



# MENTOR- PROTÉGÉ PROGRAM OVERVIEW

David E. Brock – MSFC SBS

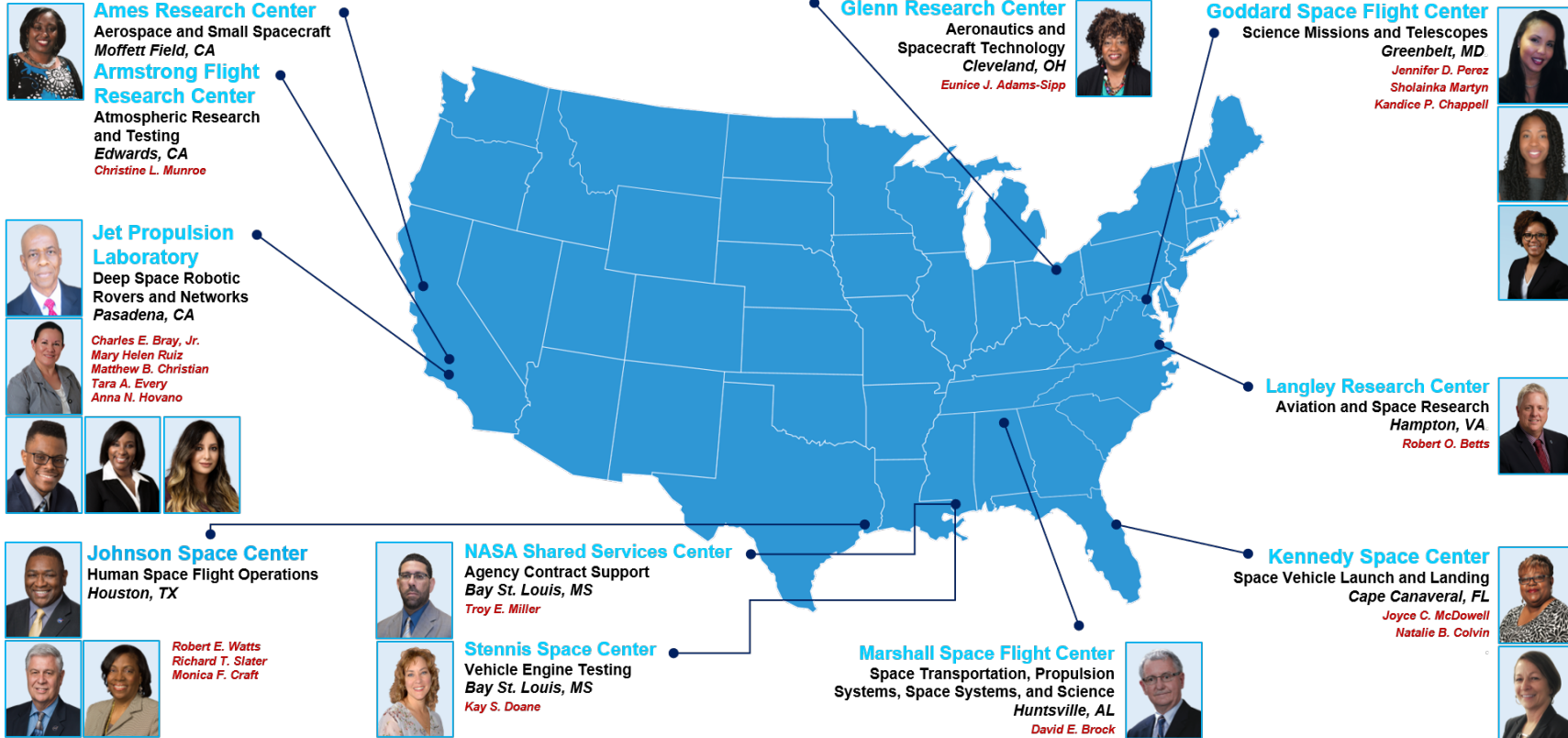
&

Esther Veras – 7<sup>th</sup> Sense Support Contractor

November 3, 2020



# NASA SMALL BUSINESS SPECIALISTS AROUND THE COUNTRY



# METRICS (THROUGH SEPTEMBER 30, 2020)

CATEGORIES	GOVT. % GOALS	NASA % GOALS	NASA \$ ACHIEVED	NASA % ACHIEVED	MSFC % GOALS	MSFC \$ ACHIEVED	MSFC % ACHIEVED	% OF AGENCY
PROC. \$			\$18,362.1M			\$3,370.8M		18.4%
SB	23.0%	15.4%	\$3,208.3M	17.5%	8.2%	\$326.5M	9.7%	10.2%
SDB	5.0%	5.0%	\$1,359.1M	7.4%	3.5%	\$182.4M	5.4%	13.4%
HUBZone	3.0%	3.0%	\$119.7M	0.7%	0.4%	\$44.5M	1.3%	37.2%
WOSB	5.0%	5.0%	\$768.4M	4.1%	3.0%	\$105.7M	3.1%	13.8%
SDVO SB	3.0%	3.0%	\$313.5M	1.7%	1.9%	\$129.0M	3.8%	41.1%

