



U.S. Small Business Administration

Host

Aubrey Salazar
Business Development Specialist
Kansas City District Office
U.S. Small Business Administration
(816) 426-4919
Cell (202) 951-0952
aubrey.salazar@sba.gov

SBA Mentor Protégé Program

Q1: SmallBiz Protégé is a certified 8(a), HUBZone, and WOSB. SmallBiz forms an MPA relationship with BigBiz Mentor, and later a JV. Which certifications does the JV possess?

A. 8(a)

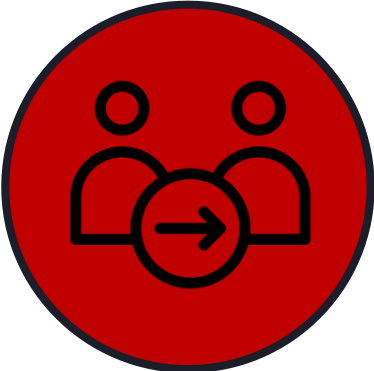
B. HUBZone

C. WOSB

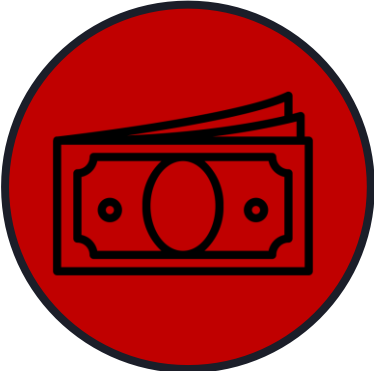
D. All of the above

Program Benefits Overview

Protégé Benefits



TECHNICAL ASSISTANCE



