Government Solutions Group

GSA Mentor/Protégé Program

Mentor-Protégé Program Participant

Our Protégé's

- **Emergency Planning Management (EPM) - VA**
  - IT Support, Management & Consulting
  - Fire & Life Safety, Security & Protection
  - 8(a), Verified SDVOSB – Tim Melendez, President

- **A.R. Acosta Limited – NV**
  - Project Management Specialist – PMP Certified
  - IT, Construction, Engineering, Forestry
  - 8(a), Women-Owned – Alisa Acosta, Founder/CEO

- **American Pride General Engineering – CA**
  - General Engineering, earthwork
  - Construction Management, Environmental
  - Native American, Verified SDVOSB – Jim Hatter, President/CEO

The Internal Sale

23% of Federal dollars are "set-aside" for small businesses

* 8(a), SDVOB, WOSB, HubZone, ANC

$2.3 Billion Federal Opportunity

~$255 Million Per Region

23% = $59 Million

Large business can only eat from the RED portion; MPP adds the Blue

Small Business Teaming Works!

22 WINs with SG

Mechanicsburg, PA	$436,236.00
Orlando, FL	$155,000.00
Orlando, FL	$120,000.00
Charleston, SC	$65,000.00
Phoenix, AZ	$13,644.00
Southern Ohio, WV	$21,000.00
Mechanicsburg, PA	$338,000.00
Mechanicsburg, PA	$466,104.00
Mechanicsburg, PA	$500,000.00
Mechanicsburg, PA	$195,000.00
Boise, ID	$35,000.00
Atlanta, GA	$19,425.00
Charleston, SC	$26,640.00
Mississippi	$8,280.00
Southern Ohio, WV	$539,594.00
Mechanicsburg, PA	$21,697.00
Richmond, VA	$1,007.00
Richmond, VA	$1,987.00
Richmond, VA	$16,610.00
Boise, ID	$720.00
Richmond, VA	$11,000.00
Richmond, VA	$7,129.00
New York	$123,000.00
	$3,122,073.00

Tim & Jolene Melendez, EPM

Snapshot of MPP Deliverables to Protégés

- Management and technical
  - Sales, Executive, Products
- Financial
  - Sharing of office space (national footprint), Bonding
  - $1 M annually in subcontracts
- Business development
  - Sharing of customer network, Proposal process, BD tools and applications
- Knowledge transfer of key initiatives
  - SimplexGrinnell was selected as the 2010 GSA Evergreen Award winner under the Technologies category

Managing the Program

GSA Mentor Protégé

SG MPP Deliverables

Project Starts		10/1/2010
Weekends	Day 1	M
	Day 2	None
Select Your View		Monthly

Budget Year

ask No	Task Title/Description	Responsible Resource(s)	Dependency Type	Dependency Task No	Start Date	Days Duration	End Date	Status	Oct
1	Executive Management Training	T.Staves	Select		1-Jun	3	3-Jun	Select	
2	Product Training: LMS Portal Production	M. Miller	ss	1	1-Oct	260	1-Apr	In Progress	
3	Fire Alarm Training	M. Miller	Select		1-Apr	90	29-Jun	Select	
4	Sprinkler System Training Rhode Island	TFSP	Select		1-Jun	3	3-Jun	Select	
5	Suppression System Training	M. Miller	Select		1-Sep	120	29-Dec	Select	
6	Security System Training	M. Miller	Select		1-Aug	150	28-Dec	Select	
7	Project Management Training	M. Miller	Select		1-Jun	150	28-Oct	Select	
8	Inspection Training	M. Miller	Select		1-Feb	150	29-Jun	Select	
9	Maintenance and Deficiency Training	M. Miller	Select		1-Apr	180	27-Sep	Select	
10	Human Resources Guidance	Dana	fs	2	1-Dec	2	2-Dec	Select	
11	Bonding Assistance	K. Hall	Select		1-Jan	690	20-Nov	In Progress	
12	Shared Office Space	DGM's	ff	3	1-Oct	690	20-Aug	In Progress	
13	Proposal Development Assistance	N. Macarchuk	Select		1-Oct	690	20-Aug	In Progress	
14	Proposal Development Training	N. Macarchuk	Select		1-Jan	120	29-Apr	Select	
15	Sales Training	M. Miller	Select		1-Oct	260	16-Jun	Select	
16	Acclivus Training	D. Agne	Select		1-Mar	5	5-Mar	Select	
17	Marketing Assistance	C. Woodcock	Select		1-Oct	260	17-Jun	In Progress	
18	Marketing Training	AM Roy	Select		1-Jun	5	5-Jun	Select	
19	Sharing Customer Database	IT	ss	4	1-Oct	690	20-Aug	In Progress	
20	Business Development Training	T. Staves	Select		1-Nov	120	28-Feb	Select	
21	Business Development Assistance	T.Staves	Select		1-Oct	690	20-Aug	In Progress	

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