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# The All Small Mentor-Protégé Program (ASMPP)

# Hosts

**Christopher Eischen, Procurement Center Representative SBA Office of Government Contracting, Area IV, Kansas City, MO**

**Gwen Davis, Procurement Center Representative  
SBA Office of Government Contracting, Area IV, Minneapolis, MN**

# Welcome to “SBA Virtual Learning 2019”

1. Questions answered during the final 10 minutes.
2. Technical problems: *Contact the moderator with a note in the chat box* or call the AT&T Support Desk at 1-888-796-6118.
3. Page numbers stated for those working off hard copies of the program.
4. We cover the “SBA Quick Reference” as time allows.
5. For more SBA training visit the SBA Learning Center website <https://www.sba.gov/tools/sba-learning-center/search/training>

# Association of Procurement Technical Assistance Centers (APTAC)

Procurement Technical Assistance Centers are a vital resource partner.

- **APTAC posts past “First Wednesday” programming at this link:**  
<http://www.aptac-us.org/for-contracting-officers-sba-webinar-library/>
- **Contracting officer resources: “How PTACs partner with federal agencies”:**  
<http://www.aptac-us.org/federal-partners/>
- **Find your nearest Procurement Technical Assistance Center at**  
<http://www.aptac-us.org>

# FIRST WEDNESDAY VIRTUAL LEARNING SERIES

## 2019 SCHEDULE

1:00 to 2:00 Central Time

FY 2019	Date	Topic
1	October 3, 2018	Understanding the Non-Manufacturer Rule
2	November 7, 2018	Size and Affiliation
3	<del>December 5, 2018</del>	*National Day of Mourning*
4	<del>January 9, 2019</del>	*Government Shutdown*
5	February 13, 2019	Certificate of Competency (COC) Program
6	March 6, 2019	Market Research
7	April 3, 2019	8(a) Program
8	May 8, 2019	Joint Ventures
9	June 5, 2019	Legislative & Regulatory Update
10	July 10, 2019	Service Disabled Veteran Owned (SDVOSB) Program
11	August 14, 2019	All Small Mentor Protégé Program

The FY20 schedule will commence on October 2, 2019

## One Continuous Learning Point

**Self-service:** Using the PowerPoint that was sent with your invitation for this training event, fill in your name on the certificate slide and save. Download the certificate and print for your records. You submit your request for training credit IAW your agency policy, i.e. FAITAS.

**Phoning in only:** If you listen in groups and you want all attendees to be included on the future mailing list, send email addresses of participants in an excel document to [sbalearning@sba.gov](mailto:sbalearning@sba.gov).

# “SBA 1st Wednesday Virtual Learning 2019”

This Certificate is awarded to

**Insert Your Name Here**

For completion of

## The All Small Mentor-Protégé Program

This training seminar may be credited towards “Continuous Learning Points” as described in OFPP Policy Letter 05-01.  
Recommendation of One CLP.



Pamela J. Beavers  
Director, Area IV  
SBA Office of Government Contracting

08/14/2019

DATE



# Today's Speaker

**Lori Gillen**

**Director, All Small Mentor Protégé Program**

**Office of Government Contracting and Business Development**

**U.S. Small Business Administration**



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# The All Small Mentor-Protégé Program (ASMPP)

# OUTLINE



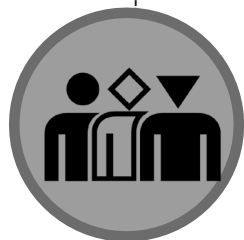
# BACKGROUND



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# History

# 1998



**8(a) mentor protégé  
program is initiated.**

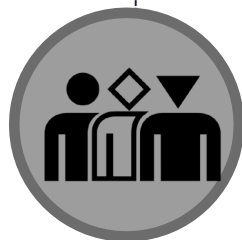


**Jobs Act and NDAA authorize ASMPP.**

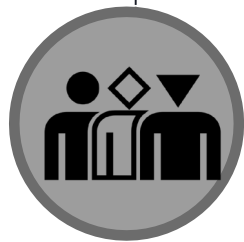
**1998**

**2013**

**2010**

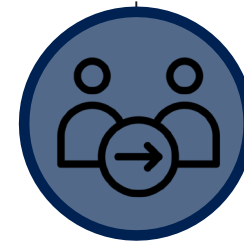


1998



2013

2010



**ASMPP  
launched.**

2016





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**Help small firms gain experience  
accessing & winning federal contracts  
through formal partnerships with  
experienced firms.**



