

PITTSBURGH 2019

APRIL 16-18, 2019

Department of
Energy's Mentor-
Protégé Program –
Consolidated Nuclear
Security, LLC

Lisa Copeland
Y-12 Small Business Program Manager
Consolidated Nuclear Energy, LLC

New American Energy Era



18th Annual DOE Small Business Forum & Expo
APRIL 16 – 18, 2019 | PITTSBURGH, PA

Mentor-Protégé Program Purpose (DEAR 919.7001)

- The Department of Energy (DOE) encourages major DOE prime contractors to assist small businesses in enhancing their capabilities to perform contracts/subcontracts for DOE and other federal agencies
- The objective of the Mentor-Protégé Program is to:
 - promote long-term business relationships between the prime contractor and the small business
 - increase opportunities for the small business to receive federal government contracts

Protégé Category Eligibility (DEAR 919.7003)

- 8(a) Certified Small Business
- Small Disadvantaged Business
- Women-Owned Small Business
- Service-Disabled Veteran-Owned Small Business
- Historically Black Colleges & Universities (HBCUs)
- Other Minority Institutions of Higher Learning

Protégé Eligibility (DEAR 919.7007)

- Must be eligible to receive government contracts
- Must be in business at least two years
- Must be small in the North American Industry Classification System (NAICS) for the services or supplies provided
- In good faith - written representations
- Allowed only one mentor

Types of Developmental Assistance (DEAR 919.7011)

- Management guidance
- Financial management
- Organizational management
- Overall business management planning
- Business development
- Marketing assistance
- Engineering and other technical assistance
- Progressed payments based on costs
- Rent-free use of facilities and equipment
- Temporary assignment of mentor personnel for training purposes

Benefits to the Protégé

- Improved overall company efficiency and effectiveness
- Increased technical and business capabilities
- Enhanced industrial competitiveness
- Improved financial education and stability
- Increased numbers of subcontract awards
- Expanded capabilities that make the protégé a competitive subcontractor for DOE/NNSA or other federal agencies and commercial markets
- Establishment of a relationship with CNS to serve a long-term purpose

Qualities of a Protégé

- Cooperative and communicative
- Open to constructive feedback
- No hidden agendas
- Committed
- Not expecting handouts
- Willing to take on initiatives
- Partnering attitude
- Willing to work with other protégés

Mentor Eligibility (DEAR 919-7008)

A prime contractor performing under a DOE contract with at least one subcontracting plan

Incentives For the Mentor (DEAR 919-7006)

- Mentor firms may earn award fees associated with their performance as a mentor
- Mentors may receive credit for subcontracts awarded pursuant to their Mentor-Protégé Agreements toward subcontracting goals
- Costs incurred by a mentor to provide developmental assistance are allowable
- Mentors are allowed multiple protégés

Benefits to the Mentor

- Strategic teaming relationships - opportunities to pursue sole source, joint ventures, and set-aside work with the protégé
- Development of reliable subcontractors and/or suppliers
- Filling a technical need by using a protégé rather than developing the in-house capacity
- Protégés to other DOE mentors are available for non-competitive awards
- Develop long-term business relationships with qualified small businesses

Expectations of a Mentor and Protégé

- Participate in the development and implementation of the delivery/action milestone log
- Attend kick-off meeting
- Attend progress and planning sessions (recommend monthly)
- Work to identify subcontracting opportunities within CNS
- Identify contracting and bid opportunities outside of CNS
- Complete required status reports (semi-annual)
- Communicate problems or areas of concern

Expectations of a Mentor and Protégé (cont.)

- Conduct problem-solving sessions when necessary
- Maintain confidentiality of sensitive information
- Attend training classes when offered
- Work diligently to complete tasks on activity logs/action plans
- Learn Procurement personnel and process

Why Have a Mentor-Protégé Program

- Critical voids in key operational areas
- Outreach
- Corporate citizenship
- Relationship building
- Discovering expertise of institutions/companies
- Forming consulting relationships with university faculty expertise
- Gain new ideas, insights, cost savings, and perspectives
- DOE requirement

CNS Selection Process

- Application
- Selection process
 - Size standard / company size
 - Company age / gross revenues
 - Degree of assistance / expertise needed by CNS
 - Benefit to CNS / reasonable staff experience
 - Previous subcontracts (not a requirement) / local presence
 - Q Clearances / FOCI
 - QA program / square footage
- Mission match
- Mentor availability (CNS solicits technical mentor)
- Approvals

Implementing a Successful Program

- Management support
- Diligent selection process – the most important aspect of the process
- Development of a solid agreement, including the Milestone Delivery Log
- Standardize the system
- Frequent monitoring of each agreement
- Careful selection and education of mentors
- Monitor success or failure of the agreements
- Conduct training modules

Lessons Learned

- Overcommitted mentors
- Uncommitted protégé
- Unrealistic expectations on behalf of the protégé
- Changes in personnel
- Lack of communication
- Importance of the selection process
- Capabilities mismatch
- Companies with minimum staff and infrastructure
- Lack of local presence (there are exceptions)
- Capabilities that may conflict with other existing agreements

Mentor Protégé Status

Mentor Protégé Agreements with Two Companies

- Hatfield Construction LLC
- SAMES, Inc.

Base: two years

Options: three one-year options

Session Evaluations



USD E'19



Reminder

Please complete the Speaker/Session Evaluation Form located in the Mobile App!

Questions?

Lisa Copeland
Small Business Program Manager
Contractor to the Department of Energy
Socioeconomic Programs Office
lisa.copeland@cns.doe.gov
Telephone: (865) 576-2090

Booth # 85

Disclaimer

This work of authorship and those incorporated herein were prepared by Consolidated Nuclear Security, LLC (CNS) as accounts of work sponsored by an agency of the United States Government under Contract DE-NA0001942. Neither the United States Government nor any agency thereof, nor CNS, nor any of their employees, makes any warranty, express or implied, or assumes any legal liability or responsibility to any non-governmental recipient hereof for the accuracy, completeness, use made, or usefulness of any information, apparatus, product, or process disclosed, or represents that its use would not infringe privately owned rights. Reference herein to any specific commercial product, process, or service by trade name, trademark, manufacturer, or otherwise, does not necessarily constitute or imply its endorsement, recommendation, or favoring by the United States Government or any agency or contractor thereof. The views and opinions of authors expressed herein do not necessarily state or reflect those of the United States Government or any agency or contractor (other than the authors) thereof.