



OSBP

Learning Series Webinar

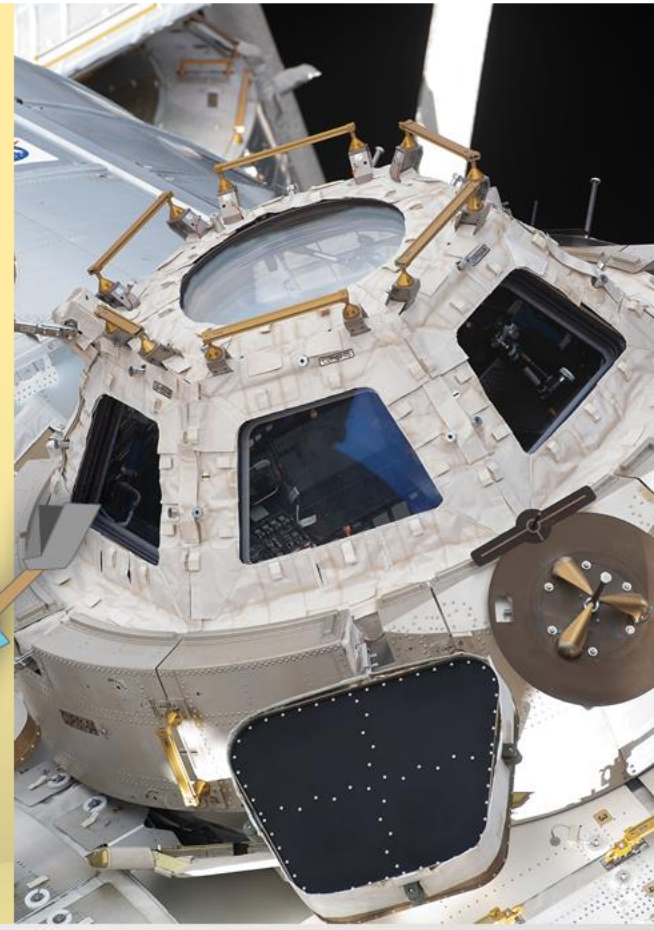


NASA'S ENHANCED MENTOR-PROTÉGÉ PROGRAM OVERVIEW

DATE:
September 18, 2024



TIME:
1:00 p.m. – 2:30 p.m. ET



Housekeeping

- If you have any questions during the presentation, please enter them into the Q&A Box.
 - **NOTE:** If possible, include the speaker whom your question is directed if multiple speakers are presenting.
- Other comments, like technical difficulties, please input them in the Chat Box.
- We will have a formal Q&A after the final presenter concludes, using questions from the Q&A Box.
- Please keep your computers on mute when not speaking.
- The presentation WILL be recorded. Attendees will receive an email once those materials are made available online.
- Please fill out the survey that will be available in the Q&A box during the presentation.

NASA'S ENHANCED MENTOR-PROTÉGÉ PROGRAM OVERVIEW





Do Your Homework!

- **Start** with a Small Business Specialist (SBS) at each NASA Center
 - Build relationships with the Center SBS and the Industry Small Business Liaison Office (SBLO)
- Learn about NASA 's various missions
 - Each NASA Center has different Missions
 - Varied mix of products and services
- Respond to Sources Sought Synopses / Request for Information
- Use Small Business resources:
 - Agency Acquisition Forecast
 - Procurement Technical Assistance Center (PTAC)
 - Small Business Administration (SBA)
 - Trade associations
 - Outreach Events

EXAMPLE



Participants (322) X

Search

> Panelist: 22

> Attendee: 300 (7 displayed)



Chat X

Hi Truphelia -- will you please add Vikram from SpaceX to the panelist group? He's logged in as "V Kothari (SPACEX)"

