History and Important Facts of SBA’s Programs

Authorization - 2010 Jobs Act and 2013 NDAA

SBA had a well-established mentor protégé program for SBA 8(a) certified firms; but lacked an MPP program for other small business concerns and specifically, one for specialized certified concerns such as WOSB, SDVOB, & HubZone businesses.

Final Rule Published July 25, 2016

Effective Date: August 24, 2016
Official Launch Date: October 1, 2016

Created One Government-wide program for all small businesses

Revised rules for 8(a) MP program to make both programs more consistent, where practicable.

Instructed SBA to review all other Agency’s MPPs and consolidate where practicable.
Goals and Benefits

The Mentor Protégé Concept

- Streamline access for Small firms to federal marketplace
- Enhance business capabilities and growth potential through mentoring with large (or small) experienced businesses
- Increase Protégé wealth and create jobs through gov’t contracts
- Assist large mentor firms develop and increase supply chain through capable small business subcontractors
- Assist contracting officers meet Congressionally mandated set-aside goals
Key Program Elements

- Centralized at SBA HQ
- Online Application through Certify.SBA.gov
- 8-10 day average turnaround time
- Participants must be for-profit
- Protégés – maximum of two MPAs in lifetime
- Self-certifying small firms in primary NAICS
- A tutorial requirement
- Certification (SDVBO, WOSB, HUBZone, 8a) follows Protégé firm
- This is not a match-making program
- JV good for two years (up to 3 in 2)
- Federal Agency MPPs currently offer prime/sub MPA relationships
- SBA MPAs (8(a) and ASMPP offer additional step - Joint Venture capability with exclusion from affiliation

The Difference
## The Federal Mentor Protégé Program Landscape

### Mentor Protégé Goal Post Programs (2)

<table>
<thead>
<tr>
<th>Program</th>
<th>Key Information</th>
</tr>
</thead>
</table>
| Department of Defense | - Authorized/appropriated - NDAA  
- All Service Areas  
- Primarily prime/subcontractor relationships  
- Exclusion from affiliation of Mentors and Protégés |
| Small Business Administration | - Authorized/not appropriated - NDAA  
- All Small Mentor Protégé Program  
  - 13CFR 125.9  
  - Joint Venture Capability – No approval  
  - Exclusion from affiliation of Mentors and Protégés  
- 8(a) Mentor Protégé Program  
  - 13CFR 124.520  
  - Not authorized until NDAA13  
  - Joint Venture Approval  
  - Exclusion from affiliation of Mentors and Protégés |

### The General Playing Field of Other Programs (5)

<table>
<thead>
<tr>
<th>Program</th>
<th>Key Information</th>
</tr>
</thead>
</table>
| NASA | - prime/subcontractor  
- 13CFR 125.10 Evaluate Other Prgs.  
- Others-retiring (r) or developing (d)  
  - GSA (r)  
  - USAID (r)  
  - STATE (r)  
  - HHS (d)  
  - HUD (d)  
  - TREASURY (d)  
  - DOT (d)  
- For profit vs. Non-profit  
- No exclusion from affiliation |
| DOE | - prime/subcontractor  
| DHS | - prime/subcontractor  
| FAA | - prime/subcontractor  
| NASA | - prime/subcontractor  
| DOE | - prime/subcontractor  
| DHS | - prime/subcontractor  
| FAA | - prime/subcontractor  
| NASA | - prime/subcontractor  
- 13CFR 125.10 Evaluate Other Prgs.  
- Others-retiring (r) or developing (d)  
  - GSA (r)  
  - USAID (r)  
  - STATE (r)  
  - HHS (d)  
  - HUD (d)  
  - TREASURY (d)  
  - DOT (d)  
- For profit vs. Non-profit  
- No exclusion from affiliation |
## Three Levels of Advantage for Protégé Firms

<table>
<thead>
<tr>
<th>Business Development</th>
<th>Prime/Subcontractor Award</th>
<th>Joint Venture As “Small Business”</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Protégé expands capacity to bid independently</td>
<td>• Protégé wins subcontract award from Mentor</td>
<td>• Protégé and Mentor form Joint Venture as “small firm”</td>
</tr>
<tr>
<td>• Management &amp; Technical Assistance (Internal)</td>
<td>• Expands capacity to provide “value-add” products/services to Mentor</td>
<td>• Bids on small set asides</td>
</tr>
<tr>
<td>• Financial Assistance (equity or loans)</td>
<td></td>
<td>• JV carries “certifications of Protégé”, expanding bid capability</td>
</tr>
<tr>
<td>• Contracting Assistance</td>
<td></td>
<td>• JV carries “past performance” of Mentor &amp; Protégé</td>
</tr>
<tr>
<td>• Trade Assistance</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Business Development Assistance (External)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• General Administration</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Application, Assessment, and Approval