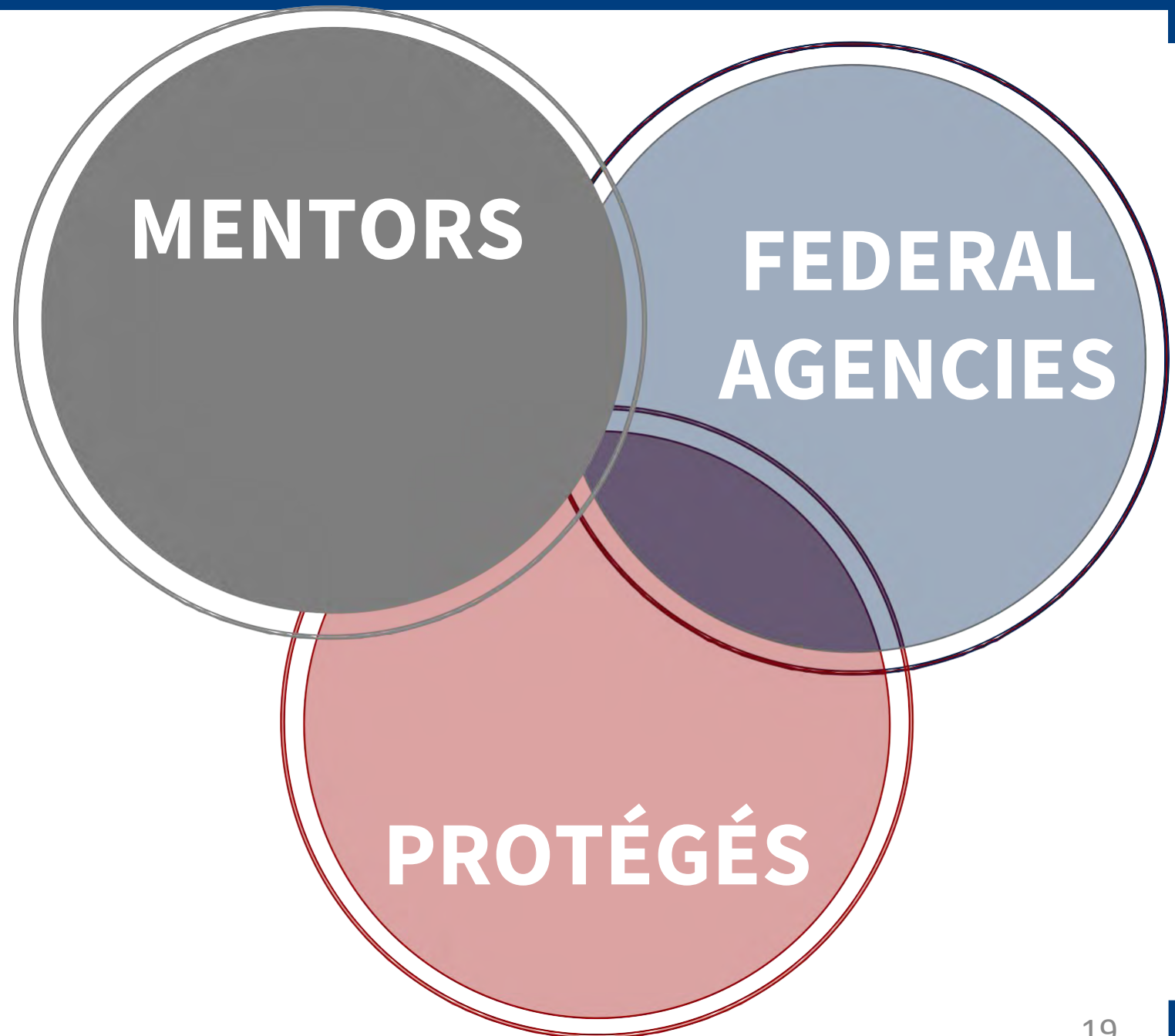
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# Who Benefits?

