



U.S. Small Business
Administration

The All Small Mentor-Protégé Program
April 25, 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 (5)

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



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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, 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.

[← Back to Contracting assistance programs](#)

Contracting assistance programs

[Women-Owned Small Business Federal Contracting program](#)

[Service-disabled Veteran-Owned Small Business program](#)

[8\(a\) Business Development program](#)

[All Small Mentor-Protege program](#)

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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(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

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



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The All Small Mentor-Protégé Program

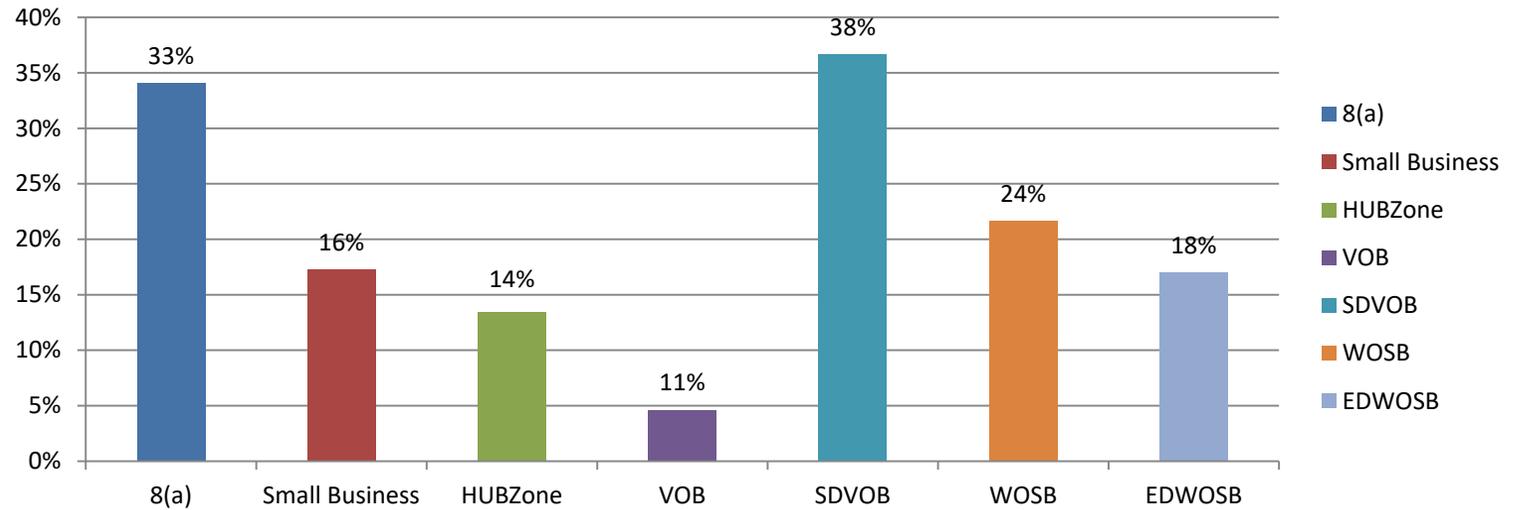
Summary

Summary of CFR Regulations

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

FAST FACTS

Approved Protégé Categories



Date ASMPP Commenced	October 1, 2016
Date of First ASMPP Application Approved	October 6, 2016
Total Applications Received (approved, denied, withdrawn, pending)	635
Total Applications Processed (approved and declined)	611
Total ASMPP Applications Approved	500
Percentage of ASMPP Applications Approved	78%
Total ASMPP Applications Declined	111
ASMPP Applications Pending	24
Average Number of Applications Received Per Day	2

Fast Facts

Continued

Top Ten District Offices ASMPP	Quantity of Apps. Approved
1.Washington, D.C.	118
2.Baltimore	36
3.San Antonio	18
4.South Florida	22
5.Alabama	20
6.North Florida	19
7.Georgia	16
8.Richmond	17
9.Arizona	9
10.New Mexico	11

NAICS Code	Description of NAICS Code	Quantity
1. 236220	Commercial and Institutional Building Construction	50
1. 541330	Engineering Services	43
1. 541611	Administrative Management and General Management Consulting Services	37
1. 541511	Custom Computer Programing Services	32
1. 541512	Computer Systems Design Services	22
1. 541519	Other Computer Related Services	20
1. 562910	Remediation Services	13
1. 561210	Facilities Support Services	10
1. 561612	Security Guards and Patrol Services	10
T-10. 237990	Other Heavy and Civil Engineering Construction	7
T-10. 541620	Environmental Consulting Services	7
T-10. 541712	Research and Development Physical, Engineering, Life Sciences (except Biotechnology)	7
T-10. 541990	All Other Professional, Scientific and Technical Services	7

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
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Visit our website at:
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Questions

