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Department of the Army
Office of Small Business Programs (OSBP)
Mentor Protégé Program (MPP)

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Mentor Protégé Program Overview



- Congressionally mandated program initially established as a “Pilot” program under Section 831 of public law 101-510, National Defense Authorization Act (NDAA) FY 1991
- Provides incentives to major Department of Defense (DoD) contractors to develop eligible small business concerns
- Focus on
 - ✓ Engineering and Technical (Technology Transfer) Assistance - production, inventory control, manufacturing, test and evaluation, and quality assurance or specific technology that provides a benefit to an Army Program Manager, Program Executive Office (PEO) or Commander
 - ✓ General Business Management Assistance - organizational management, financial management, personnel management, marketing, and overall business planning
 - ✓ Current DOD agency participants: Army, Navy, Air Force, NGA, DTRA, MDA, DIA, DLA, DCMA

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Mentor Protégé Program Purpose



- The MPP is to provide incentives for Mentor Firms to furnish small business concerns (Protégé Firms) with assistance designed to:

- ✓ Enhance the capabilities of Protégé Firms to perform as subcontractors and suppliers under Department of Defense (DoD) and other contracts and subcontracts;
- ✓ Increase participation of Small Disadvantaged Businesses (SDBs), Women Owned Small Businesses (WOSBs), Historically Underutilized Business Zone Small Businesses (HUBZone) and Service-Disabled Veteran-Owned Small Businesses (SDVOSBs) in Government contracts; and
- ✓ Foster the establishment of long-term business relationships between Protégé Firms and their Mentor Firms.



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Mentor Protégé Program Updates



Significant changes made to the program in the National Defense Authorization Act (NDAA) For FY 2023

- **DoD Mentor Protégé has been made permanent!**
- **Modified Mentor Firm eligibility** - Lowered threshold for Mentor Eligibility to \$25M (from \$100M) in total defense contracts for the prior fiscal year
- **Increased initial agreement length from two (2) to three (3) years**
- Still able to extend up to (5) years total for “extenuating circumstances”
- **Addition of manufacturing and test and evaluation** - Additional form of assistance the Mentor may provide to a protégé
- **Enhanced Data Collection** - Requires DoD OSBP to “maintain outcome-based performance goals and annually collect data





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Mentor Protégé Program Updates Cont'



- **Established the “Protégé Technical Reimbursement Pilot Program” to incentivize Protégé participation** – Approved Protégés are eligible to receive 25% of the mentors’ cost to customize their technology solution for development activities related to manufacturing, engineering or software development that benefits an Army system or program in order to accelerate integration into Department systems (details pending)
- **Increased Post-Award Reporting** - From 2 years to 5 year





Types of Mentor-Protégé Agreements



- Reimbursable – reimburses mentors for allowable mentoring expenses, up to \$1M/year
- Credit – provides small business subcontracting credit to the mentor for cost incurred
- Hybrid – provides small business subcontracting credit for 1 year and reimburses for 1 year. DCMA administers the credit portion and we jointly manage the reimbursable portion with DCMA.



Mentor Eligibility



- Currently performing under at least one active approved Subcontracting plan
- Has DoD contracts totaling at least \$25M* in previous fiscal year
- Is other than small entity (can be waived)
- Prime contractor with an active subcontracting plan or is an 8(a) graduate with documentation of its ability to serve as a Mentor
- Be eligible for award of a Federal contract
- Must Demonstrate:
 - ✓ Qualified to provide assistance;
 - ✓ In good financial health and character; and,
 - ✓ Is not on debarred/suspended





Protege Eligibility



- A Small Business Concern
- Eligible for award of Federal contracts
- Not owned or managed by individuals or entities that directly or indirectly have stock options or convertible securities in the Mentor firm
- Not more than the SBA size of standard for its primary corresponding to primary North American Industry Classification System (NAICS) code and
- Be at least one of the following:
 - ✓ Small Disadvantaged Business (SDB)
 - ✓ Women-Owned Small Business (WOSB)
 - ✓ HUBZone Small Business (HUBZone)
 - ✓ Service-Disabled Veteran-Owned Small Business (SDVOSB)
 - ✓ A qualified organization employing severely disabled individuals
 - ✓ An entity owned and controlled by a Native American tribe
 - ✓ An entity owned and controlled by a Native Hawaiian Organization
 - ✓ A small business concern that:
 - Is a nontraditional defense contractor; or
 - Currently provides goods or services in the private sector that are critical to enhancing the capabilities of the defense supplier base and fulfilling key DoD needs.