To: All Attendees

Enter chat message here



> Q&A X



> Polling X



Unmute

Start video

Share

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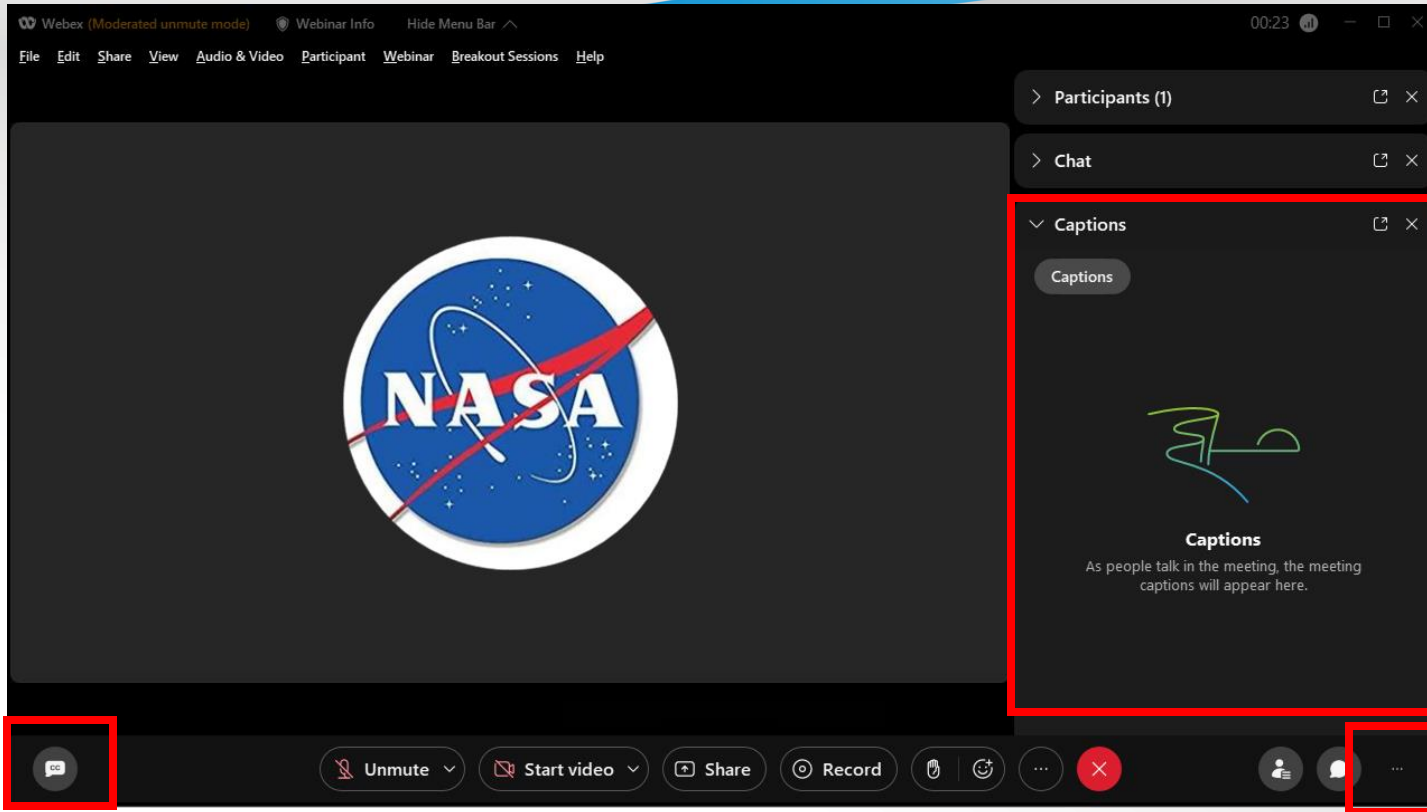
X

Participants

Chat

3

Webex Closed Captioning is Available!



Select CC to enable

1

2

3

Select ... to turn on the Captions panel to see speakers in sequence

**NASA'S ENHANCED
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OVERVIEW**



Polling Questions

1. How did you learn about this webinar?

- a. OSBP Website
- b. Constant Contact
- c. Social Media
- d. Eventbrite email
- e. Other

2. Is this the first webinar hosted by the NASA Office of Small Business Programs that you have attended?

- a. YES
- b. NO

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Polling Questions Cont.

3. Which of the following classifications applies to your institution/organization/company?
- a. Small Business (SB)
 - b. Small Disadvantaged Business (SDB)
 - c. Large Business (LB)/Other than Small Business (OTS)
 - d. Women-Owned Small Business (WOSB)
 - e. Economically Disadvantaged Women-Owned Small Business (EDWOSB)
 - f. Veteran-Owned Small Business (VOSB)
 - g. Service-Disabled Veteran-Owned Small Business (SDVOSB)
 - h. Historically Underutilized Business Zone (HUBZone)
 - i. 8(a) Business Development Program Participant (8a)
 - j. Historically Black Colleges and Universities (HBCU)
 - k. Minority-Serving Institutions (MSI)
 - l. Nonprofit or Community-based Organization
 - m. Federal Government Agency/Department
 - n. State or Local Government Agency/Department
 - o. Other

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Polling Questions Cont.

