

# Orange County SAME Small Business Meeting

## Mentor Protégé JV Relationships & Lessons Learned

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**Ahtna**  
Design-Build, Inc.

# TOPICS

- Audience Survey
- Program Advantages
- Identifying a Good Partner
- Defining Success



# Audience Survey

- Small Businesses?
- 8(a) firms?
  - w/ Existing 8(a) MP?
  - Potentially Seeking an 8(a) MP?
- SDVOSB or VOSB?
- Woman-owned Small Business?
- Large Businesses?
  - w/ Existing 8(a) MP?
  - Potentially Seeking an 8(a) MP?

# Program Advantages

- Mentorship from a larger more sophisticated firm with established programs & policies
- Allows for development of new skill-sets & services
- More project control for the protégé than under a prime/sub relationship
- Enhanced qualifications for Gov't Contracts
- Protégés can pursue and perform contracts they might not otherwise be qualified for
- Splitting revenue may actually help a small business stay small longer

# Identifying a Good Mentor Partner

- Thoroughly vet your potential Mentor
- Don't just go with the Biggest because they're the Biggest
- How much Gov't contracting do they do?
- What's their history as a Mentor?
- Check references
- Are they going to mentor you in the areas of need?
- What's their reputation with the Agencies?
- What's their Safety Record?



# Identifying a Good Mentor Partner (cont'd)

- Ensure you have a good cultural fit
  - Meet with several representatives at different levels
  - Ensure executive level buy-in
  - Work with them in a few prime/sub opportunities
  - Work with them on some joint proposals
- Are they going to market your MP across their company?
- Are they going to help with proposals?
- What's their pricing structure?



# Defining Success

- Mentor assists with Mentor Protégé Agreement and is committed to it
- Mentor Buys-in to your Business Plan and is going to help you get there
- Mentor is heavily engaged in finding opportunities
  - Regular Opportunity Review Calls
  - Significant Proposal Support
- You're winning opportunities
- Mentor provides necessary technical and program support
- Protégé is profitable and is growing in the areas needed



QUESTIONS?