

# The SBA All Small Mentor Protégé program

Gary Heard

Procurement Center Representative for Alabama

Small Business Administration

Government Contracting Area III



# The SBA All Small Mentor-Protégé Program

- New program regulated under 13 CFR §125.9
- Patterned on existing 8(a) Mentor-Protégé program
- Designed as a business development tool
- Provide financial, technical, and/or management assistance
- Allows ALL small business protégés to joint venture with their large business mentors
- Mentor can own up to 40% of the protégé
- Exception to affiliation



# Benefits

- Mentor-protégé joint ventures may qualify as a small business for any federal government contract or subcontract where the protégé qualifies as small for the size standard assigned to the procurement
- Protégé firm shielded from a finding of affiliation where a large business mentor owns no more than 40% of protégé
- Once mentor-protégé relationship ends, any protection from affiliation also ends
- Agencies may provide incentives in contract evaluation process to a firm that will provide significant subcontracting work to its SBA-approved protégé

# Benefits for Contracting Offices

- Larger set asides
  - Easier to meet SB goals for the organization
- The mentor's qualifications are added to that of the small business reducing risk.
- Less chance of a size protest: So long as the ASMPP office has approved the MP, the affiliation between the two companies is negated.
- Smaller number of proposals received: the number of approved MPs is less than the number of large and small businesses





# Benefits for Small Businesses

- No cost training
- Opportunity to participate in larger, more complex contracts
- Funding: up to 40% of the total ownership equity can be purchased by the mentor firm under mutually agreeable terms between the MP partners.
- New relationships: working with a JV partner can lead to a preferred subcontractor in future work.
- Protection from affiliation concerns (for the MP partner only)

# Benefits for large businesses

- Opportunity to work with potential key subcontractors
- Supports the 13 CFR 125.3(d)(3) “good faith effort” when subcontracting goals are not met.
- A way to work with new technologies that may be unfamiliar with the large business in a non-competitive and non-acquisition arena.
- Changes the perception that large businesses are the enemy of small businesses

# How to apply

- Newly created unit within Office of Business Development
- Final decision making authority vested in the SBA AA/BD
- Due to application volume/oversight, SBA may institute open enrollment periods in the future
- 8(a) mentor-program remains separate and distinct
- Office of Business Development will continue processing 8(a) and small business mentor-protégé applications separately
- 8(a) firms can apply to either office



# How to Apply

- Prospective applicants must register in the System for Award Management (SAM) prior to submitting their All Small Mentor-Protégé Program (ASMPP) application.
- Additionally, both prospective Protégés and Mentors are required to complete an online training module as part of the application process.
- Please note that a Mentor-Protégé relationship should be established before starting this application – the ASMPP is not a matching program.



# How to Apply

- Only applications submitted through [certify.sba.gov](https://certify.sba.gov) will be considered.
- Start administrative process by adding your profile to [certify.sba.gov](https://certify.sba.gov), and uploading your application and documents into that repository. Please note that both you and your Mentor will need to complete the online training module in order to establish your profile in [certify.sba.gov](https://certify.sba.gov).
- A Sample ASMP Agreement template is included at the end of this presentation

# Applications

- Applications will only be accepted electronically using new online application available at [certify.sba.gov](https://certify.sba.gov)
- All documents (e.g., signed MPAs) to be uploaded to [certify.sba.gov](https://certify.sba.gov)
- SBA retains right to request financial statements and tax returns during reporting and evaluating process
- Applicants required to register in SAM PRIOR to creating profile in [certify.sba.gov](https://certify.sba.gov)
- Applicants (both mentors and protégés) required to complete online training module and upload certificate of completion to [certify.sba.gov](https://certify.sba.gov) BEFORE completion of application process

# Protégé eligibility

- Must be small under its primary NAICS code OR seeking assistance in secondary NAICS code under which it is small
- May self-certify that it qualifies as small for its primary or secondary NAICS code
- For secondary NAICS code approval, must demonstrate prior experience and logical business progression
- Will approve a 2<sup>nd</sup> mentor only if:
  - 2<sup>nd</sup> relationship pertains to unrelated NAICS code AND
  - Protégé seeks to acquire specific expertise first mentor does not possess
- SBA may examine protégé's SDVOSB or WOSB self-certification as part of application process

# Mentor eligibility

- Must demonstrate capability of fulfilling obligations under mentor-protégé agreement
- May submit copies of federal tax returns, audited financial statements or, if publicly traded, SEC filings
- Possess good character
- Not suspended or debarred
- Impart value due to lessons learned and practical experience
- Only for-profit firms for both 8(a) and new MP programs
- Can be any size
- Generally, no more than one protégé at a time
- Limit of three protégés at one time if there is no adverse impact on any protégé
- Protégés may concurrently serve as a mentor

# Written MP Agreement

- Agreement must set forth assessment of protégé's needs
- Detailed description and timeline for the delivery of the assistance by the mentor which will enable protégé to meet its goals
- Minimum one year commitment
- Single point of contact for mentor responsible for managing and implementing the MPA
- Identify any other mentor-protégé relationship held by the protégé (either SBA or Agency)
- Written agreement approved by AA/BD
- Changes must be approved by the SBA
- Either party may terminate with 30 days advance notice
- Reviewed annually by SBA –SBA may terminate at any time
- Must follow the ASMPP template, NOT the 8(a) template

# MP participation period

- Up to three years in one agreement, maximum of six years overall
- Protégé may have two three-year MPAs with different mentors
- •EACH may be extended an additional three years
- 8(a) approved mentor-protégé relationships may transfer to the new mentor-protégé program after graduating from the 8(a) program
- 8(a) participants in last six months of their programs terms may apply for an 8(a) mentor-protégé relationship, as it could carry over to new small business mentor-protégé program

# Declined applications

- If SBA declines application, protégé may file request for reconsideration within 45 days
- Able to revise MPA during reconsideration to provide additional information and documentation
- SBA to issue reconsideration decision within 45 days –if declined again but for different reasons, protégé can submit new reconsideration request
- If application is declined, proposed protégé cannot attempt to enter into another mentor-protégé relationship with the same mentor for a 60 day period
- Can submit application with new mentor at any time

# Differences between the ASMPP program and the 8(a) MP program

- The ASMPP program is online and based in one office in the SBA HQ
- The 8(a) program is conducted in person/electronically with the appropriate SBA District Office who in turn works with the SBA HQ 8(a) office.
- Each program has a different template, and they are not interchangeable.
- The turnaround time for the ASMPP program is usually 1-3 weeks, the 8(a) MP program turnaround time is up to 2-3 months and can be longer.

# Lessons learned

- Make sure that both the potential protégé and mentor have completed the online tutorial and have their certificates saved before beginning the application process online
- Use the Mentor-Protégé Agreement (MPA) for the All Small Mentor Protégé Program (ASMPP), which is located on the SBA website
- DO NOT USE the 8(a) Mentor-Protégé template-submissions using that template will be require resubmission with the ASMPP template based application.

# 6 months into the program...

- Of the total submissions the SBA has received, 181 ASMPP applications have been approved as of 5/5/17 and 26 have been declined
- The main reason for declines is when a firm does not provide requested additional information/corrections in the time requested or failure to meet the program eligibility requirements.
- The list of approved ASMPP relationships is on the SBA ASMPP webpage under the Resources section.
- Questions regarding the ASMPP should be emailed to [allsmallmpp@sba.gov](mailto:allsmallmpp@sba.gov)



# Questions?