Data generated on November 1, 2020

# REBOOT OF THE NASA MPP

- Effective October 1, 2019, the MSFC Small Business Office (SBO) is now the lead Center for coordinating and managing the NASA MPP.
- Rebranding of all MPP forms, templates, and guidebook was completed in February 2020.
- On March 1, 2020, the NASA/MSFC SB Office started accepting new Mentor-Protégé Agreements (MPA).

# NASA MPP FORMS, TEMPLATES, AND GUIDEBOOK

- Webpage: <https://osbp.nasa.gov/mpp/index.html>
- Agreement Checklist
- Mentor Annual Report Template
- Mentor Application Template
- Mentor-Protégé Agreement (MPA) Template
- MPA Guidebook
- Protégé Application Template
- Protégé Post-Agreement Report Template
- Protégé Annual Report Template

# WHAT'S NEW

- Creation of a new dedicated NASA MPP Inbox for processing all NASA MPP related documentation:

[MSFC-NASAMentorProtegeProgram@mail.nasa.gov](mailto:MSFC-NASAMentorProtegeProgram@mail.nasa.gov)

- Establishment of a new dedicated Phone number for receiving inquiries specific to the NASA MPP only: 256-544-7768



# WHAT'S NEW, CONT.

- The NASA MPP Program Manager will have 30 business days excluding holidays (45 calendar days) to review and approve MPAs.
- Minimum period of performance for MPAs is one year...maximum three years.
- MPAs can be extended on 6 month intervals and/or up to one year.
- No limit on number of MPAs a Protégé can participate in as long as the developmental assistance differs from past MPAs, and are only participating in one MPA at a time.
- Semi-Annual reporting changed to Annual reporting.
- NASA MPP PM will conduct informal Semi-Annual VITs or Telecoms with Mentor, Protégé, CO, COR, and Center SBS.

# ACTIVE NASA MENTOR-PROTÉGÉ AGREEMENTS (MPA)

NASA Center	Mentor	Protégé	Protégé's SB Classification(s)	Contract No.	MPA Duration	End Date
JSC	KBRWyle	JES Tech	EDWOSB, SDB, WOSB	NNJ15HK11B	36 Months	09/09/2021
KSC	a.i. Solutions, Inc.	Red Canyon Software	HUBZone certified, SDVOSB	NNK17LA01C	36 Months	09/30/2021
MSFC	Jacobs	JBS Solutions, Inc.	HUBZone certified, SDB, WOSB	80MSFC18C0011	24 Months	04/30/2022
MSFC	Boeing	Southern University	HBCU	NNM07AB03C	18 Months	12/22/2021
NSSC	Leidos	Sure Secure Solutions, LLC	EDWOSB	80NSSC19D0001	24 Months	06/30/2022



# PAST & PRESENT NASA MENTOR-PROTÉGÉ AGREEMENTS WITH HBCU/MSI

NASA Center	Mentor	Protégé	Protégé Classification	Contract No.	MPA Duration	POP
JSC	PAE Applied Technology	Prairie View A&M University	HBCU	NNJ08JA02C	12	2/7/2018 - 2/6/2019
MSFC	ATK Launch	Florida A&M	HBCU	NNM07AA75C	9	11/7/2013 - 8/6/2014
MSFC	Jacobs	Tuskegee University	HBCU	NNM05AB50C	36	1/2010 - 12/2013
MSFC	Pratt & Whitney Rocketdyne	Alabama A&M	HBCU	NNM06AB13C	24	7/10/2012 - 7/9/2014
MSFC	SAIC	Oakwood University	HBCU	NNM04AA02C	36	1/1/2009 - 12/31/2012
MSFC	Teledyne Brown Engineering	University of Nevada – Las Vegas	MI	NNM13AA29C	12	8/3/2015 - 8/2/2016
MSFC	Teledyne Brown Engineering	Alabama State University	HBCU	NNM13AA29C	12	8/3/2015 - 8/2/2016
MSFC	The Boeing Company	Southern University	HBCU	NNM07AB03C	18	6/23/2020 - 12/22/2021
NSSC	Enterprise Solutions, LLC	Jackson State University	HBCU	NNX11AA01C	9	4/13/2018 - 1/12/2019

