www.sam.gov">www.sam.gov</a></td>
<td>8(a) eligibility requirements</td>
</tr>
<tr>
<td><strong>DOCUMENTATION REQUIRED</strong></td>
<td>Mentor-Protégé Agreement application, Protégé Application, Mentor Application</td>
<td>Application, Business Plan, Tutorial Certificates, MPA</td>
<td>MPA, Business Plan and documents required by District Office</td>
</tr>
<tr>
<td><strong>TERM</strong></td>
<td>Up to 3 Years</td>
<td>3 years with 3 years renewal</td>
<td>3 years with 3 years renewal</td>
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<tr>
<td><strong>PROTÉGÉ ELIGIBILITY</strong></td>
<td>SDVOSB VOSB WOSB SD/8(a) HUBZone HBCU/MI SBlR/STTR Phase I Ability One Program</td>
<td>Small Business WOSB SDVOSB HUBZone</td>
<td>8(a)</td>
</tr>
<tr>
<td><strong>PROTÉGÉ LIMIT</strong></td>
<td>2 Mentor-Protégé agreements over firm’s lifetime</td>
<td>Protégé may have up to 2 SBA MP relationships over firm’s life time. 8a may transfer existing MPA to Protégé</td>
<td>Protégé may have up to 2 SBA MP relationships over firm’s life time. 8a may transfer existing MPA to Protégé</td>
</tr>
<tr>
<td><strong>MENTOR</strong></td>
<td>Mentor may have unlimited Protégés at any one time</td>
<td>Mentor may have up to three protégés at any one time in the aggregate in SBA’s MP Programs</td>
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</tr>
<tr>
<td><strong>JOINT VENTURE AGREEMENTS</strong></td>
<td>N/A</td>
<td>Not reviewed or approved by ASMPP</td>
<td>District Office BOS approves 8(a) JVs only</td>
</tr>
</tbody>
</table>
Mentor Eligibility Criteria

• Eligible Mentors must be:
  – A large prime contractor performing under contracts with at least one (1) approved subcontracting plan negotiated with NASA, pursuant to FAR Subpart 19.7, “The Small Business Subcontracting Program”; or
  – A small business with an approved subcontracting plan at the time of award who is eligible for receipt of Government contracts
## Approved NASA Mentors

1. AECOM Federal Services, Inc.
2. Aerojet Rocketdyne
3. Assurance Technology Corporation (ATC)
4. CH2M Hill
5. CSRA, LLC
6. Engility Corporation d/b/a TASC, Inc.
7. Enterprise Services, LLC
9. Honeywell International, Inc. (Aerospace Division)
10. Honeywell Technology Solutions, Inc.
12. L3 Communications
13. Vertex Aerospace, LLC
15. Lockheed Martin
16. Millennium Engineering and Integration Company
17. Northrop Grumman
18. Orbital ATK Flight Systems Group
19. PAE Applied Technologies
20. Raytheon Company
21. Science Applications International Corporation (SAIC)
22. SGT, Inc.
23. Sierra Lobo Corporation
24. Sierra Nevada Corporation
25. Southwest Research Institute
27. The Boeing Company
28. URS Federal Technical Services, Inc.
29. Vencore Services & Solutions, Inc.
30. Wyle Laboratories, Inc. d/b/a KBRWyle
NASA’s Mentor-Protégé Program: Eligible Protégé Categories

- SDB
- WOSB
- HUBZone
- VOSB
- SDVOSB

- Ability One
- HBCU
- MI
- STTR Phase II
- SBIR Phase II
NASA’s Mentor-Protégé Program
Summary

• 9 Active NASA Agreements ($902K)
  – Ames Research Center: 1
  – Goddard Space Flight Center: 2
  – Johnson Space Center: 1
  – Langley Research Center: 1
  – Marshall Space Flight Center: 2
  – NASA Shared Services Center: 2
NASA Mentor-Protégé Program
Developmental Assistance

- Business Assistance 30%
- Technical Assistance 70%
NASA Mentor-Protégé Program
Examples of Developmental Assistance

- **Technical Development (70%), including but not limited to:**
  - Quality Management programs: ISO 9000 Certification, SEI/CMM certification
  - Technology Transfer
  - Obtaining Security Clearance for Institutional facilities
  - Lean Six Sigma
  - Fiber optics systems design
  - Network systems: design and engineering, implementation
  - Information system design
  - Tooling design and fabrication

- **Business Development (30%), including but not limited to:**
  - Organizational planning management: Strategic and Business Planning, legal/risk management, proposal development
  - Business development/marketing/sales: Market Research, Product Forecasting, web-based marketing, e-commerce
  - Human Resource Management
  - Contract management
  - Facilities and plant management: security, health and safety, OSHA standards
  - Any other assistance designed to develop the business/infrastructure capabilities of the Protégé
• NASA Mentor-Protégé Agreement of the Year award winners (FY2015)

• MPA Accomplishments & Successes:
  – New 401K and timesheet system & revamped company website
  – MRI awarded new government & commercial subcontracting requirements ($1M+)
  – Earned PMP and AS9100 certifications, in addition to Export Compliance Profession (ECoP) Accreditation
Mentor-Protégé Agreement
Spotlight on Success

- NASA Mentor-Protégé Agreement of the Year award winners (FY2016)
- MPA Accomplishments & Successes:
  - FY2015: Awarded first NASA prime contract ($1.9M)
  - UNLV student hired permanently with TBE
  - Various training courses taken by student to assist with various NASA projects, especially related to International Space Station
  - UNLV received multiple prime contracts and subcontracts during MPA tenure from both NASA and other federal agencies ($3M+)
Mentor-Protégé Agreement
Spotlight on Success

Center: Goddard Space Flight Center
Mentor: Raytheon Company
Protégé: Element 84, Inc. (WOSB)

• MPA Accomplishments & Successes:
  – Subcontract awards from Mentor exceed $8.7M
  – Six Sigma training received
  – Established direct and frequent connections with Partners by joining the Maryland Space Business Roundtable
  – Element 84, Inc. is currently a major subcontractor on follow on contract with Raytheon with 2nd active Mentor-Protégé Agreement
• MPA Accomplishments & Successes:
  - Completed Quality Management ISO 2015 Certification
  - Progressively pursuing CMMI Level 3 and PMP Certification
  - Established working sessions on improving level of knowledge of administering federal contracts within contract/subcontract and procurement functional area
Questions?

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NASA Vendor Database: https://vendors.nvdb.nasa.gov