## **MENTORS:**

**Strengthen  
supply chain**

**Contracts via  
JV's with  
exclusion from  
affiliation**

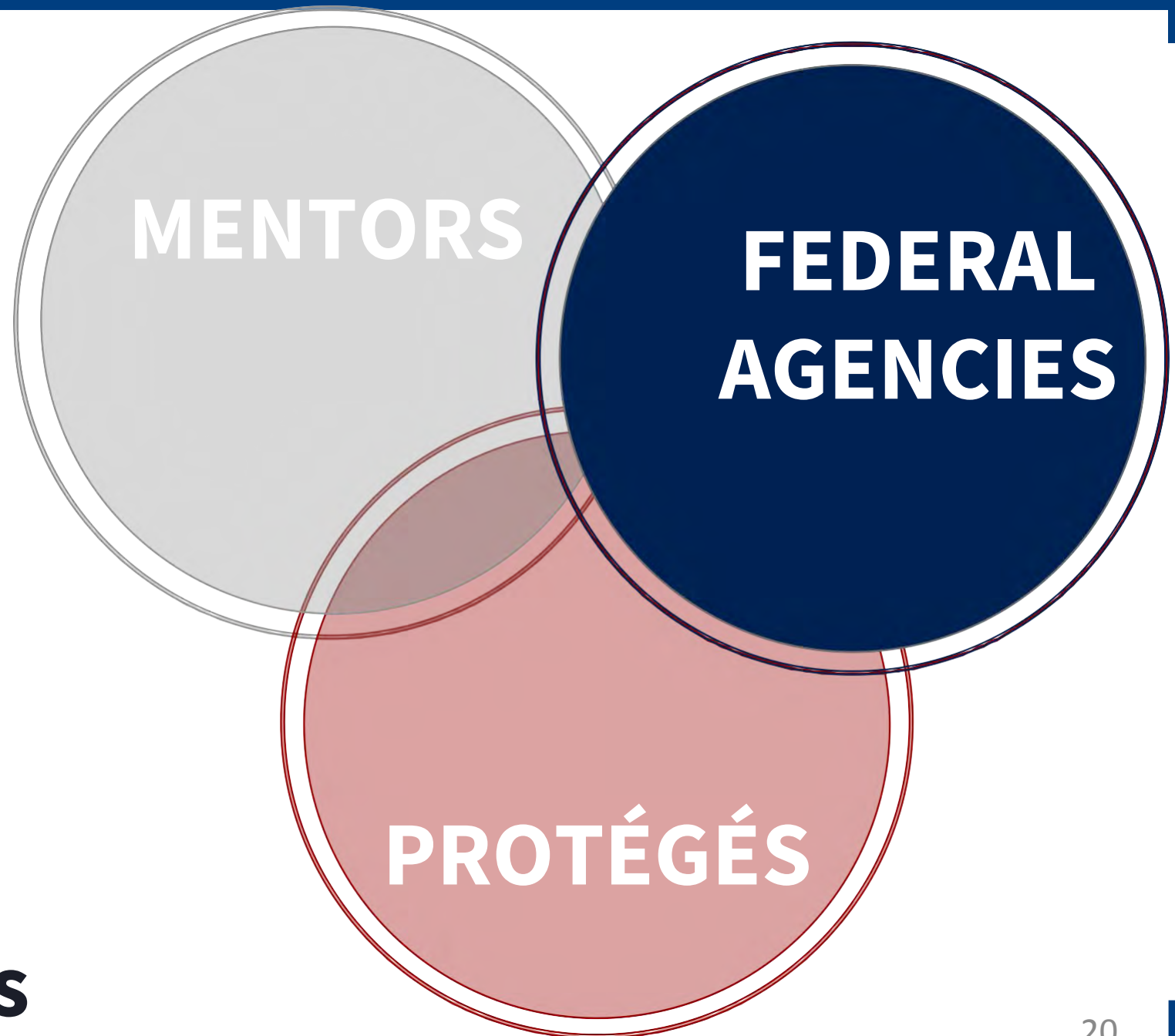


# AGENCIES:

**Meet Scorecard goals**

**Expand pool of capable small businesses**

**Smoother transitions for small businesses**