AUTHORIZED SUBCONTRACTORS



- Historically Black Colleges and Universities (HBCUs)
- Minority Serving Institutions (MSIs)
- Small Business Development Centers (SBDCs)
- Apex Accelerators (Formerly PTACs)
- Manufacturing Extension Partnerships (MEPs)
- Women Business Centers (WBCs)
- Manufacturing Innovation Institutes (MIIs)





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The Army Mentor Protégé Goals and Objectives



The goal for the Army MPP is to engage industry to shape and expand the small business industrial base to support DoD or the Army's mission.

- The Army MPP is looking for MPAs that:
 - ✓ Directly support a DoD or Army Program of Record, to include but not limited to, reducing development costs and/or sustainment costs of fielded systems;
 - ✓ Increase the likelihood of success in transition and/or commercialization of a DoD or Army developed and licensed technology under a Patent Licensing Agreement (PLA), a technology co-developed under a Cooperative Research and Development Agreement (CRADA), or a technology funded under the Small Business Innovation Research (SBIR), Small Business Technology Transfer (STTR), Rapid Innovation Fund (RIF), or other similar Programs;





How to Get Started



➤ Establish a Counterpart

- ✓ Mentors and Protégés are solely responsible for finding their counterpart.
- ✓ Familiarize yourself with DFARS Appendix I
https://www.acq.osd.mil/dpap/dars/dfars/html/current/appendix_i.htm

➤ Mentor, if not already approved, submit a MPP Mentor Application to DoD OSBP at [MPP Portal \(osd.mil\)](https://www.osbp.mil/)

➤ Mentor Perform Assessment

- ✓ This includes assessing both:
 - Engineering and technical assistance needs
 - General business development assistance needs.
- ✓ Developmental assistance should align with the Protégé's strategic vision.
- ✓ Identify the quantitative and qualitative benefits to DoD, Mentor and Protege
- ✓ Develop technical plan, to include measurable milestones and identification of possible Authorized Subcontractors
- ✓ Determine the Type of Agreement (reimbursable, credit, or hybrid)



How to Get Started Cont'