FINANCIAL & BOOKKEEPING ASSISTANCE



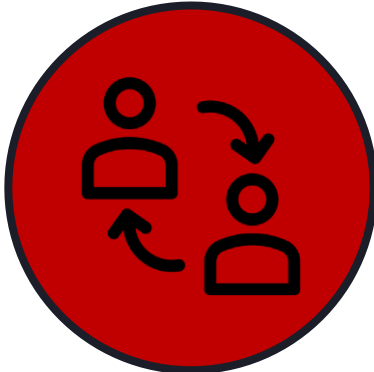
CONTRACT MANAGEMENT SKILLS



QUALITY MANAGEMENT EXPERTISE

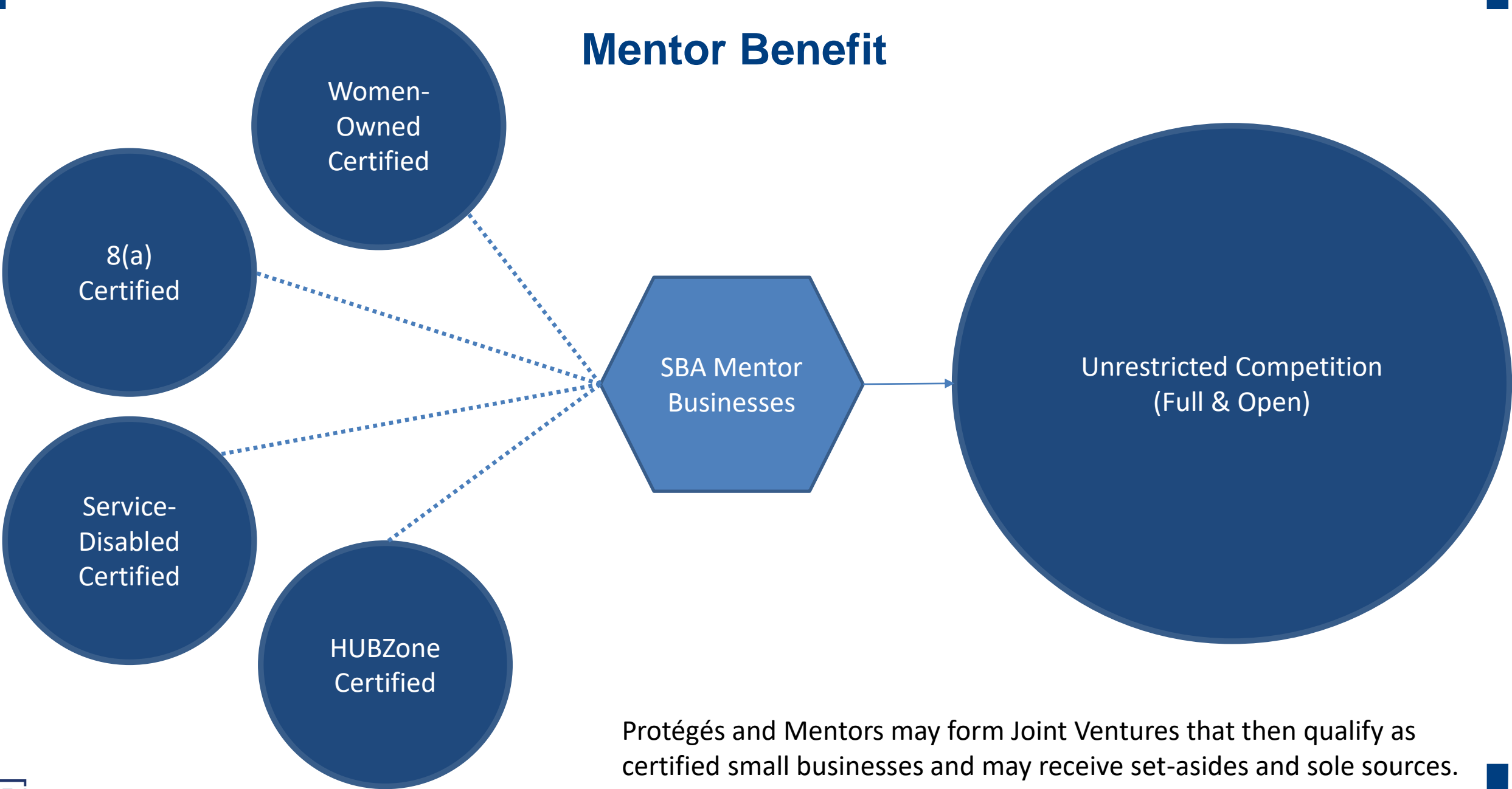


BUSINESS DEVELOPMENT ASSISTANCE



PROJECT MANAGEMENT INPUT

Mentor Benefit



Protégés and Mentors may form Joint Ventures that then qualify as certified small businesses and may receive set-asides and sole sources.

Joint Ventures

Protégé and Mentor form **Joint Venture** that qualifies as a small business.

Subcontracts

Protégé performs on contracts for Mentor.

Business Development

Protégé receives **guidance** from Mentor.