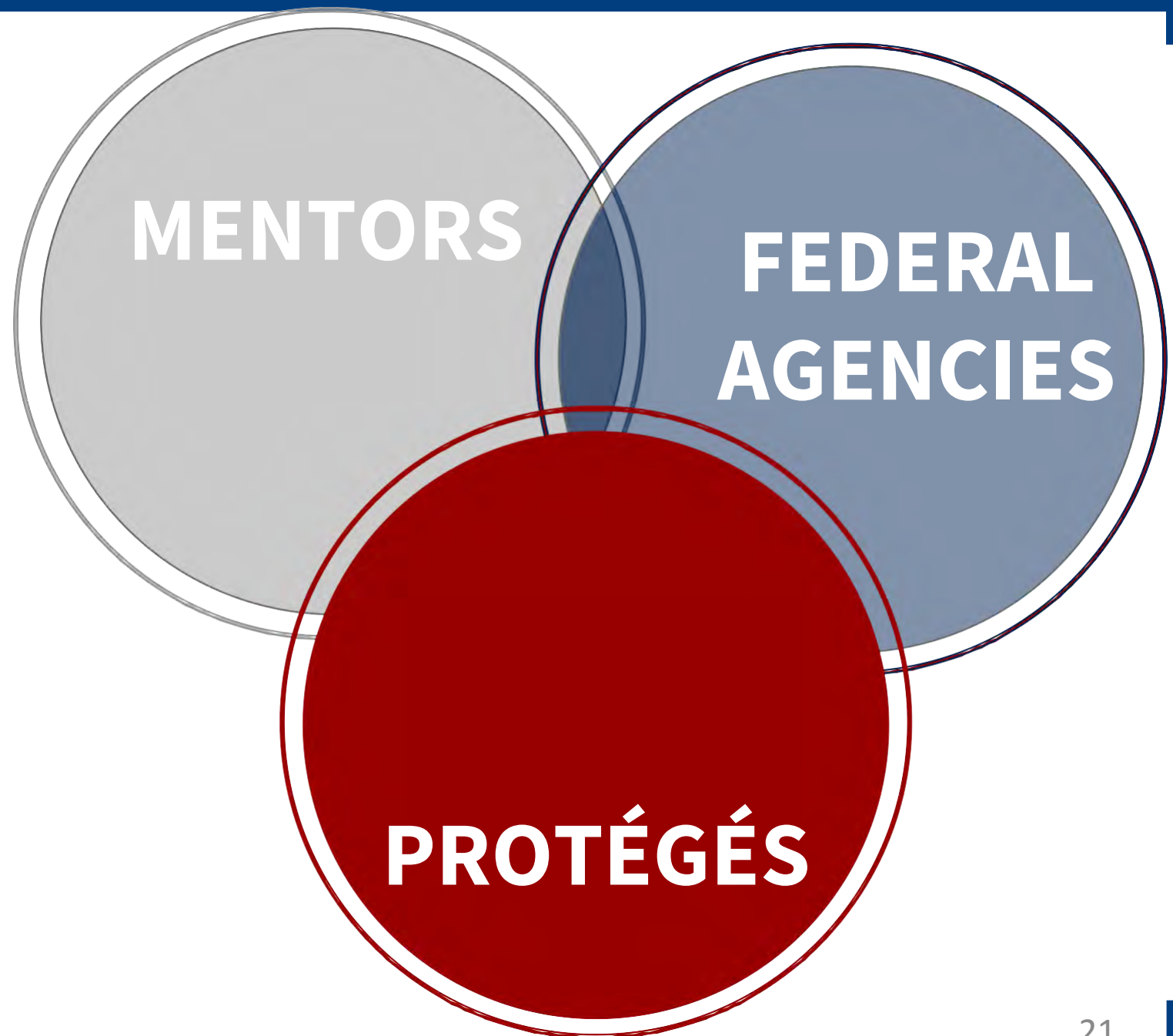


# **PROTÉGÉS:**

**Business  
development  
assistance**

**Subcontracts**

**Joint Venture  
performance**





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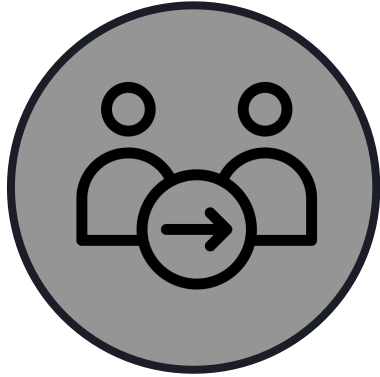
# Protégé benefits



