



U.S. Small Business  
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# **The All Small Mentor-Protégé Program (ASMPP)**

**First Wednesday Virtual Learning Series 2020**

## Hosts

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

**Charles Mason, Procurement Center Representative  
SBA Office of Government Contracting, Area IV,  
Omaha, NE**

# Welcome to “SBA Virtual Learning 2020”

1. Questions answered during the final 10 minutes.
2. Technical problems: Contact the moderator with a note or call AT&T Support Desk at 301-250-7202.
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.

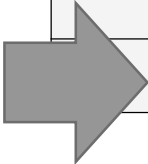
- APTAC posts past “First Wednesday” programming at this link: <http://www.aptac-us.org/for-contracting-officers-sba-webinar-library/>
- Contracting officer resources: “How PTACs partner with federal agencies”: <http://www.aptac-us.org/federal-partners/>
- Find your nearest Procurement Technical Assistance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

# FIRST WEDNESDAY VIRTUAL LEARNING SERIES

## FY 2020 SCHEDULE

**1:00 to 2:00 PM Central Time**

<b>FY 2020</b>	<b>Date</b>	<b>Topic</b>
1	October 2, 2019	Size & Affiliation
2	November 6, 2019	Understanding the Non-Manufacturer Rule
3	December 4, 2019	Subcontracting Plans (pre-award)
4	January 8, 2020	Surveillance Reviews
5	February 5, 2020	Historically Underutilized Business Zone (HUBZone) Program
6	March 4, 2020	Certificate of Competency (COC)
7	April 1, 2020	Regulation Updates
8	May 6, 2020	Market Research & SBA Points of Contact
9	June 3, 2020	Women Owned Small Business (WOSB) Program
10	July 1, 2020	Procurement Center Representative (PCR) functions
11	August 5, 2020	All Small Mentor Protégé Program



The program schedule is for information only and is subject to change.

# 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 2020”

This Certificate is awarded to

**Insert Your Name Here**

For completion of

## The All Small Mentor-Protégé Program (ASMPP)

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

08/05/2020

DATE



# Today's Speaker

**KA Perkins**  
**ASMPP Deputy Director**  
**Office of Government Contracting and Business Development**  
**U.S. Small Business Administration**



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Overview of SBA's Mentor-Protégé  
Programs for Contracting Professionals



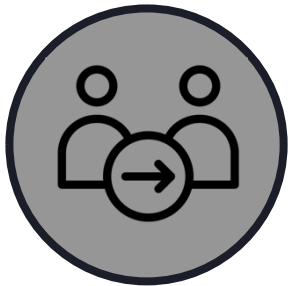
# OVERVIEW



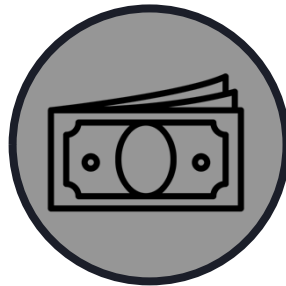
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# Benefits

## SUPPORT FROM MENTORS



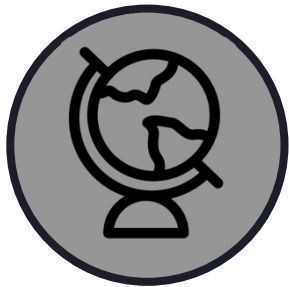
MANAGEMENT &  
TECHNICAL ASSISTANCE



FINANCIAL  
ASSISTANCE



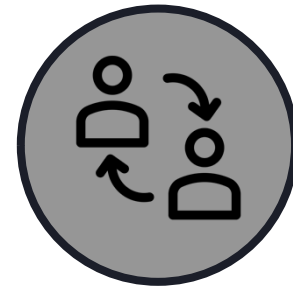
CONTRACTING  
ASSISTANCE



INTERNATIONAL TRADE  
EDUCATION



BUSINESS DEVELOPMENT  
ASSISTANCE



ADMINISTRATIVE  
ASSISTANCE



**Business Development**

Protégé receives  
**guidance** from  
mentor.