The All Small Mentor-Protégé Program
Eligibility: For-profit business or an agricultural cooperative - small for the NAICS code in which it is requesting a Mentor-Protégé relationship. Additional requirements include:

- Applicants must register in the System for Award Management (SAM) prior to submitting their Mentor/Protégé application
- Protégé must have a Mentor before submitting Mentor/Protégé application
- Previous experience working in the NAICS code in which assistance is sought
- Mentor must be organized for-profit and cannot own more than 40% equity in the business
- The SBA has not made a determination of affiliation between the Protégé and Mentor
- The Protégé may generally have only one Mentor at a time and cannot have more than two mentors across both SBA-administered Mentor-Protégé programs. Two Mentor Protégé Applications over the life of the Protégé.
- Mentors limited to three protégés. The SBA may authorize a small business to be both a Mentor and a Protégé, but only if it can demonstrate that the second relationship will not compete or conflict with the first Mentor-Protégé relationship
How To Apply

• Evaluate and select your Mentor prior to applying. This is not a matching program. SBA will not find a Mentor for Protégés.

• Applicants are required to register in the System for Award Management (SAM) database prior to submitting their Mentor/Protégé application.

• Protégés and Mentors must complete the online tutorial and have certificate of completion ready for upload.

• Have required documents ready for upload.

• Complete your business profile in Certify.SBA.gov.

• Begin the ASMPP application process.
Active 8(a) business concerns with an existing Mentor-Protégé Agreement (MPA) may transfer that relationship to the All Small Mentor-Protégé Program, if it is within six months of graduating from the program.

- Transfer only if 8(a) has an existing MPA. 8(a) firm must request a transfer.
- Use the ASMPP MPA Template
- Firm must complete a profile at certify.sba.gov, upload the existing MPA and the latest Annual Review letter.
- SBA district office approval is not required to request the transfer.
- There is no action required by the BOS

13 CFR 125.9 / 13 CFR 124.520
## COMPARISON OF ALL SMALL MENTOR-PROTÉGÉ PROGRAM (ASMPP) AND 8(a) MENTOR-PROTÉGÉ PROGRAM (8a MPP)

<table>
<thead>
<tr>
<th></th>
<th>ASMPP</th>
<th>8(a) MPP</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Application</strong></td>
<td>Centralized Through Certify.sba.gov</td>
<td>Decentralized Application to District Office BOS</td>
</tr>
<tr>
<td></td>
<td>Easier Application</td>
<td>Package of documents to submit</td>
</tr>
<tr>
<td></td>
<td>Faster processing time (10 day average)</td>
<td>Multiple levels of review (BOS, Lead BOS, District Counsel, District Director, HQ OMTA, back to BOS- then to applicant)</td>
</tr>
<tr>
<td></td>
<td>Streamline Process (no financial statements)</td>
<td></td>
</tr>
<tr>
<td><strong>Size</strong></td>
<td>Self-certify (SAM.gov)</td>
<td>8(a) eligibility requirements</td>
</tr>
<tr>
<td><strong>Documentation Required</strong></td>
<td>Application, Business Plan, Tutorial Certificates, Mentor-Protégé Agreement</td>
<td>Mentor-Protégé Agreement, Business Plan and documents required by District Office</td>
</tr>
<tr>
<td><strong>Term</strong></td>
<td>3 years with 3 years renewal</td>
<td>3 years with 3 years renewal</td>
</tr>
<tr>
<td><strong>Protégé Limit</strong></td>
<td>Protégé may have up to 2 SBA MP relationships over firm’s life time. 8a may transfer existing MPA to the ASMPP within 6 months of graduating.</td>
<td>Protégé may have up to 2 SBA MP relationships over firm’s life time</td>
</tr>
<tr>
<td><strong>Mentor</strong></td>
<td>Mentor may have up to three protégés at any one time in the aggregate in SBA’s MP Programs</td>
<td>Mentor may have up to three protégés at any one time in the aggregate in SBA’s MP Programs</td>
</tr>
<tr>
<td><strong>Joint Venture Agreements</strong></td>
<td>Not reviewed or approved by ASMPP</td>
<td>District Office BOS approves 8(a) JVs only</td>
</tr>
</tbody>
</table>
Mentor-provided assistance can be sought for any, or all of the following activities:

- **Management and Technical Assistance**
  Internal business management systems; accounting processes; marketing and business/strategic planning assistance; technology transfers; and manufacturing assistance.