# MENTOR ELIGIBILITY/PARTICIPATION REQUIREMENTS

- Mentor must be eligible for receipt of government contracts.
- Mentor must be approved by the NASA MPP PM. Approvals are good for six years.
- Mentor must be a large prime contractor performing under a NASA contract with an approved subcontracting plan.
- No limit on number of agreements a Mentor can have.
- Mentors can simultaneously have multiple agreements with various Protégés.

# NASA APPROVED MENTORS - STATUS

Mentor Name	Expiration Date	Mentor POC	Phone No.	E-mail Address
a.i. Solutions, Inc.	7/12/2024	B. Steve Owens	321-867-0670	<a href="mailto:steve.owens@ai-solutions.com">steve.owens@ai-solutions.com</a>
AECOM	1/28/2024	Shawn Ralston	703-559-1338	<a href="mailto:shawn.ralston@aecom.com">shawn.ralston@aecom.com</a>
Aerojet Rocketdyne	10/5/2021	Georgina (Gina) Gastelum	818-586-2361	<a href="mailto:georgina.gastelum@rocket.com">georgina.gastelum@rocket.com</a>
Assurance Technology Corporation (ATC)	1/12/2021	Michael Renfroe	978-369-8848	<a href="mailto:mrenfroe@assurtech.com">mrenfroe@assurtech.com</a>
Bechtel National, Inc.	5/20/2026	Lisa Tribuce-Leoung Tat	703-429-6261	<a href="mailto:ltribuc@Bechtel.com">ltribuc@Bechtel.com</a>
CSRA, LLC	12/26/2022	Bruce Moore	256-947-5033	<a href="mailto:bruce.moore@gdit.com">bruce.moore@gdit.com</a>
Deloitte & Touche, LLP	10/25/2026	Victoria Vo	703-585-3946	<a href="mailto:vicvo@deloitte.com">vicvo@deloitte.com</a>
Enterprise Services, LLC	10/9/2023	Jeff Henderson	703-736-4015	<a href="mailto:jeff.henderson@perspecta.com">jeff.henderson@perspecta.com</a>
Hamilton Sundstrand Space System International, Inc.	12/14/2022	Mark Beardslee	860-654-6897	<a href="mailto:mark.beardslee@utas.utc.com">mark.beardslee@utas.utc.com</a>
Honeywell International, Inc. (Aerospace-Glendale)	12/5/2023	Cruz Andino Vargas	787-658-2289	<a href="mailto:cruz.andino@honeywell.com">cruz.andino@honeywell.com</a>
Jacobs Technology, Inc	9/8/2026	JoAnn Belt	256-961-1769	<a href="mailto:joann.v.belt@nasa.gov">joann.v.belt@nasa.gov</a>
Leidos Innovations Corporation	11/13/2023	Chireda Gaither	571-526-6026	<a href="mailto:chireda.b.gaither@leidos.com">chireda.b.gaither@leidos.com</a>
LJT & Associates, Inc.	9/17/2023	TBD	TBD	TBD
Lockheed Martin	12/22/2026	Orysia Buchan	315-456-3018	<a href="mailto:orysia.d.buchan@lmco.com">orysia.d.buchan@lmco.com</a>
Millenium Engineering and Integration Company	8/17/2021	Daniel Deans	703-413-7740	<a href="mailto:ddeans@meicompany.com">ddeans@meicompany.com</a>
Northrop Grumman	2/19/2021	Jenifer Scoffield	435-863-2017	<a href="mailto:jenifer.scoffield@ngc.com">jenifer.scoffield@ngc.com</a>
PAE Applied Technologies, LLC	4/3/2023	Stephen Bettrel	281-224-5874	<a href="mailto:stephen.p.brettel@nasa.gov">stephen.p.brettel@nasa.gov</a>
Raytheon Company	11/19/2020	Crystal King	571-250-3725	<a href="mailto:crystal_l_king@raytheon.com">crystal_l_king@raytheon.com</a>
Science Applications International Corporation (SAIC)	12/17/2020	Elizabeth (Liz) Tomka	703-677-2910	<a href="mailto:elizabeth.a.tomka@saic.com">elizabeth.a.tomka@saic.com</a>
Sierra Lobo, Inc.	4/3/2023	Chuck Stidham	567-401-1051	<a href="mailto:cstidham@sierralobo.com">cstidham@sierralobo.com</a>
Sierra Nevada Corporation	11/17/2020	Velinda Highfill	775-849-6507	<a href="mailto:velinda.highfill@sncorp.com">velinda.highfill@sncorp.com</a>
Southwest Research Institute	5/31/2022	Eva Carpenter	210-522-2237	<a href="mailto:eva.carpenter@swri.org">eva.carpenter@swri.org</a>
Teledyne Brown Engineering, Inc.	6/25/2026	Debbie Batson	256-726-1393	<a href="mailto:debbie.batson@teledyne.com">debbie.batson@teledyne.com</a>
The Boeing Company	4/7/2026	Kamisha Sanders	314-610-0311	<a href="mailto:kamisha.d.sanders@boeing.com">kamisha.d.sanders@boeing.com</a>
Wyle Laboratories, Inc. d/b/a KBRWyle	10/19/2022	Jamie Downs	281-853-5027	<a href="mailto:jamie.downs@us.kbr.com">jamie.downs@us.kbr.com</a>

