• PTAP = Procurement Technical Assistance Program
  – Established by DOD / DLA, 1985
  – Mission: “improve & retain stable industrial supply base” by ensuring viability and preparedness of US businesses to win & perform government contracts
    • Dept of Defense
    • Federal Civilian
    • State & Local & other public sector entities
  – 98 PTACs in the US, Guam, PR, with 300 local offices
    • Over 41,350 businesses trained and counseled.
    • Over 87,000 government contracts won.
    • 95% small businesses.
Virginia PTAP

– 51% of all jurisdictions (cities & counties)
– 80% of Virginia’s labor force
– 45% Distressed areas
FY16/17 Activities & Results

Counseling and Training Activity

<table>
<thead>
<tr>
<th>Activity</th>
<th>Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of Clients Counseled</td>
<td>1,363</td>
</tr>
<tr>
<td>Small Business</td>
<td>1,292</td>
</tr>
<tr>
<td>Large Business</td>
<td>71</td>
</tr>
<tr>
<td>Total Contact Hours</td>
<td>2,347</td>
</tr>
<tr>
<td>Sponsored / Hosted Events</td>
<td>252</td>
</tr>
</tbody>
</table>

Industries Served

- Construction
- Services
- Manufacturing
- Wholesale
- Retail

Federal Contract Awards by Virginia PTAP SMALL Businesses

<table>
<thead>
<tr>
<th>Category</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td># of Prime Awards</td>
<td>5,646</td>
</tr>
<tr>
<td>Value of Prime Awards</td>
<td>$932 Million</td>
</tr>
</tbody>
</table>
Pta Services for Businesses

• Training
  – Basics + Accounting, Compliance
• Counseling
  – Certification Application Support: 8(a), HUBzone, WOSB, VOSB
  – Opportunity Identification
  – Bid / Proposals Review
  – Post-award contract performance issues
• Market Research
  – Expert assistance in finding procurement info
  – BidMatchService subscription

...networking events and... (with permission) to businesses, gov’t agencies

Events &...
Services for Government Agencies & Large Primes

• **Small Business Liaison & OSDBU support**
  – Finding qualified businesses (market research support)
  – Training and counseling for business development, SBLO staff
  – Business assistance resource
  – Certified counseling (Dept of Veterans Affairs)

• **Event Host / Co-Sponsor**
  – Fairfax, Prince William, Arlington GMU Campuses + Regional Offices for matchmaking, industry day events
    • FY2016 events: DLA, State, USAID, USACE/NGA
    • FY2017 events: DLA, State, USAID, FDIC/Treasury, DOD & DHS-SBIR
  – Partner with other service providers, economic development, and regional organizations to leverage common experts, facilities, resources
  – Subject Matter Experts: speakers, panelists, networking hosts
    • Chambers of Commerce, Economic Development, Government Procurement Conference, Tidewater Tech Expo, NDAA, NCMA, ACT/IAC, HUBZone, AFCEA, TGIC...

• **Outreach**
  – Assist in marketing government events
  – Sponsor / Participant at conferences

PTAP helps agencies & Primes meet small business goals!
MENTOR-PROTÉGÉ PROGRAM

at the Mason Enterprise Center
GEORGE MASON UNIVERSITY

“A third party developmental assistance provider to the DoD Pilot Mentor-Protégé Program”
We serve as the 3rd party developmental assistance provider to major prime contractors (mentors) in support of their small disadvantaged business firms (protégés).

Service provider since 1994

Perform 100 to 150 different types of tasks per year

Recognition

- Supported 34 Nunn-Perry Award Winners
- DOD Special Recognition for Support of Nunn-Perry Recipients
Types of Developmental Assistance

- Engineering and Technical matters:
  - Capability or service enhancement or development
- General Business Management
  - CMMI Certification, ISO Certification, Financial System Training, PMP Certification, MS Office Suite Training
- Any other approved developmental assistance
  - Leadership Training, Business Development, Capture Mgmt. Training, Proposal Mgmt. Training

**The above are examples and by no means all-inclusive**
Mason Mentor-Protégé Program

- Why use Mason?
  - Access to Mason’s professional business network
  - In-depth knowledge of DoD and Industry
  - SBDC and PTAP offices
  - Ability to subcontract
  - Cost savings to your Mentor-Protégé Program
Successful Agreements

• Communication! Communication! Communication!

• Developmental Assistance Plan
  – An assessment of the protégé’s needs that should be able to align with the protégé’s strategic vision

• Corporate Advocate
Potential Program Benefits

• Mentor
  – Develop long term business relationship with SDBs
  – Develop SDB subcontracting base
  – Set-aside teaming opportunities (subcontractor) with protégé
  – Direct cost reimbursement or SDB credit

• Protégé
  – Relevant technical assistance
  – Teaming opportunities (prime and sub) with Mentor
  – Networking opportunities
How is Program Success Measured

• DoD OSBP MPP Metrics

  – Contract and subcontract awards and revenue
  – Subcontracts awarded to Protégé (from Mentor)
  – Increased employment levels of protégé
Mason Mentor-Protégé Program

How to Contact Us

George Mason University
Mason Enterprise Center
Mentor-Protégé Program
4031 University Drive
Fairfax, VA 22030

Voice: 703-277-7700
Email: wevans8@gmu.edu
Web: http://mentorprotege.gmu.edu