- **Financial Assistance**
  In the form of equity investments and/or loans; and bonding.

- **Contracting Assistance**
  Contracting processes; capabilities; acquisitions; and performance.

- **International Trade Education**
  International Trade business and strategic planning; finding markets, and learning how to export.

- **Business Development Assistance**
  Strategy; and identifying contracting and partnership opportunities.

- **General and/or Administrative Assistance**
  Business processes and support; human resource sharing; security clearance support; and capacity building.
All Small Mentor-Protégé program

Your small business can learn from an experienced government contractor through the mentor-protege program.
Joint Ventures and Teaming

- ASMPP JVs are eligible to joint venture as a small business for any Federal government prime contract or subcontract.
  - 13 CFR 121.103 (3)(ii)

- 13 CFR 125.8 governs SB joint ventures (ASMPP)
  - 13 CFR 124.513 (8a), 125.18(SDVSBC), 126.616 (HUBZone), 127.506 (WOSB/EDWOSB)

- 13 CFR 125.8(e) governs past performance and experience for JVs. Procuring activities must consider work done individually by each partner to the joint venture as well as any work done by the joint venture itself.
Joint Ventures and Teaming

- ASMPP JVs take on the identity of the Protégé
- MPA approval required prior to JV bid on award
- An ASMPP approval letter should accompany a bid
- 13 CFR 121.103 (3)(ii) – grants ASMPP JV exclusion to affiliation
- SBA District Offices review and approves 8(a) JVs only
- ASMPP does not review or approve JVs
Annual Evaluation

Completion

The ASMPP will review the protégé's report on the mentor-protégé relationship, and may decide not to approve continuation of the agreement if it finds that the mentor has not provided the assistance set forth in the mentor-protégé agreement or that the assistance has not resulted in any material benefits or developmental gains to the protégé.

A letter will be sent outlining the findings.
The All Small Mentor-Protégé Program

Summary
## Summary of CFR Regulations

<table>
<thead>
<tr>
<th>Program/Rule</th>
<th>CFR Section</th>
</tr>
</thead>
<tbody>
<tr>
<td>All Small Mentor-Protégé Program</td>
<td>13 CFR 125.9</td>
</tr>
<tr>
<td>SBA Size Regulations</td>
<td>13 CFR 121</td>
</tr>
<tr>
<td>HUBZone Program</td>
<td>13 CFR 126.6</td>
</tr>
<tr>
<td>SBA Certificate of Competency</td>
<td>13 CFR 125.5</td>
</tr>
<tr>
<td>Service-Disabled Veteran</td>
<td>13 CFR 125.15(b)</td>
</tr>
<tr>
<td>8(a) and SDB Regulations</td>
<td>13 CFR 124.5</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>13 CFR 124.1002(f)</td>
</tr>
<tr>
<td>WOSB Program</td>
<td>13 CFR 127</td>
</tr>
<tr>
<td>SBA Prime Contracting</td>
<td>13 CFR 125.2</td>
</tr>
<tr>
<td>SBA Subcontracting</td>
<td>13 CFR 125.3</td>
</tr>
<tr>
<td>Non-manufacturer rule</td>
<td>13 CFR §121.406(b)</td>
</tr>
<tr>
<td>Limitations on subcontracting</td>
<td>13 CFR §125.6</td>
</tr>
</tbody>
</table>
### FAST FACTS

#### Approved Protégé Categories

- 8(a)
- Small Business
- HUBZone
- VOB
- SDVOB
- WOSB
- EDWOSB

#### Key Figures

- **Date ASMPP Commenced**: October 1, 2016
- **Date of First ASMPP Application Approved**: October 6, 2016
- **Total Applications Received (approved, denied, withdrawn, pending)**: 686
- **Total Applications Processed (approved and declined)**: 665
- **Total ASMPP Applications Approved**: 578
- **Percentage of ASMPP Applications Approved**: 78%
- **Total ASMPP Applications Declined**: 122
- **ASMPP Applications Pending**: 24
- **Average Number of Applications Received Per Day**: 2
Resources

• Small Business Development Centers (SBDCs)
• SCORE
• Women’s Business Centers (WBCs)
• SBA District Offices
• Procurement Technical Assistance Centers (PTACs)
• The SBA Learning Center (online training)
Contact Information

ASMPP

For questions, please contact the AllSmallMpp Team at:

allsmallmpp@sba.gov

Visit our website at:

https://www.sba.gov/allsmallmpp

asmppannualreporting@sba.gov
asmppjvreporting@sba.gov
Questions