

Headquarters U.S. Air Force

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Mentor-Protégé Program



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Director

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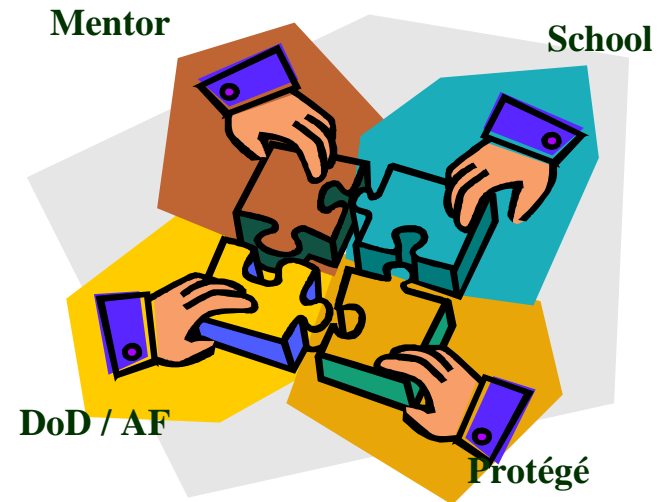
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OVERVIEW

- Types of Agreements
- Reimbursement Cost
- Mentor Eligibility
- Protégé Eligibility
- Benefits
- Program Requirements
- Key Websites
- Questions



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TYPES OF AGREEMENTS

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CREDIT AGREEMENTS



Contact DCMA Small Business
Operations Center
Tel: 678-503-6369
1-800-932-3561

REIMBURSEMENT AGREEMENTS



Contact Individual Service / Agency
Mentor-Protégé Program Offices

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REIMBURSABLE COSTS

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- **Mentor's Labor Costs**
- **Approved Subcontractors:**
 - **Small Business Development Centers (SBDC)**
 - **Procurement Technical Assistance Centers (PTAC)**
 - **Historically Black Colleges and Universities (HBCU)**
and **Minority Institutions of Higher Educations (MI)**
- **Incidental Costs:**
 - **Up to 10% of Total Funded Amount**



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MENTOR ELIGIBILITY

- **Approved, active subcontracting plan negotiated with a DoD or another Federal Agency**
- **Currently eligible for award of Federal Contracts**
- **Approved agreement through the DoD Office of Small Business Programs**



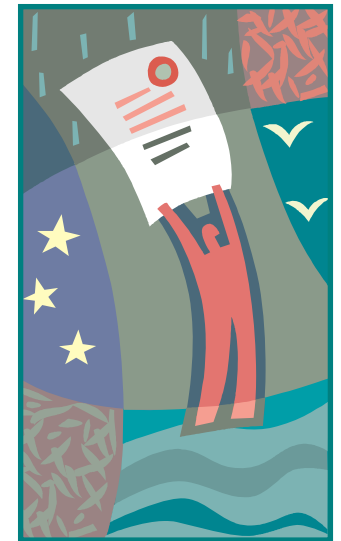
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PROTÉGÉ ELIGIBILITY

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- **SDB concern as defined and approved by the Small Business Administration (SBA)**
- **Small businesses employing the severely disabled**
- **Women Owned Small Business (WOSB)**
- **Service-Disabled Veteran Owned Small Business (SDVOSB)**
- **Small Business in a HUBZONE**



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MENTOR BENEFITS

- **Reimbursement / Credit for Developmental costs**
- **Long-term relationship**
- **Qualified Protégé (supplier)**
- **Non-competitive subcontracts to protégé**
- **Meet or exceed Small Business Goals**



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PROTÉGÉ BENEFITS

- **Technology / Business Transfer**
- **Creation / expansion of a market niche**
- **Preferred supplier to the mentor**
- **Long-term relationship**
- **Enhanced competitiveness**
- **Subcontracting opportunities**
- **Prime Contracting Opportunities**



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OTHER BENEFITS

HBCU / MI BENEFITS

- **Internship opportunities**
- **Provide funding assistance**



DoD / AF BENEFITS

- **Increase the DoD Small Business Industrial Base**

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“UNIQUE” AF M-P PROGRAM REQUIREMENTS

- **“Two Phase” Solicitation Process**
- **Stand Alone - Two Year Contracts with Mentor**
- **5% Subcontracting to HBCU/MI, PTAC or SBDC**
- **Air Force Champion**
- **Program Management Reviews (PMRs)**
- **Proposed Assistance**
 - **70% - “Technology Transfer”**
 - **30% - “Business Development / Infrastructure”**

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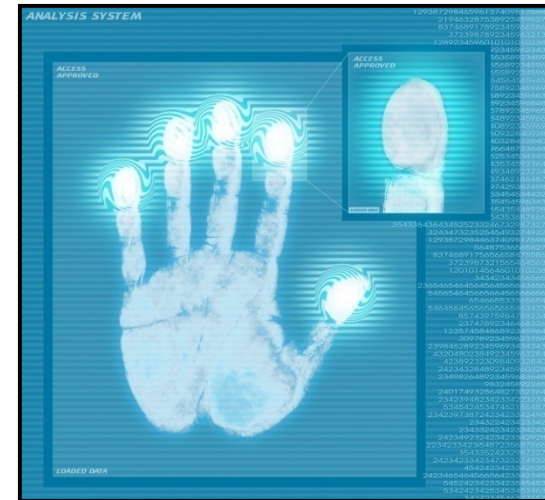


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TECHNOLOGY / BUSINESS TRANSFER

- **Technology – 70%**
 - **Product Development**

- **Business – 30%**
 - **Business Infrastructure**
 - **Business Development**
 - **Marketing**



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TOP TECHNICAL CATEGORIES

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- ***Cyberspace***
- ***Energy Efficiency/Conservation***
- ***Robotics***
- ***Space Electronics, Pwr, Structures***
- ***Satellites***
- ***Biometrics***
- ***Modeling, Simulation, and Effects***
- ***Power Sources***
- ***Fuel cells***
- ***Composites***
- ***Radio Frequency Identification (RFID)***
- ***Aerospace Product & Part Manufacturing***
- ***Military Aircraft/Missiles – Manufacturing, Repair and Overhaul (MRO)***
- ***Military Engines for Aircraft, Missiles, Support Equipment***
- ***Aerospace Support Equipment***
- ***Armaments/Munitions***
- ***Directed Energy (Lasers & High Powered Microwaves)***
- ***Command and Control***
- ***Electro-Optical (EO) Electronic Warfare***
- ***Radio Frequency (RF) Electronic Warfare***
- ***Explosives/Energetic Materials***
- ***Advanced Diagnostics***
- ***Aeromedical***

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POINTS OF CONTACT & KEY WEBSITES

- **Chief, AF MP Program – Sathedia L. Bush (210) 536-1317**
 - Sathedia.Bush@brooks.af.mil
- **Contracting Officer – Lynne Hanson (202) 767-7937**
 - Lynne.Hanson@afncr.af.mil
- **On-Site Contractor Support – IVISpsc Assistant Project Leads**
 - Roger (Tug) Dellinger – (210) 536-2537
 - roger.dellinger.ctr@brooks.af.mil
 - Benny Leal – (210) 536-1092
 - benny.leal@brooks.af.mil
- **Department of Defense**
 - http://www.acq.osd.mil/osbp/mentor_protege/
- **Air Force Small Business Website:**
 - <http://www.selltoairforce.org/>
- **FedBizOps Website:**
 - <http://www.fbo.gov/>

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Thank You



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