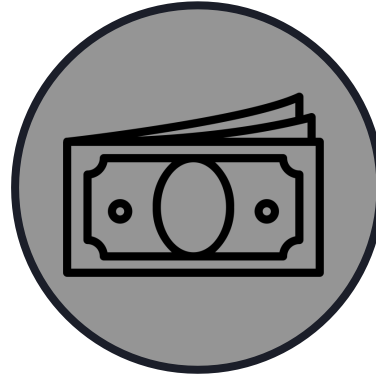
**Business Development**

**Protégé receives  
guidance from  
mentor.**

# SUPPORT FROM MENTORS



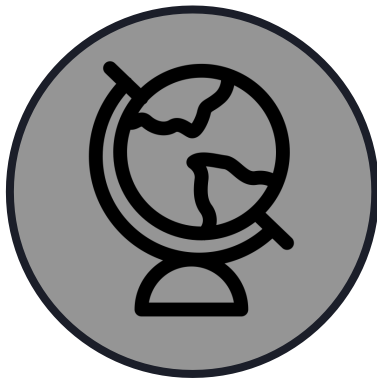
MANAGEMENT &  
TECHNICAL ASSISTANCE



FINANCIAL  
ASSISTANCE



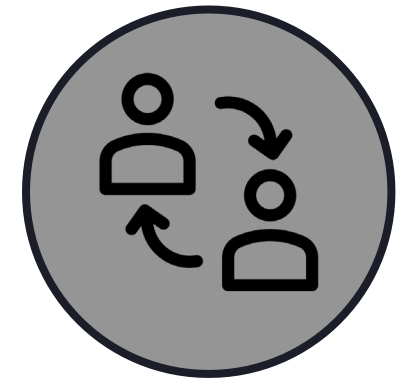
CONTRACTING  
ASSISTANCE



INTERNATIONAL TRADE  
EDUCATION



BUSINESS DEVELOPMENT  
ASSISTANCE



ADMINISTRATIVE  
ASSISTANCE





**Subcontracts**

**Business Development**

**Protégé performs  
on contracts for  
Mentor.**



**Joint Ventures**

**Subcontracts**

**Business Development**

**Protégé and  
Mentor form  
Joint Venture  
that qualifies as a  
small business.**



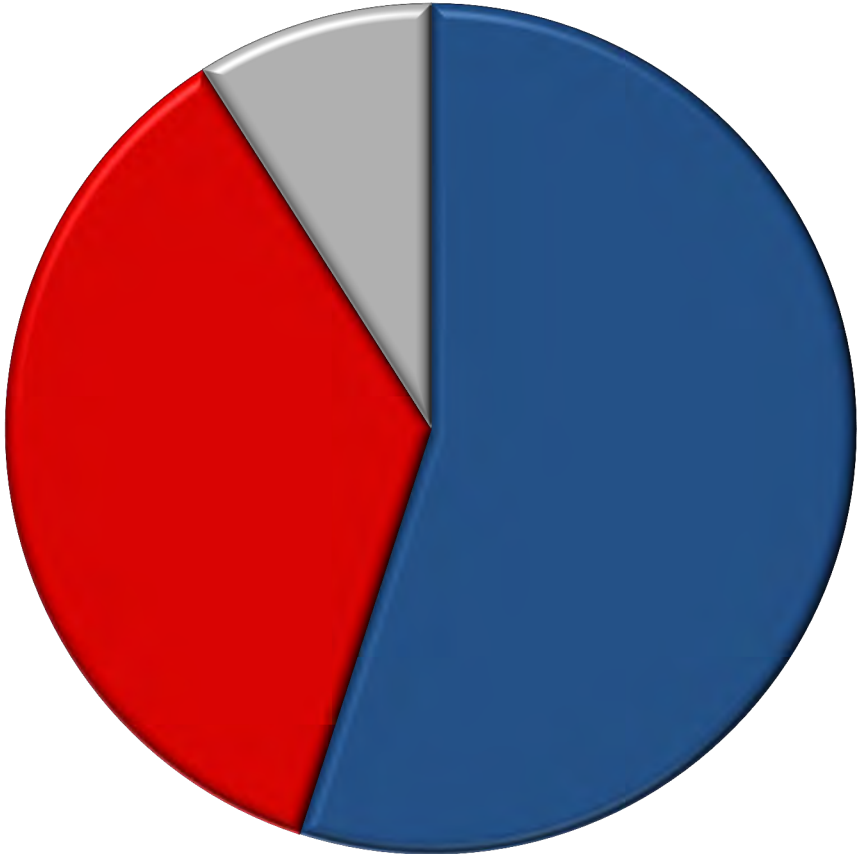
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# End result?