Ideal Outcome

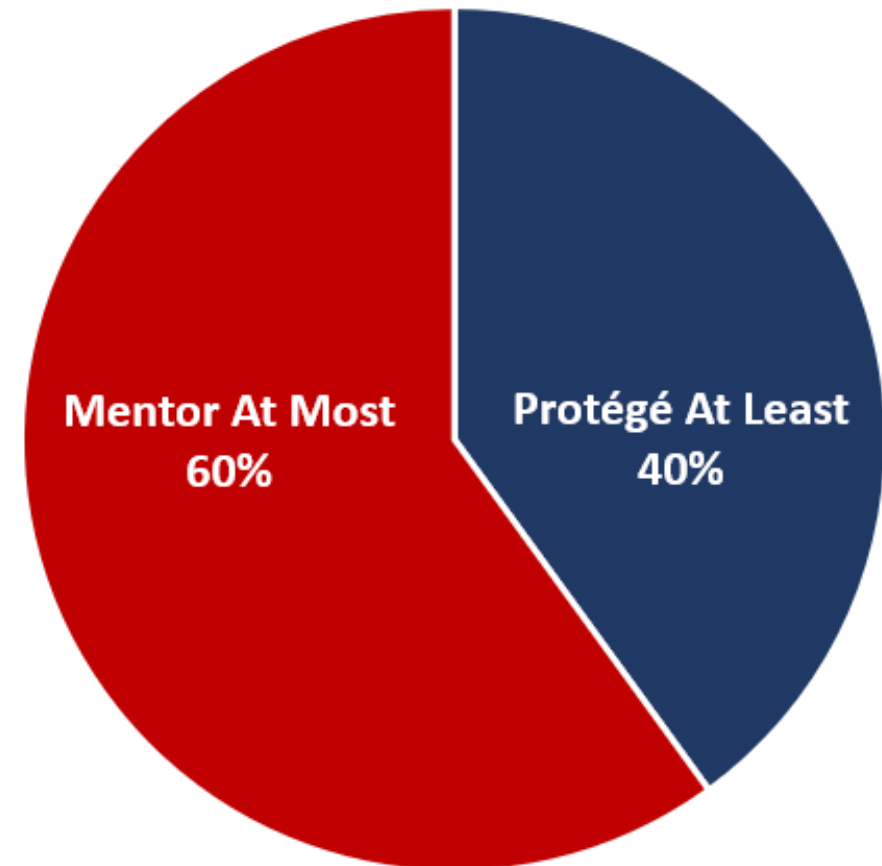
**Protégé expands capacity
to bid independently.**

MPP Joint Ventures

JV Ownership & Work Performance Percentages

- Protégé firms must own at least **51%** of the Joint Venture
- Protégé firms must perform at least **40%**
Mentor firms may perform up to **60%**

Joint Venture "Workshare"
(revenues are split according to workshare)



Mentor-Protégé Joint Venture Basics



JV MAY RECEIVE UNLIMITED CONTRACTS IN TWO- YEAR PERIOD – NO MORE 3-IN-2 RULE



MENTORS CANNOT SUBMIT COMPETING OFFERS



JV MUST HAVE ITS OWN NAME, ITS OWN UEI, ITS OWN CAGE AND BE DESIGNATED IN SAM AS A JV ENTITY



FACILITY SECURITY CLEARANCES NOT REQUIRED FOR JV IF BOTH PARTNERS HAVE A SUCH CLEARANCE



NO JV APPROVAL FROM SBA, INCLUDING COMPETITIVE 8(A) JV



FACILITY SECURITY OFFICERS MAY BE ADMINISTRATIVE PERSONNEL



REQUIRED JV APPROVAL FROM SBA FOR 8(A) SOLE SOURCE JV

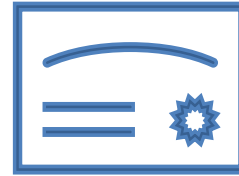


PROTÉGÉ MAY SUBSTITUTE MENTORS IF ITS CURRENT MENTOR IS NOT UPHOLDING THE AGREEMENT

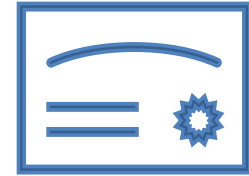
JV Applicable Code of Federal Regulations



Small Business
[13 CFR 125.8](#)



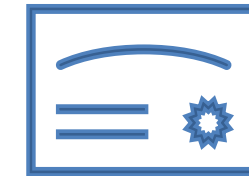
Service-Disabled Veteran
Certified
[13 CFR 125.18](#)



HUBZone
Certified
[13 CFR 126.616](#)



Women-Owned
Certified
[13 CFR 127.506](#)



8(a)
Certified
[13 CFR 124.513](#)

