

**Danny Lloyd**  
**Supply Purchasing Manager &**  
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**Manager**

**JSA Mentor-Protégé Program**

# Thomas Jefferson National Accelerator Facility Newport, News, Virginia



**Danny Lloyd**  
**Supply Purchasing Manager**  
**JLab Small Business**  
**Program Manager**



# JSA Mentor-Protégé Program

- Jefferson Lab is managed and operated by Jefferson Science Associates, LLC, a joint venture between Southeastern Universities Research Association, Inc., and Computer Sciences Corporation Applied Technologies, LLC, under a contract with the U.S. Department of Energy
- 1987 Construction began on the Continuous Electron Beam Accelerator Facility (CEBAF) - 1995 Physics experiments started at CEBAF
- Jefferson Lab is constructing a 12 GeV Upgrade, a \$310 million project expected to be completed in 2015 that will double the accelerator beam energy
- Approximately 800 FTEs people are employed at Jefferson and approximately 1,300 scientists from around the world conduct experiments at Jefferson Lab.
- 2000 – Jefferson Lab's First Mentor-Protégé Agreement

# JSA Mentor-Protégé Program

- What We Are Looking For From A Protégé And Positioning Themselves For The Mentor:
  - Must be in line of business that Mentor has requirements for or expertise to assist.
  - Financial Capable
  - Willingness to learn and adopt Mentor processes provided
  - Good referrals in reference checks
  - Protégé does homework. Familiar with Mentor web site, business needs, niche that they can fill, etc.

# JSA Mentor-Protégé Program

## Actual Scenario:

### Need:

- Contract Labor: Requirement identified in 1 year in advance because of the upgrade at Jlab, that during the short and long shutdown of the accelerator, large requirements of specialize temporary laborers would be required.
- Specific requirement that internal customer would like to see:
  - Temporary personnel are pre-trained on JLab basic safety related courses before arriving at lab
  - On-line timesheets
  - Quick turn-around on replacements

# JSA Mentor-Protégé Program

Actual Scenario (cont.)

## Challenge:

- Had no current agreements with any temporary agency that has:
  - Capabilities of on-line timesheet system with various funding codes to charge against
  - Prior training of personnel
  - Over 16 Separate contract labor agreements

# JSA Mentor-Protégé Program

Actual Scenario (cont.)

## Solution:

- Last Mentor-protégé agreement was expiring shortly
- Why not Mentor-Protégé to develop Protégé in:
  - On-line timesheets
  - Identify unique DOE type of safety training
  - Develop partnership with various companies to expand labor network

# JSA Mentor-Protégé Program

## Actual Scenario (cont.)

- Selection Process:
  - Identified three local Companies (2 Small Disadvantaged, 1 woman-owned)
  - Selection Panel Convened
  - Oral presentation by Protégé to include:
    - What they can offer in relationship
    - What we offer in relationship
  - Selection made in 2010
  - Mentor-Protégé Agreement operating according to milestones in the plan.

# JSA Mentor-Protégé Program

## Schedule of Mentor/Protégé Activities

	Specific Assistance Objectives	TITLE	DELIVERABLE/ACTIVITY	MILESTONE START DATE	PLANNED COMPLETION	ACTUAL COMPLETION	COMMENTS	OWNER
1	6.0(d)	Business Synergy	Hold Monthly meeting to discuss activities	10/15/2010	6/30/2011			
2	6.0(g)	Business Synergy	Formal introduction to key ordering personnel at the laboratory with the purpose of marketing opportunities	11/7/2010	11/7/2010			
3	6.0(g)	Business Synergy	Formal introduction to other DOE-NNSA prime contractors and other Federal Agencies	10/31/2010	5/10/2011			
4	6.0(g)	Business Synergy	Attend annual DOE Small Business Conference and Trade Fair with Protégé	5/10/2011	5/12/2011			

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5	6.0(g)	Business Synergy	Attend Virginia Minority Supplier Development Council's annual trade fair with Protégé	5/31/2011	5/31/2011			
6	6.0(f)	Business systems, methodologies, training	Provide training on the proper preparations and responding to solicitations issued by other companies/federal agencies	10/15/2010	10/12/2014			
7	6.0(e)	Business systems, methodologies, training	Provide Accounting and Financial Advice as needed	10/15/2010	10/12/2014			
8	6.0(d)	Technical Exchange	Hold technical exchanges to define the overall scope of work, goals and technical milestone for DOE regulatory compliances with potential awards to protégé	10/15/2010	10/12/2014			

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9 6.0(d)	Welding Program	Hold technical discussion on potential of expanding protégé capabilities for welding training and certifications for JLAB and possibly other DOE facilities	6/30/2011	10/1/2011			
10 6.0(a)&(c)	BOA	Establish Blanket Ordering Agreement for contract labor personnel to include some related training.	10/15/2010	11/10/2010			
11 6.0(b)	Timesheets	Assist with development of on line time sheet reporting system for the site	10/15/2010	11/10/2010			