**Protégé expands capacity  
to bid independently.**

# INDEPENDENT BIDS

9% pending



55% won

36% lost

# ELIGIBILITY



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# Am I eligible?



**FOR-PROFIT BUSINESS**



**NO DETERMINATION OF AFFILIATION**



**SMALL FOR NAICS CODE**



**NO MORE THAN 40% EQUITY FROM MENTOR**



**NO MORE THAN TWO MENTORS IN A LIFETIME**



**NO MORE THAN THREE PROTEGES AT ANY ONE TIME**





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# The application process

## 5 STEPS:

**1 SELECT YOUR MENTOR**

**2 REGISTER IN SAM**

**3 TAKE ONLINE TUTORIAL**

**4 GATHER DOCUMENTS:**

- SIGNED MPA
- PROTÉGÉ BUSINESS PLAN
- COPIES OF OTHER MPAS
- PROOF OF EXPERIENCE IN SECONDARY NAICS (if applicable)

**5 APPLY THROUGH CERTIFY**

# FOR 8(A) TRANSFERS:

**1** FILL OUT ADDENDUM

**2** GATHER DOCUMENTS:

- EXISTING MPA
- ANNUAL REVIEW LETTER

**3** APPLY THROUGH  
CERTIFY

**SINCE ASMPP BEGAN IN 2016, SBA  
HAS APPROVED MORE THAN**

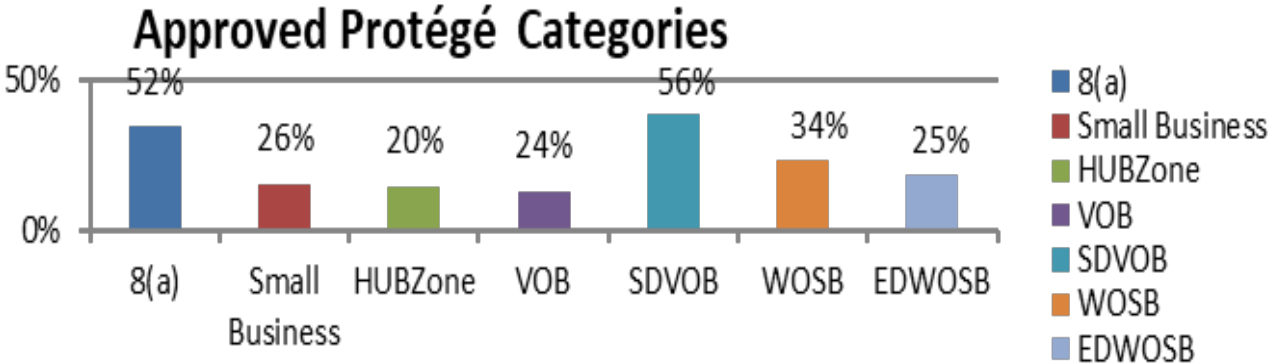
**935**

**MENTOR PROTÉGÉ AGREEMENTS**

# PROTÉGÉ SNAPSHOT

Major Categories for MPA's		
NAICS Code	Top Industry Categories	# of Approved Firms with NAICs
236220	Comm/Inst Construction	84
541330	Engineering Services	69
541611	Admin Management/Consulting	67
541511	Custom Computer Prog.	54
541512	Computer Systems Design	34
541519	Other Computer Related	33
541990	Other Professional, Scientific, Tech	18
236220(sec)	Comm/Inst Construction	17
562910	Remediation Services	17
561210	Facilities Supports Services	12

