



U.S. Small Business  
Administration

The All Small Mentor-Protégé Program  
DoD MARC Workshop November 2018

# 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](https://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)

- **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 (4)

- **NASA** – prime/subcontractor
- **DOE** – prime/subcontractor
- **DHS** – prime/subcontractor
- **FAA** – 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

Business Development	Prime/Subcontractor Award	Joint Venture As “Small Business”
<ul style="list-style-type: none"><li>• Protégé expands capacity to bid independently</li><li>• Management &amp; Technical Assistance (Internal)</li><li>• Financial Assistance (equity or loans)</li><li>• Contracting Assistance</li><li>• Trade Assistance</li><li>• Business Development Assistance (External)</li><li>• General Administration</li></ul>	<ul style="list-style-type: none"><li>• Protégé wins subcontract award from Mentor</li><li>• Expands capacity to provide “value-add” products/services to Mentor</li></ul>	<ul style="list-style-type: none"><li>• Protégé and Mentor form Joint Venture as “small firm”</li><li>• Bids on small set asides</li><li>• JV carries “certifications of Protégé”, expanding bid capability</li><li>• JV carries “past performance” of Mentor &amp; Protégé</li></ul>



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# Application, Assessment, and Approval

## The All Small Mentor-Protégé Program

# Applying To The All Small MPP

**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.

# 8(a) Firms

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](https://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

# ASMPP and 8(a) MPP

COMPARISON OF ALL SMALL MENTOR-PROTÉGÉ PROGRAM (ASMPP) AND 8(a) MENTOR-PROTÉGÉ PROGRAM (8a MPP)		
	ASMPP	8(a) MPP
Application	Centralized Through Certify.sba.gov Easier Application Faster processing time (10 day average) Streamline Process (no financial statements)	Decentralized Application to District Office BOS Package of documents to submit Multiple levels of review (BOS, Lead BOS, District Counsel, District Director, HQ OMTA, back to BOS- then to applicant)
Size	Self-certify (SAM.gov)	8(a) eligibility requirements
Areas of Assistance	Management & Technical, Financial, Contracting, International Trade Education, Business Development, General and/or Administrative Assistance	Management & Technical, Financial, Contracting, International Trade Education, Business Development, General and/or Administrative Assistance
Documentation Required	Application, Business Plan, Tutorial Certificates, Mentor-Protégé Agreement	Mentor-Protégé Agreement, Business Plan and documents required by District Office
Term	3 years with 3 years renewal	3 years with 3 years renewal
Protégé Limit	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.	Protégé may have up to 2 SBA MP relationships over firm's life time
Mentor	Mentor may have up to three protégés at any one time in the aggregate in SBA's MP Programs	Mentor may have up to three protégés at any one time in the aggregate in SBA's MP Programs
Joint Venture Agreements	Not reviewed or approved by ASMPP	District Office BOS approves 8(a) JVs only

# Mentor Provided Assistance

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.

# 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(SDVOSBC), 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



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# The All Small Mentor-Protégé Program

## Annual Reporting

# Annual Evaluation Overview

## 13 CFR 125.9 (g) governs the ASMPP Annual Evaluation Process

- **On the anniversary of its** MPA approval date, the protégé must report to the ASMPP for the preceding year.
- The Protégé is required to submit a report.



# Annual

# Evaluation

# Report

- All assistance provided by the mentor to the protégé;
- All loans to and/or equity investments made by the mentor in the protégé;
- All subcontracts awarded to the protégé by the mentor and all subcontracts awarded to the mentor by the protégé, and the value of each subcontract; and
- All federal contracts awarded to the mentor-protégé relationship as a joint venture, the value of each contract, and the percentage of the contract performed and the percentage of revenue accruing to each party to the joint venture.

# Annual

# Evaluation

# Report

- A narrative describing the success such assistance has had in addressing the developmental needs of the protégé and addressing any problems encountered.
- The protégé must report the mentoring services it receives by category and hours.
- The protégé must annually certify to the ASMPP whether there has been any change in the terms of the agreement.
- Report is linked to the timeline in the Agreement

# Annual

# Evaluation

# Completion

- The ASMPP will review the protégé's report, 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.



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# The All Small Mentor-Protégé Program

## Summary

# Summary of CFR Regulations

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

# Resources

<https://www.sba.gov/tools/local-assistance>

<https://www.sba.gov/learning-center>

- **Small Business Development Centers (SBDCs)**
- **SCORE**
- **Women’s Business Centers (WBCs)**
- **SBA District Offices**
- **Procurement Technical Assistance Centers (PTACs)**
- **PCRs (Procurement Center Representatives)**
- **The SBA Learning Center (online training)**

# Contact Information ASMPP

For questions, please contact the  
AllSmallMpp Team at:  
[allsmallmpp@sba.gov](mailto:allsmallmpp@sba.gov)

Visit our website at:  
<https://www.sba.gov/allsmallmpp>

[asmppannualreporting@sba.gov](mailto:asmppannualreporting@sba.gov)  
[asmppjvreporting@sba.gov](mailto:asmppjvreporting@sba.gov)

# Questions

