

PITTSBURGH 2019

APRIL 16-18, 2019

Department of Energy's Mentor-Protégé Program

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U.S. Department of Energy

New American Energy Era



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

Presentation

- Overview of the Department of Energy's (DOE's) Mentor-Protégé Program (MPP)
- Mentor and Protégé Relationship Benefits
- Successes
- Eligibility for Participation
- Identifying a Mentor

Please hold questions until the end of the presentation. Thank you!

DOE MPP Overview

- DOE's MPP is designed to foster long-term business relationships to increase the overall DOE prime and subcontracts between small business entities and DOE prime contractors.
- Through technical, managerial and administrative assistance provided by the mentor, participants are afforded the opportunity to enhance their capabilities to more successfully perform and compete for DOE prime and subcontract contracts.

Socioeconomic Focus

Currently, the program has a focus on the following small business types:

- 8(a) certified & Small Disadvantaged Businesses
- Service Disabled Veteran Owned Small Business (SDVOSB) & Veteran Owned Small Business (VOSB)
- Woman Owned Small Businesses
- HUBZone Certified Small Businesses
- Historically Black Colleges and Universities (HBCU's)

MPP Developmental Mentoring Activities

List of Developmental areas that Mentors typically provide assistance:

- Technical Assistance
- Business Development
- Business Planning and Strategy
- Business Management Guidance
 - Information Technology
 - Equipment Operating and Capital Leases
 - Quality Assurance

Benefits of the DOE MPP – Mentors

- Introductions to small businesses with critical skills & sought after products
- Ability to award non-competitive subcontracts to any DOE Protégés
- May receive credit for awarding subcontracts to Protégé's toward subcontracting goals
- Develop Protégés around the mentors business model and practices
- Develop very beneficial business relationships that far exceed the term period of the agreement

Benefits of MPP Program – Protégés

- Participation in developmental experiences to increase technical knowledge, develop new skills and proficiencies in performance to become more competitive
- Eligible to receive a noncompetitive subcontracts from Mentors
- Establishing a successful performance history that could be documented & utilized when proposing on federal prime and subcontracting opportunities
- Possible introductions to other DOE prime contractors that may be able to utilize similar services or products of the Protégé

DOE MPP Successes

- 31 Protégés participated in the MPP during FY 2018 vs 28 in FY 2017
- 16 new agreements since FY 2018 with 2 more pending approval
- Almost 2/3 of protégé's were awarded subcontracts in FY 2018
- Many protégés were awarded federal prime contracts during FY 2017 – FY 2018
- Every year, the DOE selects a Protégé and Mentor of the Year for outstanding achievement who gets recognized at the DOE Small Business Forum & Expo

Mentor Eligibility Requirements

- Active Prime contract with DOE
- Favorable financial health, including profitability for at least the last two (2) years.
- Federal contractor in good standing
- At least one (1) negotiated subcontracting plan as required by Federal Acquisition Regulation, Chapter 19.7

Protégé Eligibility Requirements

- Must be a certified small business entity or a minority institution of higher learning
- In business a minimum of two (2) years
- Eligible to receive a Government contract
- One mentor at a time with DOE
- Able to certify as a small business according to the NAICS Code for the services or supplies to be provided

Identifying a Mentor or Protégé

- **Mentor and Protégé firms are responsible for selecting each other as a Mentor or Protégé**

Possible Resources

- DOE/NNSA Site Facility Management Contracts (online)
- DOE Small Business Program Manager Directory – (M&O/ Lab)
- FPDS-NG – <https://www.fpds.gov>
- Small Business Expos and Tradeshows
- Existing Business Relationships
- DOE OSDBU Website & <https://www.energy.gov>

Identifying a Mentor

- ***What can you do today?***
 - Seek out the Small Business Program Managers or other personnel from the DOE Prime Contractors participating in the event
 - Visit exhibit booths of both DOE active and past protégés and ask questions.
 - Matchmaking – if you are participating , ask the buyer about MPP even if you are there to discuss possible subcontracts.

HUBZone Small Business Event

May 14, 2019

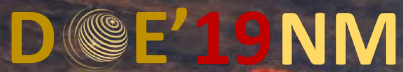
Richland, WA

Agenda:

- Procurement Opportunities
- Matchmaking and Networking
 - ✓ Registration on a first come, first serve basis
 - ✓ Bring a Valid Photo ID

Registration Open: <https://www.energy.gov/osdbu/events/2019-hanford-hubzone-small-business-event>



The logo for the event, featuring the letters 'D', 'O', and 'E' in yellow, a stylized globe icon, and the text 'E'19NM in red and yellow.

DOE'19NM

A scenic photograph of a desert landscape at sunset or sunrise. A large, jagged rock formation, likely Shiprock, is illuminated with warm orange and red light. The sky is a mix of blue and orange, with wispy clouds. The foreground shows a flat, arid plain with sparse vegetation.

**U.S. Department of
Energy (DOE)
Summer '19
New Mexico
Small Business Expo
AUGUST 6 - 7, 2019**

<https://www.smallbusiness.energy.gov>

Where the Department of Energy Puts Small Businesses to Work
Albuquerque Marriott – 2101 Louisiana Blvd NE, Albuquerque, NM 87110

Session Evaluations

Reminder:

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

Thank you!



USD E'19



Questions?

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OSDBU Booths# 32 and 33