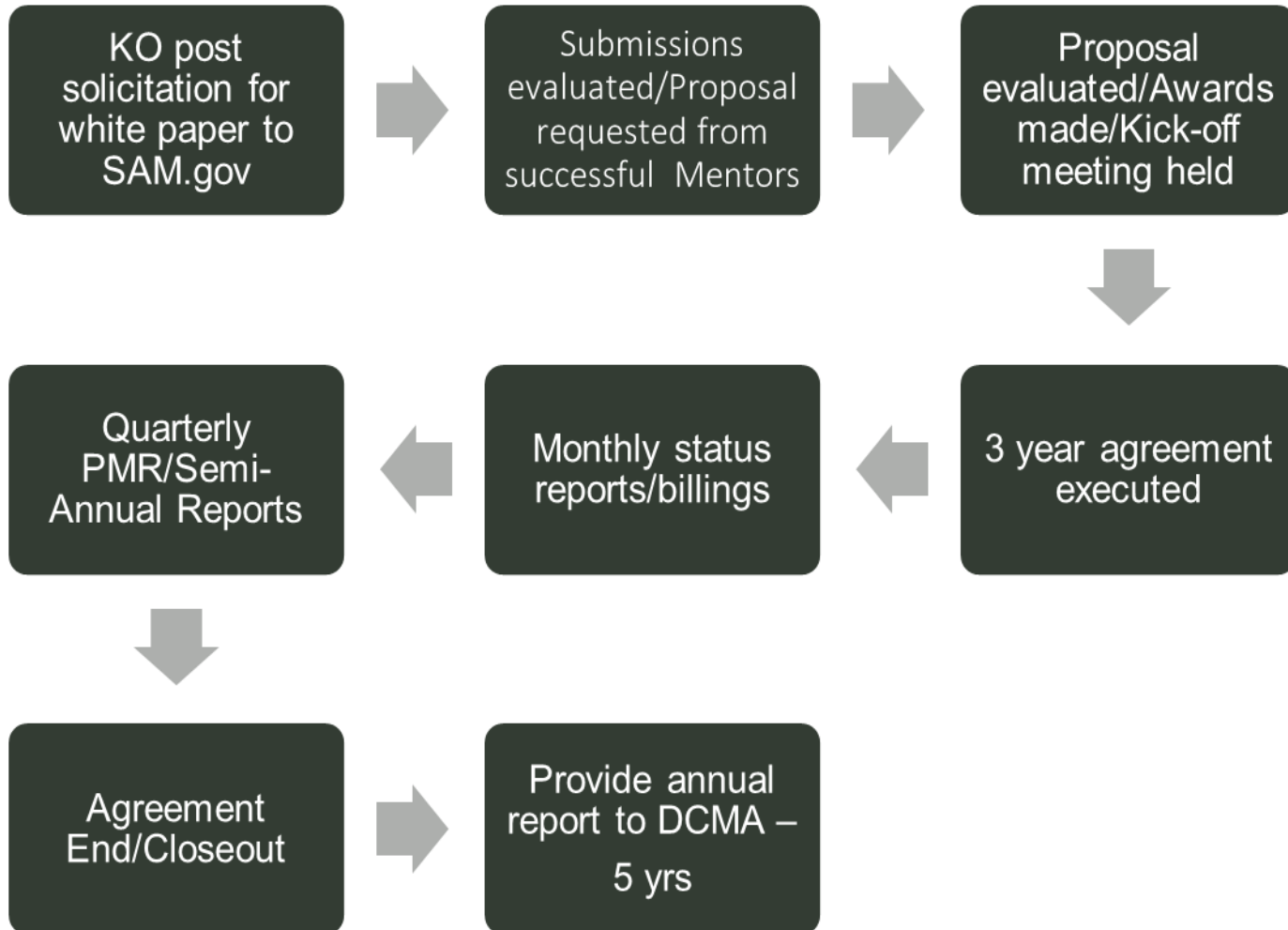


- Mentor respond the solicitation
- Army Solicitation is posted at <https://sam.gov/opp/a2d806ff5b9c4797ac0e1f075f85b6ca/view>
- Keys to Success
 - ✓ Communication
 - ✓ Compatibility
 - ✓ Commitment





Army Process





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Current Focus Areas

- Artificial Intelligence/Machine Learning (supply chain management, logistics coordination, target identifications and simulation)
- Advanced Materials and Manufacturing (additive manufacturing)
- Autonomy (unmanned systems, drones, ground vehicle capabilities)
- Chemical and Biological (detection, defense)
- Cyber (biometric authentication, secure communications)
- Electronics (microelectronics, Very-Large-Scale Integration (VLSI))
- Electronic Warfare (jamming, spoofing)
- Energy
- Human Performance (wearables)
- Immersive (augmented reality, virtual reality, mixed reality)
- Network Technologies (antennas, radio frequency, communications systems)



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Future Focus Areas

- Transparent Battlefield - Capabilities to enable concealment of force location and disposition, mask activities, confuse collection sensor, and deceive threat processes. To include Signature Management, Counter-sensor, and counter-Reconnaissance capabilities.
- Warfighter Network - Integrated network and components/capabilities to operate in near real-time across all domains w/ joint elements, allies, and ADHOC partners. AI-Enabled Network Architecture/protocols; AI-Enabled Zero Trust Architecture/protocols.
- AI Augmented Autonomous Systems - Capabilities to Defeat of enemy employment of autonomous and semi-autonomous capabilities leveraging AI enabled systems.
- Human Machine Teaming - Capabilities that integrate autonomous systems into capability sets in a manner that deliberately leverages the distinct advantages of both manned and unmanned platforms.
- Gaining Decision Advantage - Capabilities that help manage flow of Information & Data about the Environment, Friendly Forces, and enemy to exploit critical enemy Vulnerabilities.