Basic Program Eligibility

PROTÉGÉS

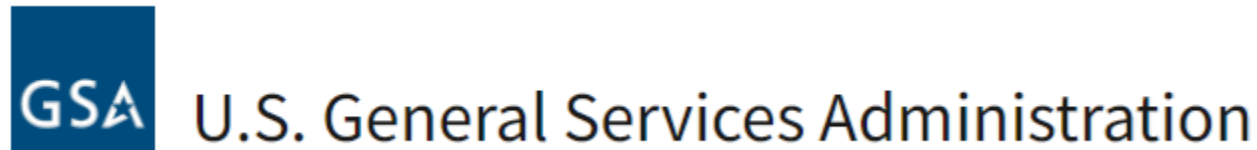
- FOR-PROFIT BUSINESS
- NO DETERMINATION OF AFFILIATION
- [SMALL FOR NAICS CODE](#)
- CERTIFICATIONS ARE ACTIVE
- NO MORE THAN TWO MENTORS IN A LIFETIME

MENTORS

- FOR-PROFIT BUSINESS
- BE ABLE TO CARRY OUT ITS RESPONSIBILITIES TO ASSIST THE PROTÉGÉ
- POSSESS GOOD CHARACTER
- NOT APPEAR ON LIST OF DEBARRED OR SUSPENDED CONTRACTORS
- NO MORE THAN THREE PROTEGES AT ANY ONE TIME

Tips For Finding a Mentor or Protégé

Government Vendor Systems



Application Steps & Reporting Requirements

BE REGISTERED IN SAM

SELECT YOUR MENTOR

**COMPLETE TRAINING CERTIFICATE &
COMPOSE MPP AGREEMENT**

APPLY THROUGH CERTIFY

ALLOW 105 DAYS

TIPS FOR SUCCESS

- ✓ SUBMIT A CLEAN CASE
- ✓ CHECK YOUR INBOX & SPAM FOR INFO REQUESTS
- ✓ RESPOND QUICKLY

(15) days for screening
+
(90) days for processing

- PROTEGES MUST:

Submit annual reports

Demonstrate material or developmental benefits

Submit annual and project-end reports & Certificates of Compliance for JVs

- MENTORS MUST:

Provide meaningful assistance, as described in agreement

SBA RESERVES THE RIGHT TO:

Terminate the agreement for noncompliance if the mentor hasn't provided proper assistance

Contracting Officers

Verifying Eligibility in the Mentor-Protégé Program



**COPY OF
WELCOME
LETTER**



**ACTIVE LIST OF
MENTOR-
PROTÉGÉ
AGREEMENTS**



CONTACT US



While all three options are good ways to verify eligibility, a **welcome letter alone or even the active list of MPAs may not capture a recent termination** – by either the participants or SBA. If you are in doubt about whether an MPA is still active, please contact us at sbampp@sba.gov

Contracting Officer Resources for MPP/Joint Ventures

- For Contracting Officers – SBA Webinar Library: <https://www.aptac-us.org/for-contracting-officers-sba-webinar-library/>
- Agency personnel needing technical assistance with Mentor Protégé Agreements and Joint Ventures should contact APTAC Headquarters at headquarters@aptac-us.org or SBA at sbamp@sb.gov
- Agency personnel requiring guidance on SBA Joint Venture contract actions, recommendations on evaluation factors, or general small business contracting assistance may contact their SBA region's Procurement Contracting Representative (PCR) here: <https://www.sba.gov/federal-contracting/counseling-help/procurement-center-representative-directory>

Business MPP Support

Free Resources



U.S. Small Business Administration

- SBA [Business Opportunity Specialists](#)
- SBA [Procurement Center Representatives](#)
- SBA Mentor-Protégé Questions: sbampp@sba.gov



Procurement Technical Assistance Centers

- [Free Federal Procurement Experts](#)
- Contracting Certification Application Assistance
- Government Contracting Workshops
- State & Local Contracting Certifications



Federal Market Research

- [System for Award Management](#)
- [Dynamic Small Business Search System](#)
- [Subcontracting Networking System \(SubNet\)](#)
- [Federal Agency Procurement Forecasts](#)

Questions/Discussion