4. Have you done business with NASA? (More than one answer can be applicable)

- a. Prime Contractor
- b. Subcontractor
- c. NASA Mentor-Protégé Program
- d. Space Act Agreement
- e. Grant or Cooperative Agreement Recipient
- f. I have not done business with or received funding from NASA

5. What are some of the barriers to entry when doing business with NASA?

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Meet the Speaker

Mr. David Brock

Small Business Specialist
NASA Marshall Space Flight Center

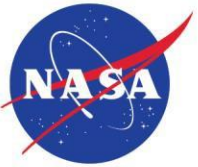
Mr. Brock provides strategic guidance and direction in the planning, coordination, and implementation of the NASA Small Business Programs at MSFC and to industry.

Mr. Brock entered the Federal sector in December 1984 when he joined the NASA family as a Procurement Analyst assigned to the Office of Procurement. He has been actively involved in the NASA Small Business programs for over 30 years.

Link to full Bio: <https://www.nasa.gov/people/david-brock/>

NASA'S ENHANCED MENTOR-PROTÉGÉ PROGRAM OVERVIEW





NASA Mentor-Protégé Program

Office of Small Business Programs

David E. Brock

Small Business Specialist



NASA Mentor Protégé Program Moratorium Background

- The NASA Mentor-Protégé Program (MPP) underwent a temporary moratorium as of February 21, 2024.
- This decision allowed us to thoroughly assess our MPP policies and processes, and to ensure it continues to function as an optimal program.

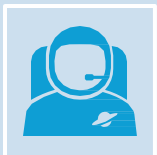
NASAMPP: Updates and Revisions



Targeted NAICS Codes: The NEW NASA Mentor-Protégé Program will prioritize contracts under specific NAICS codes that align with the STMD technology taxonomies and NASA's top 20 NAICS codes, ensuring a direct connection to the agency's mission-critical areas.



Targeted Industry Sectors: The program will transition its focus towards Research & Development (R&D) and Aerospace Manufacturing, shifting away from basic supply services to support innovation and technological advancement within NASA.



Enhancing Program Impact: By concentrating on these key sectors and codes, the NASA Mentor-Protégé Program will better support the Agency's long-term strategic goals and mission success.

NASA MPP: Eligibility Updates for Mentors

- A large prime contractor performing under at least one NASA contract that contains a small business subcontracting plan, as required by FAR 19.7 (the Small Business Subcontracting Program).
- Eligible for the receipt of Government contracts.
- Only large business prime contractors under certain NAICS codes can apply for Mentor eligibility.

Eligible NAICS Codes

•	CODE	DESCRIPTION
•	325120	INDUSTRIAL GAS MANUFACTURING
•	333314	OPTICAL INSTRUMENT AND LENS MANUFACTURING
•	334511	SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM, AND INSTRUMENT MANUFACTURING
•	336414	GUIDED MISSILE AND SPACE VEHICLE MANUFACTURING
•	336415	GUIDED MISSILE AND SPACE VEHICLE PROPULSION UNIT AND PROPULSION UNIT PARTS MANUFACTURING
•	336419	OTHER GUIDED MISSILE AND SPACE VEHICLE PARTS AND AUXILIARY EQUIPMENT MANUFACTURING
•	481212	NONSCHEDULED CHARTERED FREIGHT AIR TRANSPORTATION
•	488190	OTHER SUPPORT ACTIVITIES FOR AIR TRANSPORTATION
•	517919	ALL OTHER TELECOMMUNICATIONS
•	541330	ENGINEERING SERVICES
•	541512	COMPUTER SYSTEMS DESIGN SERVICES
•	541519	OTHER COMPUTER RELATED SERVICES
•	541715	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES ---- EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY

- Note: NASA OSBP may consider contracts with other NAICS codes on a case-by-case basis.