**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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# The End Result

**Protégé expands capacity  
to bid independently.**



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

**1278**

**MENTOR PROTÉGÉ AGREEMENTS**



# ELIGIBILITY



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# Final Rule

## **CONSOLIDATION OF MENTOR PROTÉGÉ PROGRAMS**

- ANNULMENTS FOR TERMINATIONS W/IN FIRST 18 MONTHS**
- MENTOR'S GOOD CHARACTER NOT REQUIRED IN EVERY INSTNCE**
- MENTORS CANNOT SUBMIT COMPETING OFFERS**
- NO MORE THAN 40% EQUITY FROM MENTOR**

- NO LIMIT TO MENTORS W/ REVENUES LESS THAN \$100M**
- PROTÉGÉS FROM PUERTO RICO MAY HAVE UP TO FIVE MPA'S**
- ELIMATE RECONSIDERATIO NS**

## **CONSOLIDATION: JOINT VENTURES**



**NO JV APPROVAL  
FROM SBA, INCLUDING  
COMPETITIVE 8(A) JV**



**JV MAY RECEIVE  
UNLIMITED  
CONTRACTS IN TWO-  
YEAR PERIOD – NO  
MORE 3-IN-2 RULE**



**FACILITY SECURITY  
OFFICERS MAY BE  
ADMINISTRATIVE  
PERSONNEL**



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



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# ASMPP Eligibility





**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

## PREPARE AHEAD

### 1 SELECT YOUR MENTOR

### 2 REGISTER IN SAM

### 3 APPLY THROUGH CERTIFY

### 4 ALLOW 105 DAYS

### 5 REMAIN RESPONSIVE

- ✓ CHECK YOUR INBOX & SPAM
- ✓ RESPOND QUICKLY

- ✓ RESPOND QUICKLY
- ✓ CONTACT US FOR RECONSIDERATIONS

- ✓ 15 DAYS FOR SCREENING
- ✓ 90 DAYS FOR PROCESSING
- ✓ SUBMIT A CLEAN CASE
- ✓ CONTACT US FOR RECONSIDERATIONS

**FOR 8(A)  
TRANSFERS:**

**1 FILL OUT ADDENDUM**

**2 GATHER DOCUMENTS:**

- EXISTING MPA
- ANNUAL REVIEW LETTER

**3 APPLY THROUGH  
CERTIFY**



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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**



# JOINT VENTURES



## JOINT VENTURE BASICS

- **MPA approval** required prior to JV bid on award
- ASMPP does **not review or approve JVs**
- **SBA District Offices approve JVs for 8(a) contracts**
- MPA JVs are granted **exclusions from affiliation**
- MPA JV contracts awards are limited to the 3-in-2 rule
- 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.
- Protégé firms must perform at least 40%, Mentor firms may perform up to 60%



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# Verifying Eligibility

## BEST PRACTICE FOR VERIFYING ELIGIBILITY



**COPY OF WELCOME LETTER**



**ACTIVE LIST OF MENTOR-PROTÉGÉ AGREEMENTS**



**CONTACT US**



While all three options are good ways to verify eligibility, **a welcome letter alone or even the active list of MPAs may not capture a recent termination** – by either the participants or SBA. If you are in doubt about whether an MPA is still active, please contact us at [allsmallmpp@sba.gov](mailto:allsmallmpp@sba.gov) or [kanika.perkins@sba.gov](mailto:kanika.perkins@sba.gov) to ensure up-to-date verification.



# RESOURCES



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# Guiding Regulations

**Under what circumstances can a joint venture be awarded an 8(a) contract?**

13 CFR 124.513

**What requirements must a joint venture satisfy to submit an offer for a procurement or sale set aside or reserved for small business?**

13 CFR 125.8

**What are the rules governing SBA's small business mentor-protégé program?**

13 CFR 125.9

**What requirements must an SDVO SBC meet to submit an offer on a contract?**

13 CFR 125.18

**What requirements must a joint venture satisfy to submit an offer and be eligible to perform on a HUBZone contract?**

13 CFR 126.616

**May a joint venture submit an offer on an EDWOSB or WOSB requirement?**

13 CFR 127.506

**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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# ASMPP Support



**1**

**ASMPP Site**

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

**2**

**Active List of ASMPP MPAs**

<https://www.sba.gov/document/support-active-mentor-protege-agreements>

**3**

**Joint Venture Guide**

<https://www.sba.gov/document/support--mentor-protege-program-joint-venture-agreement-guide>



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# Questions

**1**

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**2**

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**3**

**ASMPP Acting Director**

stanley.jonesjr@sba.gov

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