

8(a) Mentor-Protégé Program Transcript

Introduction



So you'd like to learn more about the 8(a) Mentor-Protégé Program? Click Begin to start.

What is the 8(a) Mentor-Protégé Program?



The 8(a) Business Development (BD) Mentor-Protégé Program is designed to match experienced, successful firms with new, enable successful business to provide guidance and knowledge that will help the protégé firm build new capabilities and meets the goals set forth in its business plan. Ultimately, the Mentor firms help protégés successfully compete for government contracts by providing industry-insider knowledge and best practices, among other assistance.

Why should small business owners join the Mentor-Protégé Program?

TECHNICAL + MANAGEMENT EXPERTISE

- Expertise
- Resources
- Capabilities

COMPETITIVE CAPABILITIES

- Joint-venture

FINANCIAL ASSISTANCE

- Up to 40% of business

Why should small business owners join the Mentor-Protégé Program?

Small businesses participating in the 8(a) Business Development Program have a lot to gain by establishing a formal relationship with a mentor firm.

First, they'll gain access to the mentor's technical and management assistance, including their expertise, specialized resources, and proven capabilities. In addition, Mentors can provide assistance in helping protégés more fully develop their competitive capabilities. One such arrangement is a joint-venture where the mentor and protégé work together to compete for, and perform on, certain federal government contracts together. Finally, mentor firms can provide financial assistance to protégés, up to 40% of the protégé's business.

Who is eligible to enter the Mentor-Protégé Program?

8(a) Graduate **Currently in 8(a)** **Small Business** **Large Business** **Non-profit**

Who is eligible to enter the Mentor-Protégé Program?

MENTOR REQUIREMENTS:

- One year minimum
- Favorable financial health + good character
- Good standing as contractor
- Passionate

PROTEGE REQUIREMENTS:

- Participant in 8(a) BD Program
- Good standing with SBA
- Current with all requirements

A mentor firm can be any of the following:

- A Graduated firm from the 8(a) BD Program
- Current 8(a) firm in the transitional stage of the 8(a) BD program
- A small business
- A large business
- A non-profit entity

The SBA requires that all Mentor firms demonstrate commitment to their Protégé partners...They must commit for at least one year, and they have to demonstrate favorable financial health and good character. They must be in good standing as a federal contractor. Most importantly, they have to be interested in , and passionate about, providing valuable assistance to a protégé through their own lessons learned and practical experience.

A Protégé firm, on the other hand, must be a participant in the 8(a) BD Program. The SBA also requires that they either are in the development stage of the 8(a) BD Program, have never received an 8(a) contract, or be less than half the size of the small business size standard corresponding to its primary NAICS code. Like the Mentors, Protégé firms must be in good standing with SBA program requirements, including being current with all SBA reporting requirements.

How can a small business join the Mentor-Protégé Program?

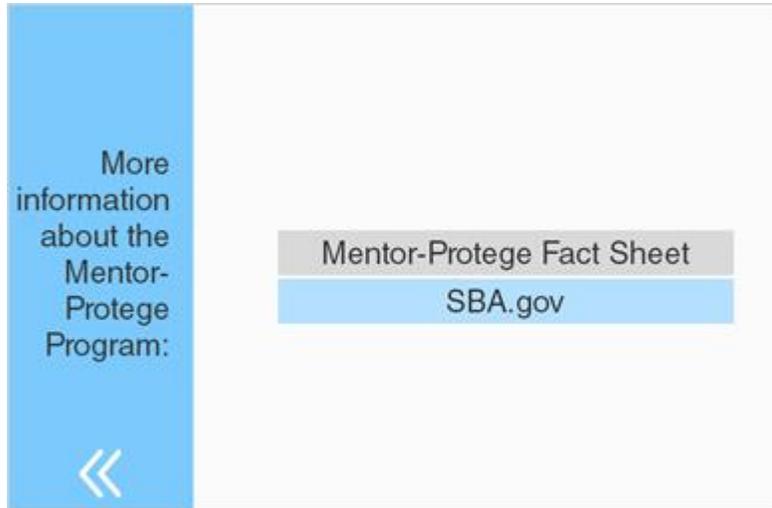


First, the proposed Mentor and Protégé pairing drafts and submits a written agreement to the SBA. The SBA then reviews the agreement and determines if it will meet both parties' needs sufficiently. During this review, the SBA will determine if the agreement:

- a. Addresses how the Mentor's assistance will help the protégé firm meet the goals in its business plan.
- b. Establishes a single point of contact in the mentor firm responsible for management the agreement, and
- c. Provides assistance for at least one year.

If the SBA decides to approve the agreement, the relationship can begin immediately, with ongoing annual reviews from SBA to determine success of the relationship. Keep in mind that if a firm doesn't qualify for the Mentor-Protégé program, the SBA offers a number of other training and educational programs, advisory services, publications, and contract assistance.

More Information



If you'd like more information about the 8(a) Mentor-Protégé Program, check out these other resources on the SBA Partner Training Portal, or visit SBA.gov's Mentor-Protégé page.