- # Protégé Eligibility Requirements
- Must be able to certify as a small business against the NAICS code size standard that represents the contemplated services to be provided by the Protégé to the Mentor.
 - Must be eligible for the receipt of Government contracts.
 - No limit to the number of MPAs a protégé can participate in, but they may only participate in one MPA at a time. The developmental assistance must differ from all past MPAs.
 - Must have at least one of the eligible business classifications types to participate in the NASA MPP.

NASA MPP: Eligibility Updates for Protégés

- In accordance with NFS 1819.72, the following entities are eligible to be chosen as Protégés:
 - 1. Small Business Concerns as defined in Federal Acquisition Regulation (FAR Part 2.101).
 - 2. Minority Institutions (MI) as defined in FAR Part 2.101.
 - 3. Historically Black College or University (HBCUs) as defined in FAR Part 2.101.
 - 4. Companies participating in the Ability One program (FAR Part 8.7).
- Note: Ability One companies are service providers, per FAR 8.7, and as such, may not be able to fill supply chain gaps.

NASA MPP: Benefit of Participation Updates

- Mentor Benefits
 - Develop long-term business relationships with small business concerns.
 - Develop a qualified small business subcontracting base.
 - Accrue credit toward small business subcontracting goals.
 - Address known gaps in the Mentor's supply chain.
- Protégé Benefits
 - Receive relevant technical and developmental assistance.
 - Qualify for sole-source contracts from Mentors.
 - Additional subcontracting and prime contracting opportunities.
- All Participants
 - Cultivate teaming opportunities with their partners to win new contracts and/or subcontracts.
 - Engage the MPP as a marketing tool.
 - Foster networking opportunities.

Two Types of Agreements

- **Credit Agreements:**

- Under this type agreement, a Mentor can count the cost of developmental assistance toward their subcontracting goals on a one-to-one basis.
- Credit is reported on the Mentor's individual subcontract report.

- **Award Fee Program:**

- Under this type agreement, a Mentor is eligible to receive a separate award fee for the accomplishments of its developmental assistance to the Protégé (\$100K max).
- To be eligible, Protégé must be performing under a SBIR Phase II or STTR Phase II contract...emphasis on raising the Technology Readiness Level.
- An Award Fee Panel will be created by the PM to monitor success.
- Award Fee Panel will review the Annual reports and reviews to determine the amount of an award fee to be given at the end of the performance period.
- Award fee will then be transferred to the Mentor via the contract vehicle that was modified to include the MPA.

The Process: Getting Started

- Responsibility of the Mentor is to research the company that possesses the best synergy and 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 meet to conduct a needs assessment for the Protégé.
- Mentors should then meet with the Center Small Business Specialist (SBS), Contracting Officer (CO), and Contracting Officer Representative (COR) at the Center where the mentoring will occur to discuss.
- When ready, the Mentor and Protégé can move on to the next step of submitting the necessary documentation.
- Mentor submits agreement to the Center where it has a large prime contract with an approved subcontracting plan and where it will be working with its Protégé.
- Following the submission of the MPA to the Center's CO, COR, and SBS, the information is vetted, endorsed, and sent to the NASA MPP Manager at MSFC for final approval.
- Note: Maximum length of an agreement is three years, minimum one year, and can be extended on six-month intervals not to exceed the maximum of three years.

Things to Consider When Preparing an MPA

- MPA package must contain all required documentation before submitting.
- Developmental assistance split of 70/30 must be the same for both labor 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.
- Other direct cost (ODC) should not exceed 10 percent of the proposed direct labor cost.
- Mentor must be 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.
- Milestones outlined by the Mentor should be both valid and obtainable.
- CO must modify 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.

Content of MPA

- Mentor's cover letter outlining content of agreement signed by the Mentor's POC
- Protégé's 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.

NASA MPP Forms, Templates, and Guidebook

- 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

**MPP Guidebook and Templates can be found within following hyperlink under “Templates & Forms”:*

[NASA Mentor-Protégé Program | NASA](#)

How To Contact Us

- Creation of a new dedicated NASA MPP Inbox for processing all NASA MPP related documentation:
MSFC-NASAMentorProtegeProgram@mail.nasa.gov
- Establishment of a new dedicated Phone number for receiving inquiries specific to the NASA MPP only: 256-544-7768

Q&A

**NASA'S ENHANCED
MENTOR-PROTÉGÉ PROGRAM
OVERVIEW**



What are the eligibility requirements for small businesses to participate in the NASA MPP?