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Future Focus Areas Cont'



- Information Dimension (Ref: Info Dimension IS-ICD) - Capabilities to enable commander's decision making, protection friendly information, inform domestic and international audiences, and influence foreign audiences.
- Energy production, distribution, and/or storage for sustained operation – achieve tactical advantage by exploring new ways to power the battlefield.
- Materials by design leveraging synthetic biology – technology solutions that can enhance protection, provide novel coatings, reduce weight, sense, and respond, corrode, and degrade, and other application dependent material solutions.
- Contested Logistics – Capabilities to enable distributed joint operations while reducing dependency on vulnerable, centralized, in-theater logistics nodes and maximizing the combat power delivered by each strategic lift sortie.





Protégé Pilot Initiative (PPI) Overview



- Established under Pub. L. 117-63, div. A, title VIII, §856 (d), Dec. 23, 2022, 136 Stat, 2726
- Designed to support developmental activities associated with engineering, software development, or manufacturing customization
- Protégé will be responsible for identifying the activities intended to be covered under this reimbursement in coordination with the mentor firm
- Costs eligible for reimbursement under the pilot program shall be within the scope of the existing MPA between the mentor and protégé firms
- All reimbursable expenses must be reasonable, allocable, and allowable under applicable Federal regulations and policies. Current payroll is not an allowable expense





PPI Overview Continued

- Eligibility will be determined based on the nature of the development activities proposed, and the potential impact of the technology on DoD programs or systems
- The mentor/protégé team must submit a proposal outlining the specific development activities specifically related to this reimbursement request
 - ✓ Proposal must demonstrate strategic value and relevance the technology being developed to DoD program requirements
 - ✓ Proposal must provide detailed outline with defined work plans along with associated estimated reimbursement amounts and timelines for each item
- Limited to up to 25% of the annual budget of the respective reimbursable agreement





Protégé Pilot Initiative Overview



- Funding received by the protégé under this pilot has no impact on the data rights of the protégé regarding the technology they are developing
- Proposed amount directly related to supporting the technology developed by the protégé firm for integration into a DoD program or system and will be used exclusively by the Protégé for the project
- Applications will result in a Not to Exceed, Zero Fee line item added to the Mentor's Agreement
- Protégé will be responsible for providing mentor information to respond to DCMA annual review
- Active agreement must have acceptable annual DCMA performance rating



Protégé Pilot Initiative Overview

- Protégé will be subjected to reporting
 - ✓ Monthly status reports on expenditures, milestones, and any additional information (i.e., comments, issues, concerns, successes) will be provided to the mentor

- The mentor assumes **no** liability regarding how the protégé uses the funding
 - ✓ Mentor is expected to review the protégé submission for accuracy, relevancy and reasonableness
 - ✓ Mentor will be required to sign the application along with the protégé firm affirming their endorsement of the submission
 - ✓ Mentors may propose up to an additional up to 3% of the up to 25% pilot costs for the administration of the Protégé's project
 - ✓ Mentor expected to include memo detailing how additional funds will be used

- If the protégé fails to meet milestones after receiving funding, the mentor assumes **no** responsibility





Protégé Pilot Initiative Overview

- The protégé **will not** receive any additional funds until the milestones have been met
- DCMA will evaluate the protégé firm's performance in accordance with what the protégé firm has outlined in their application submission
- Protégé's use of funding must correlate directly to the milestones in the protégé pilot initiative submission
- Protégé use of funds has no overall bearing/impact to the mentor-protégé agreement's risk rating that is given by DCMA





Current Participants





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Questions



BE ALL YOU CAN BE



CONTACT INFORMATION



Website: <https://www.army.mil/osbp>