Affirming the Value of a HBCU/MI Mentor Protégé Agreement

August 15, 2018
Agenda

- Introduction of Panelist/Moderator
  Debra Johnson - Director
  Office of Procurement - NASA JSC
  debra.l.johnson@nasa.gov  T (281) 483-4157

- Mentor and Protégé’ Connection
  Mark Falls - Acting Contracting Officer Representative COR
  NASA JSC
  mark.s.falls@nasa.gov  T (281) 244-8787

- Current Mentor-Protégé’ Agreement & Development Assistance
  Stephen Brettel - Program Manager
  PAE Applied Technologies, Inc.
  stephen.p.brettel@nasa.gov  T (281) 244-5874

- Negotiating the Path to University Support
  Donna Elmore-Cole - Senior Contracts Negotiator
  Prairie View A&M University
  dwelmore-cole@pvamu.edu  T (936) 261-1681
Mentor and Protégé’ Connection
Mark Falls, Acting Contracting Officer Representative (COR)

- Current President of PVAMU Johnson Space Center Alumni Chapter
  - Served as Chaplain in PVAMU National Alumni Association and current Board member
    - Actively connected to the University
- Served as Acting COR on the Facilities Support Services Contract for 4 months
  - Assisted PAE Applied Technologies, Inc. in meeting Small Business goals during the Performance Evaluation Board Period 17
  - Generated memo to President requesting support to help meet HBCU/MI goal
  - Held initial meeting with contractor and the University to discuss requirements and capabilities
  - Maintained connection with JSC’s Industry Assistance Office and Procurement in creating a Mentor Protégé’ Agreement via NASA HQ’s Mentor Protégé’ Program
Current Mentor-Protégé’ Agreement & Development Assistance
Stephen Brettel, Program Manager, PAE

- Identifying Current Capabilities/Staff
  - Training
    - OSHA 10
    - Estimating
    - Quality in Construction
    - ISO 9001 2008/2015
    - Houston Area Safety Council (HASC)
  - Intern Staffing
- Assisting with Proposals and Identifying Pursuits
  - Small Business Outreach Events and Sponsorship
Negotiating the Path to University Support
Donna Elmore-Cole  Prairie View A & M University

Effort and Time

- Resources/Cost
- Disruption/Distraction

Funding

- Goodwill in business community
- Opportunities for students and alumni
- More agreements
Negotiating the Path to University Support

Are you ready?
Is the school ready?

- Do your homework.
- Share your information with everyone involved.
- [https://osbp.nasa.gov/mentor.html](https://osbp.nasa.gov/mentor.html)

Do you have a champion?
Can they affect action and change?

- Buy-In IS NOT CHAMPIONING!
- Identify steps - Identify staff
- [https://osbp.nasa.gov/docs/event-presentations/2018_05/08/0900_NASA-Center-Overview_TAGGED.pdf](https://osbp.nasa.gov/docs/event-presentations/2018_05/08/0900_NASA-Center-Overview_TAGGED.pdf)

Who will be your mentor?
What is your product or service?

- Your mentor will be your partner ... they should be equally invested in the success.
- If you are attempting to subcontract to a prime, examine what is your product. HINT - it has to fulfill a business need of the prime.
- [https://osbp.nasa.gov/docs/event-presentations/2018_05/08/0900_NASA-Center-Overview_TAGGED.pdf](https://osbp.nasa.gov/docs/event-presentations/2018_05/08/0900_NASA-Center-Overview_TAGGED.pdf)
Questions?