\*Highlighted Companies are either new or recently renewed.

# PROTÉGÉ ELIGIBILITY/PARTICIPATION REQUIREMENTS

- Protégé must be eligible for the award of Federal Government contracts.
- Protégé must be able to certify as small against the NAICS code size standard that represents the contemplated supplies or services to be provided by the Protégé to the Mentor.
- No limit on the number of times a Protégé can participate in the NASA MPP, but only one agreement at a time (applies only to past NASA MPAs since January 2008).
- In those situations where Protégés have participated in past MPAs, the developmental assistance received from Mentors cannot be duplicated.
- Protégé must be classified in one of the business classification types in order to participate in the NASA MPP.

# PROTÉGÉ ELIGIBILITY REQUIREMENTS – BUSINESS CLASSIFICATION TYPES

- Small Disadvantaged Businesses
- Women-Owned Small Businesses
- Historically Underutilized Business Zone Small Businesses
- Veteran-Owned Small businesses
- Service Disabled Veteran-Owned Small Businesses
- Historically Black Colleges and Universities and Minority Serving Institutions
- Companies participating in the Ability One Program
- Small Business Innovation Research Phase II Program
- Small Business Technology Transfer Phase II Program

# GETTING STARTED

- Mentor and Protégé are responsible for researching the company which possesses the best synergy that best aligns with their organization's mission, vision and goals.
- Once the Mentor and Protégé have determined they are a good match, both organizations should collaboratively meet to conduct a needs assessment for the Protégé.
- Mentor should meet with the Center's SBS, CO and COR to discuss plans for a MPA submission.
- When ready, the Mentor can move on to the next step of preparing the MPA.
- Mentor will submit its agreement to the Center where it has a prime contract with an approved subcontracting plan and where it will be mentoring its Protégé.
- Following the submission of the necessary applications/templates to the Center's CO, COR, and SBS, the information is vetted, endorsed and sent to the NASA MPP PM at MSFC for final approval.

# CONTENT OF MPA

- Mentor's cover letter outlining content of agreement signed by the mentor POC
- Protégé Application
- Mentor Application, if applicable
- Mentor-Protégé Agreement
- Signed letters concurring to termination procedures, compliance for agreement reporting requirements and concur to needs assessment statement from both the Mentor and the Protégé
- Technical and Cost Proposals
- Work Breakdown Structure (WBS)/Gantt Chart and Milestone Chart
- SBS, CO and COR Endorsement Letters



# THINGS TO CONSIDER WHEN PREPARING AN MPA

- Make sure MPA package contains all required documentation before submitting.
- Make sure developmental assistance split of 70/30 is correct both in hours and dollars:
- Developmental assistance for businesses should reflect 70 percent technical/30 percent business
- Developmental assistance for HBCUs/MSIs should reflect 70 percent business/30 percent technical.
- Make sure other direct cost (ODC) do not exceed 10 percent of the proposed direct labor cost.
- Make sure MPA has a perceived benefit and value to NASA.
- Make sure mentor is the primary entity responsible for the mentoring...no more than 20 to 25 percent should be provided (10 to 15 percent on an average) by other entities such as PTACs, SBDCs, etc.
- Make sure milestones outlined by the Mentor are valid and obtainable.
- Make sure CO has modified the contract with the clause from NFS 1852.219-79 along with incorporation of the developmental assistance portion of the MPA, the technical volume, and Gantt chart ahead of the official MPA start date (anticipating changes to the NFS).

