

The New “All Small Mentor–Protégé Program”

The Office of Government Contracting & Business Development

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Presentation to

*Outreach & Industry Day, Naval Surface
Warfare Center, Carderock Division*



U.S. Small Business Administration

May 1, 2017

Mission and Goals

Mission

- To provide streamlined access for small businesses to enter into the federal acquisition marketplace



Goal 1

- To enhance the business capabilities & growth potential of Small Business firms through mentoring with experienced large businesses



Goal 2

- To gain increased access to domestic and international contracts through formal partnerships with large experienced businesses



Goal 3

- To assist large mentor firms in expanding and developing a more mature and diverse supply chains



Goal 4

- To assist large mentor firms in gaining access to small business contracts through value-added small business partners

History & Important Facts



Authorization – 2010 Jobs Act and 2013 NDAA

SBA had a well-established mentor protégé program for SBA 8(a) certified firms; but lacked an MPP program for other small business concerns and specifically, one for specialized certified concerns such as WOSB, SDVOB, & HubZone businesses



Final Rule Published July 25, 2016



Effective Date: August 24, 2016

Official Launch Date: October 1, 2016



Created One Government-wide program for all small businesses



Also revised rules for 8(a) MP program to make both programs more consistent, where practicable.



Instructed SBA to review all other Agency's MPPs and consolidate where practicable.

Mentor Services to Protégés

- ▶ **Management & Technical Assistance** (internal business management systems)
 - ▶ **Financial Assistance** (in the form of equity investments and/or loans)
 - ▶ **Contracting Assistance** (contracting processes, capabilities acquisitions & performance)
 - ▶ **Trade Education** (learn how to export, International Trade business plan, finding markets)
 - ▶ **Business Development Assistance** (strategy, finding contracting and partnership opportunities)
 - ▶ **General and/or Administrative Assistance** (business processes and support)
- 

Primary Functions

- ➔ Program Office provides an online mechanism (Certify.SBA.gov) for small (Protégé) and large (Mentor) pairings to apply to become a recognized “team” that can form “joint ventures” defined as “small” – to compete for small business set-aside contracts in the federal government.
- ➔ ASMPP (All Small Mentor Protégé Program) is operated centrally at SBA HQ. All agreements are reviewed, approved and evaluated here. (no district office involvement is required)
- ➔ Review & evaluate online applications; approve or decline per rules and quality standards
- ➔ Collect annual reports and evaluate, quantitatively and qualitatively, the success of the program through identified metrics and success stories. (in development currently)
- ➔ Joint venture agreements are not reviewed and approved in this office. (in contrast to 8(a) JV approval at the District Office level.)

ASMPP HIGHLIGHTS

Description

Protégé may generally only have one Mentor at a time; SBA may approve a second where no competition exists/new NAICS/new Mentor skills; Two maximum.

Both Protégé and Mentor must be for-profit (with exception of Protégé being agriculture cooperative).

Mentor - no more than 3 Protégés at same time (not lifetime).

A participant can be both a Protégé and Mentor at the same time, if no competition or conflict.

Self-certifying; small in size standard corresponding to primary NAICS; or seeking BD assistance in a secondary NAICS and qualify as small. (SAM.gov) If redetermination letter to affirmative, they qualify.

SBA will not authorize MPAs in second NAICS in which firm has never performed any work; or where firm would only bring status as “small” to Mentor and nothing else.

Existing 8(a) firms in last 6 months of the 8(a) program wishing to transfer the MPA to ALL Small - online application (coordinating with 8(a) office to fine tune process) - no reapplication required

Requiring upload of Business Plan; no financial statements or tax returns as part of application process.

JV Agreements: ASMPP - will not review and approve Joint Venture agreements



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About SBA

What is Government Contracting?

- Overview
- SBA's Role in Government Contracting
- Your Responsibilities as a Contractor

Finding Government Customers

- Contracting Resources for Small Businesses
- Subcontracting
- See Agency Small Business Scorecards

Resources for Small Businesses

- Government Contracting Classroom
- Commercial Market Representatives
- Procurement Center Representatives
- Certificates of Competency
- Report Fraud

Getting Started as a Contractor

- Qualifying as a Small Business
- Determine Your NAICS Code
- Make Sure You Meet SBA Size Standards
- Get a D-U-N-S Number
- Register for Government Contracting

Government Contracting Programs

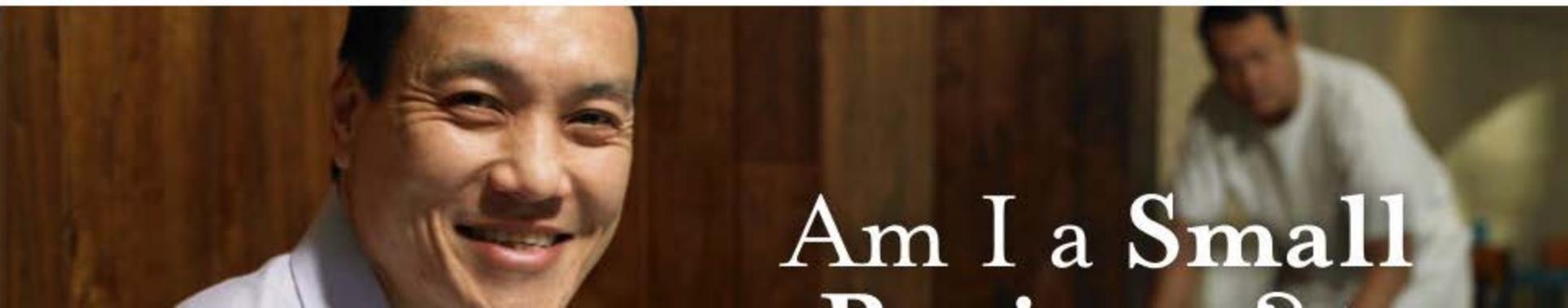
- What is a Small Business Set Aside?
- Women-Owned Small Businesses
- 8(a) Business Development
- HUBZone Program
- Service-Disabled Veterans
- Small Disadvantaged Businesses
- All Small Mentor-Protege Program

For Contracting Officials



SBA works with Federal agencies to *help small businesses win government contracts*

[LEARN MORE ►](#)



Am I a Small Business Owner?