Top 10 District Office for MPAs	
Washington DC	173
Baltimore	44
Alabama	33
South Florida	32
Richmond	32
North Florida	32
Georgia	30
San Antonio	25
Alaska	20
Kansas City	15





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# Maintaining Eligibility

## **- PROTEGES MUST:**

**Submit annual reports**

**Demonstrate material or developmental benefits**

**Submit quarterly financial reports and Certificate of Compliance for JV's**

## **- MENTORS MUST:**

**Provide meaningful assistance, as described in agreement**

# **SBA RESERVES THE RIGHT TO:**

**Terminate the agreement for noncompliance if the mentor hasn't provided proper assistance**

**Renew the agreement for an additional three years upon expiration after the initial three years**



# RESOURCES



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# Guiding Regulations

# JOINT VENTURES

- **ASMPP JVs are eligible to joint venture as a small business and assume the identity of the Protégé for any Federal government prime contract or subcontract.** (13 CFR 121.103 (3)(ii)), 13 CFR 125.8, 13 CFR 124.513 (8a), 125.18(SDVOSBC), 126.616 (HUBZone), 127.506 (WOSB/EDWOSB))
- **ASMPP JVs are granted exclusion from affiliation** 13 CFR 121.103 (3)(ii)
- **Procuring activities must consider work done individually** by each partner to the joint venture as well as any work done by the joint venture itself. (13 CFR 125.8(e))
- **MPA approval** required prior to JV bid on award
- **ASMPP does not review or approve JVs**
- **SBA District Offices review and approve** all JVs for 8(a) contracts regardless of whether the MPA was approved via the 8(a) or ASMPP programs

**All Small Mentor-Protégé Program**

13 CFR 125.9

**SBA Size Regulations**

13 CFR 121

**HUBZone Program**

13 CFR 126.6

**SBA Certificate of Competency**

13 CFR 125.5

**SBA Prime Contracting**

13 CFR 125.2

**Non-manufacturer rule**

13 CFR 121.406(b)

**Service-Disabled Veteran**

13 CFR 125.15(b)

**8(a) and SDB Regulations**

13 CFR 124.5

**Small Disadvantaged Business**

13 CFR 124.1002(f)

**WOSB Program**

13 CFR 127

**SBA Subcontracting**

13 CFR 125.3

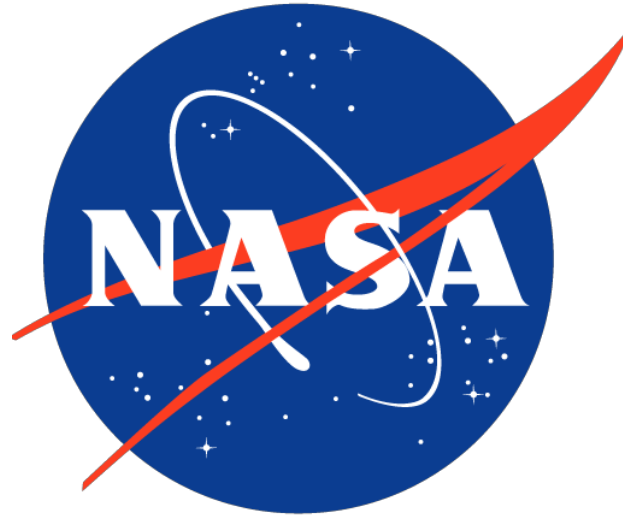
**Limitations on subcontracting**

13 CFR 125.6



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# Other Federal Mentor Protégé Programs





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# Additional Support

**1**

**SBA Learning Center**

<https://www.sba.gov/learning-center>

**2**

**SBA Resource Partners & District Offices**

<https://www.sba.gov/tools/local-assistance>

**3**

**ASMPP Team**

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



# PROTÉGÉ OUTCOMES

- ✓ **250,000** hours of support
- ✓ **2,714** FTE's added
- ✓ **\$129** million in subcontracts
- ✓ **390** JV's formed
- ✓ **55%** of independent bids won