# FY19 NASA VS MSFC CUMULATIVE SUBCONTRACTING DOLLAR COMPARISONS

CATEGORIES	NASA % GOALS	NASA FY19 TOTAL \$	NASA FY19 % ACHIEVED	MSFC FY19 TOTAL \$	MSFC FY 19 % ACHIEVED
SUBCONTRACT \$		\$7,033.4M		\$749.5M	
SB	35.0%	\$2,974.4M	42.3%	\$366.0M	48.8%
SDB	5.0%	\$657.3M	9.3%	\$41.4M	5.5%
WOSB	5.0%	\$781.1M	11.1%	\$83.4M	11.1%
HUBZone SB	3.0%	\$263.7M	3.8%	\$47.7M	6.4%
SDVO SB	3.0%	\$274.6M	3.9%	\$37.8M	4.9%
HBCU/MI	1.0%	\$25.1M	.4%	\$1.5M	.2%

# NASA HBCU/ MSI INITIATIVE

- Administrator Bolden reemphasized the mandated 1% HBCU/MSI goal in an agency-wide memorandum dated January 3, 2016
- The one percent goal includes both prime and subcontract dollars
- NASA only agency having an HBCU/MI goal

# MSFC FY 2020 TOP 15 LARGE BUSINESS PRIME CONTRACTS

NO.	CONTRACT TITLE	PRIME	CONTRACT NUMBER	CLASSIFICATION	\$ OBLIGATED
1	Space Launch System (SLS) Stages	Boeing	NNM07AB03C	LB	\$772.8M
2	SLS RS-25 Engine	Aerojet Rocketdyne	NNM16AA02C	LB	\$385.9M
3	SLS Booster	Northrop Grumman Innovation Systems	NNM07AA75C	LB	\$278.2M
4	Engineering Services & Skills Capabilities Augmentation	Jacobs	80MSFC17C0011	LB	\$224.4M
5	Human Landing System (HLS) Study	Blue Origin	80MSFC20C0020	LB	\$228.2M
6	HLS Study	Dynetics	80MSFC20C0035	LB	\$147.9M
7	SLS Stages Production & Evolution	Boeing	80MSFC20C0052	LB	\$147.7M

# MSFC FY2020 TOP 15 LARGE BUSINESS PRIME CONTRACTS (CONT.)

NO.	CONTRACT TITLE	PRIME	CONTRACT NUMBER	CLASSIFICATION	\$ OBLIGATED
8	SLS Interim Cryogenic Propulsion	Boeing	NNM12AA82C	LB	\$124.2M
9	HLS Study	SpaceX	80MSFC20C0034	LB	\$ 94.8M
10	Chandra Science Center	Smithsonian	NAS8-03060	NP	\$ 55.7M
11	SLS Booster Production & Operations	Northrop Grumman Innovation Systems	80MSFC20D0008	LB	\$ 49.5M
12	SLS RL10 Engine	Aerojet Rocketdyne	NNM16AA12C	LB	\$ 49.5M
13	Mission Operations & Integration	Teledyne Brown Engineering	NNM13AA29C	LB	\$ 49.1M
14	Facility Operations & Maintenance	AECOM	80MSFC17C0007	LB	\$ 30.3M
15	Imaging X-ray Polarimetry	Ball Aerospace	NNM15AA18C	LB	\$ 21.8M

# MSFC SMALL BUSINESS PROGRAM CONTACTS

CONTACT	TITLE	EMAIL	PHONE
<b>David Brock</b>	Small Business Specialist	<a href="mailto:david.e.brock@nasa.gov">david.e.brock@nasa.gov</a>	256-544-0267
<b>Esther Veras</b>	Procurement Analyst – Seventh Sense Consulting	<a href="mailto:esther.veras@nasa.gov">esther.veras@nasa.gov</a>	256-544-8816
<b>Cheryl Webb</b>	Procurement Analyst – Seventh Sense Consulting	<a href="mailto:cheryl.l.webb@nasa.gov">cheryl.l.webb@nasa.gov</a>	256-544-6263
<b>Chip Jones (acting)</b>	Small Business Technical Advisor	<a href="mailto:chip.jones@nasa.gov">chip.jones@nasa.gov</a>	256-544-2701
<b>Doug Gerard</b>	SBA PCR	<a href="mailto:douglas.gerard@sba.gov">douglas.gerard@sba.gov</a>	256-544-0681

**Location: Office hours: 7:00 a.m. – 4:30 p.m. (CST)**