All Small Mentor Protégé Program

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Obtaining a D-U-N-S Number ▶



1 2 3

Contracting

Video: Sell to the Government ▶ | Qualify for Government Contracts ▶ | Government Contracting Blogs ▶

SBA.gov > Contracting > Government Contracting Programs > All Small Mentor-Protégé Program

Contracting

- ▶ What is Government Contracting?
- ▶ Getting Started as a Contractor
- ▶ Finding Government Customers
- ▶ Resources for Small Businesses
- ▶ **Government Contracting Programs**
 - What is a Small Business Set Aside?
 - ▶ Women-Owned Small Businesses

All Small Mentor-Protégé Program

This new program was established to develop strong protege firms through mentor-provided business development assistance, and to help proteges successfully compete for government contracts. The SBA will begin accepting applications for this program on October 1, 2016.

<h4>About the All Small Mentor-Protégé Program</h4> <p>Learn how the All Small Mentor-Protége Program can help take your small business to the next level.</p>	<h4>Eligibility Requirements</h4> <p>Find out about eligibility requirements for mentors and proteges, and the content of the agreements required to participate in the program.</p>	<h4>How to Apply</h4> <p>Information on the online application for the All Small Mentor-Protége program.</p>
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- Began accepting applications October 1, 2016.
- Applications must be submitted via certify.sba.gov. No paper applications are accepted.
- New! Listing of approved MPAs

<https://www.sba.gov/allsmallmpp>

Certify.SBA.Gov

certify.SBA.gov

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Welcome to certify.SBA.gov

The U.S. Small Business Administration (SBA) is working to modernize the application process for federal contracting programs. Manage your application and eligibility documentation for the WOSB and All Small Mentor-Protégé programs online from our easy-to-use dashboard. **Get started today!**

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Or

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[Federal government employees:
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New Features

Experience a unified SBA contracting program certification process and complete SBA forms directly online. Upload and manage your documents across multiple programs and receive email notifications such as expiration and renewal notices.

Am I Eligible?

Answer a few questions to discover if your company should pursue participation in SBA's contracting programs. Are you eligible to join the Woman Owned Small Business (WOSB) Program, HUBZone Program, or 8(a) Business Development Program? [Find out](#)

Upcoming Activities

New programs will soon be incorporated onto certify.SBA.gov including the 8(a) Business Development Program (Winter 2017), HUBZone Program (Spring 2017) and Dynamic Small Business Search (DSBS) (Summer 2017).

Currently, this website is available for the Women-Owned Small Business (WOSB) and All Small Mentor



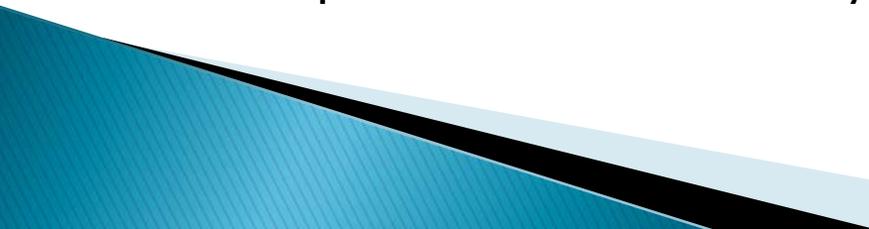
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Media Type	Title	Description	View Details
 FEATURED	SBA's All Small Mentor-Protégé Program	This tutorial is designed to help you answer the question, "Is SBA's All Small Mentor-Protégé Program a good fit for my business?" You will be provided relevant details to inform the answer to...	GO TO COURSE ▶
 FEATURED	Taking Your High-Tech Product to Market	Your product or service is on the cutting edge of technology, a game changer. Now you need to find the best way to get your breakthrough to market. This course will introduce you to the product...	GO TO COURSE ▶
 FEATURED	Understanding Your Customer	Knowing your customer is a vital part of effectively selling your product or service. This course will introduce you to tools and resources that will help you understand your customer and increase...	GO TO COURSE ▶

How To Apply

- Applicants are required to register in the [System for Award Management \(SAM\)](#) prior to submitting their Mentor/Protégé application.
 - Complete your business profile in Certify.SBA.gov.
 - Evaluate and select your Mentor prior to applying. This is not a matching program. SBA will not find a Mentor for you.
 - Begin the ASMPP application process.
 - Protégés and Mentors must complete the online tutorial and have certificate of completion ready for upload.
 - Have required documents ready for upload.
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“Fast Facts”

- Oct 1, 2016 to date:
 - 3,900+ Online Tutorial Views
 - 8 8(a) Transfer MPAs to ASMPP
 - 17 ASMPP applications declined
 - 148 Approved MPA agreements in portfolio

Questions and Contact Info

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