

Department of Energy's Mentor-Protégé Program

Mark Lochbaum
Mentor Protégé Program Manager
Office of Small and Disadvantaged Business
Utilization
U.S. Department of Energy

Presentation

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

Reminder - 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 as a developmental activity
- 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 possible 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 Protégés in FY 2017
- 18 new Mentor Protégé Agreements (MPA) since FY 2018
- 2/3 of protégé's were awarded DOE 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 that gets recognized at the Annual 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

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
- DOE MPP Protégés may only have one mentor at a time.
- Able to certify as a small business according to the NAICS Code for the services or supplies to be provided

DOE MPP Metrics

- Increase the number and amounts of DOE Subcontracts to the Protégé during the MPA performance period
- Increase of the number and amounts of Federal Prime awards during the MPA performance period
- Growth in the number of employees

Identifying a Mentor or Protégé

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

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 during this event?***
 - Seek out the Small Business Program Managers or other personnel from the DOE Prime Contractors participating in the event
 - Attend remaining Breakout sessions today and ask panel members questions about its MPP
 - Matchmaking – if you are participating, ask the buyer about MPP even if you are there to discuss possible subcontracts
 - Schedule a follow up call or meeting

Questions?

Mark Lochbaum

Mentor Protégé Program Manager

Office of Small and Disadvantaged Business Utilization

U.S. Department of Energy

Mark.lochbaum@hq.doe.gov

301-903-7004

<https://www.energy.gov/osdbu/office-small-and-disadvantaged-business-utilization>