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How do I find and approach a suitable mentor
within NASA's network?

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How long does a mentor-protégé relationship typically last in the program?

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What are the specific benefits for small businesses participating in NASA's Mentor Protégé Program (MPP)?

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What are the reporting requirements for protégés and mentors throughout the program?

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How can small businesses leverage NASA's Mentor Protégé Program to increase their technical capabilities and competitiveness?

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Is there a limit to the number of small businesses that can participate in the program each year?

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Is there a limit to the number of small businesses that can participate in the program each year?

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What specific qualifications or experience should small businesses have to be considered competitive for the Enhanced Mentor Protégé Program (MPP)?

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Are there opportunities within the program for small businesses that fall outside the listed NAICS codes?

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Can a small business that has already worked with NASA participate in the MPP, or is it primarily for businesses new to the agency

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Does NASA provide any resources or training for small businesses to help them navigate its procurement processes more effectively?

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OSBP Updates

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Register Today!

Registration is open for our next
OSBP Learning Series:
**Charting New Horizons: Annual Small
Business Town Hall**

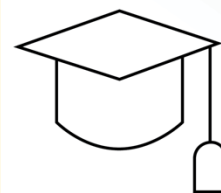
October 16, 2024, at 1:00 p.m. ET



SCAN ME

Scan this QR code to register for the NASA OSBP Learning Series or click the link below.

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Learning Series Webinar

Upcoming OSBP Learning Series



Upcoming OSBP Learning Series Webinars

October 16, 2024

Charting New Horizons: Annual Small Business Town Hall
with NASA OSBP Assistant Administrator

November



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NASA Vendor Database

Joining the NASA Vendor Database offers several benefits to users. Here are a few reasons why YOU should join!

- Access to valuable information (e.g., procurement opportunities, market research data, etc.)
- Collaboration opportunities (e.g., network with NASA acquisition personnel and other vendors.)
- Enhanced visibility and exposure to NASA acquisition personnel
- Improved efficiency and productivity (e.g., NASA users to vendor direct email capability)
- Compliance and security (e.g., NVDB data is synced with SAM.gov)
- Network expansion (e.g., Joining the NEW NVDB can help expand your professional networks)
- Specialized features: (e.g., NASA users XXX; Vendor users XXX)



NASA'S ENHANCED MENTOR-PROTÉGÉ PROGRAM OVERVIEW



NASA OSBP Mobile App

The OSBP Mobile app has been UPDATED!

The NASA OSBP Mobile is the NASA Office of Small Business Program's official mobile application. It is available for iOS and Android devices. OSBP Mobile is designed as a user-friendly tool to learn how to do business with NASA and have all the required resources right at your fingertips. Key features allow users to easily contact NASA Center Small Business Specialists, view Active Contract Listings, and find out when upcoming networking events are taking place.

The app is available for download at the [iTunes App Store](#) or [Google Play](#).

Privacy Policy

NASA OSBP Mobile's Privacy Policy can be viewed at [NASA OSBP Mobile Privacy Policy](#).

OSBP Mobile (iOS) and Android Update Available!

A new update to the iOS and Android version of OSBP Mobile was recently released in the Apple App Store. It is version 3.0.

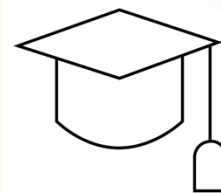
The new version has the following features:

- New dashboard layout for your OSBP Mobile experience
- New Small Business Specialist layout
- New presentation for Top Stories, Events, Contracts, and RFPs



Download at:
<https://play.google.com/>
<https://apps.apple.com/>

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OSBP Publications

OSBP provides many resourceful publications to the small business community.

The Small Business Guide to NASA
Small Business Industry Awards
NASA OSBP Spotlight
Other Publications

To view/download, visit:

<https://www.nasa.gov/osbp/osbp-publications>

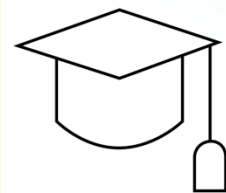
National Aeronautics and Space Administration



OFFICE OF SMALL BUSINESS PROGRAMS
... where small business makes a big difference



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OSBP Learning Series: CALL FOR NEW TOPICS!!

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Please submit your topic ideas to smallbusiness@nasa.gov!

Learn more about NASA OSBP!

www.nasa.gov/osbp

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