



U.S. General Services Administration

Office of Small Business Utilization

GSA Mentor-Protégé Program

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Program Manager

Purpose

- The GSA Mentor-Protégé Program was created to provide incentives to Prime GSA Contractors to develop the technical and business capabilities of eligible Small Businesses as Protégés
- Increase their participation in both GSA related prime contracts, subcontracts and procurements

Program Benefits

- Encourage and Motivate Small Business Growth
- Enhance Capabilities & Capacity
- Foster Long-Term Relationships
- Increase Access to Small Business
- Increase Opportunity to Existing Small Business Schedule Holders to increase work

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- Eligibility Requirements
 - Identifying a Mentor or Protégé
 - Benefits
 - Application Process
 - Program Reporting

Mentor Protégé Program Criteria

Eligibility Requirements For Mentors

- Must be a GSA contract holder performing under an approved subcontracting plan
- Must be eligible for the Award of Federal contracts
- Have an approved Subcontracting Plan (not applicable if Mentor is a Small Business)
- Not listed on the “Excluded Parties List”

Eligibility Requirements For Protégés

- Is a small business according to the SBA size standard in the North American Industrial Codes (NAICs) applicable to the contemplated supplies or services to be provided
- Be eligible for the award of Federal contracts
- Not listed in the “Excluded Parties” List System and barred from participation

Identifying a Mentor or Protégé

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

Additional Available Business Resources

Subcontracting Directory www.gsa.gov/subdirectory

GSA e-Library www.gsa.gov/elibrary

Central Contractor Registration (CCR)

Existing Business Relationships



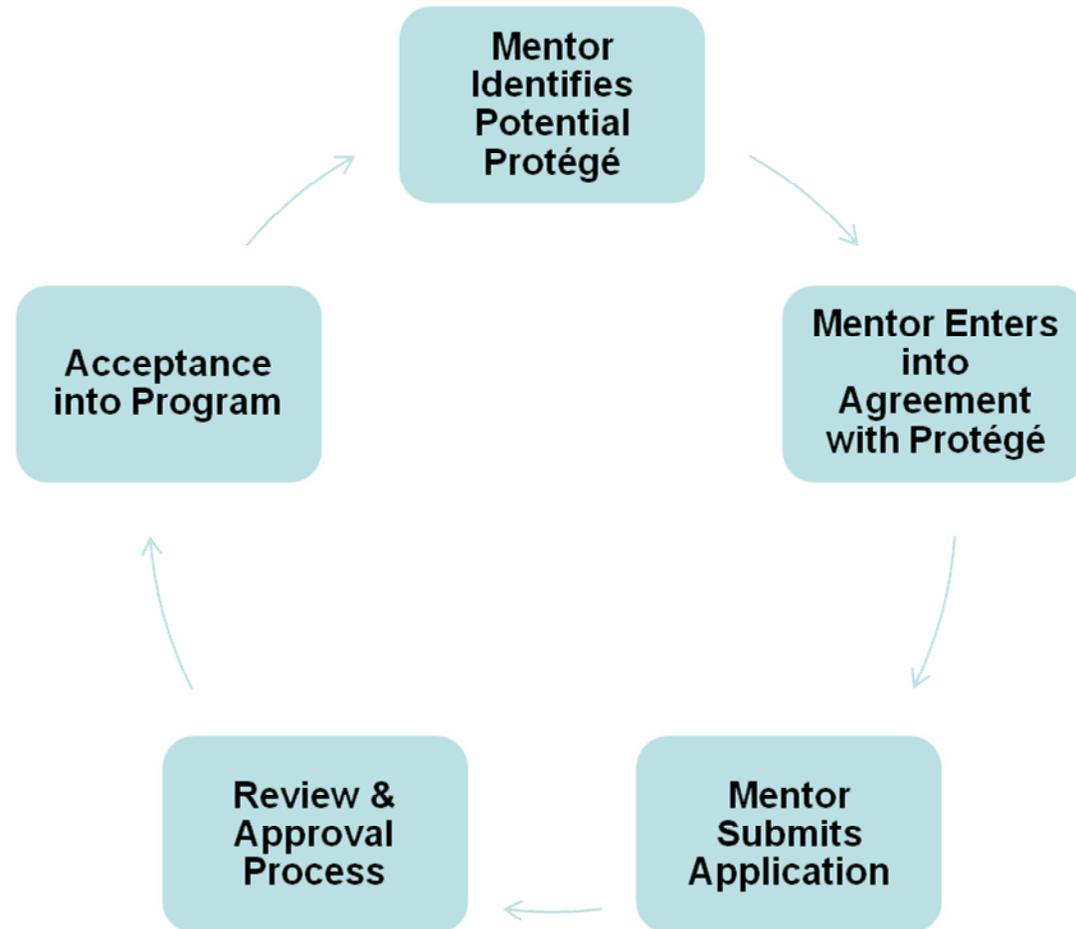
Benefits to Mentor Participation

- Allows for teaming opportunities with the Protégé firms to win new contracts and opportunities
- Benefit of learning from the Protégés about new and innovative products and services
- Being recognized as a “corporate mentor” within the GSA procurement system and capable of using this as a marketing tool with Contracting Officers

Benefits to Protégé Participation

- Allows for new teaming opportunities
- Ability to enhance capability to perform successfully through technical, managerial, financial and developmental assistance;
- Increased supplier/distribution base;
- Increased opportunities to perform as a subcontractor or supplier;
- Ability to develop long-term business relationships; and
- Marketing tool in for business capabilities

Application Process



Application Requirements

All Mentor-Protégé Applications must contain:

- Statement by the Mentor that they have an active approved subcontracting plan (Small Business Mentors are exempted) and the firm is eligible, as of the date of Application, for the award of Federal contracts
- The number of proposed protégé arrangements
- Data on all current GSA contracts and subcontracts

Application Requirements

- Data on total number and dollar value of subcontracts awarded under GSA prime contracts within the past 2 years and the number and dollar value of such subcontracts awarded to entities who are proposed protégés
- Information on the proposed types of developmental assistance
- Agreement information as listed in GSAM 519.7010

Mentor-Protégé Agreement Contents

All Mentor-Protégé Agreements must contain the following elements:

- Names & Titles of Parties with signatures
- Addresses
- Phone Numbers
- Eligibility Statement

Mentor-Protégé Agreement Contents

- Assistance Type
- Milestones
- Dollar Values
- Agreement Timeframe
- Termination Terms & Requirements

When Will GSA Not Approve a Mentor-Protégé Agreement?

- If the Assistance to be Provided by the Mentor is Not Sufficient to Promote Any Real Gains to the Protégé
- If the Agreement is Just a Mechanism to Enable a Large Business to Manipulate a Participant

Evaluation Information

- Protégé Inputs to Semi-Annual Reports
- Protégé Inputs to Annual Reports
- Lessons Learned Evaluation
- Other Terms and Conditions

Program Goals

- New Business Partnerships
- Annual OSBU Mentoring Award
- Developmental Growth
- Meet Subcontracting Goals
- Evaluation Credit

Policies & Procedures

Review the GSA Mentor-Protégé Policies & Procedures and application instructions by going to website at www.gsa.gov/mentorprotege

Mentor-Protégé Program Contact Information

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