



MENTOR PROTÉGÉ PROGRAM

What about it?

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What are Mentor-Protégé Programs about?

- a. Helping small business to succeed**
- b. Helping Large Business to improve it's success**
- c. Helping the customer to more effectively meet its mission**
- d. Helping to increase and improve Industry qualified contractor pool base**



Program flavors

DoD

Army & Navy

Air Force

SBA

Program focus

DoD

SBA

Is Mentor-Protégé right for your company?

a. What do you need?

b. Can you afford it?

c. Can you succeed without it

Things to look for

- a. **Trusted partner (Mentor)**
- b. **Corporate commitment**
- c. **Right opportunity**
- d. **Strong advocate/Champion**

Things to look out for

- a. **Hidden agendas**
- b. **Opportunist partner**
- c. **Internal conflicts of interest**
- d. **No or ineffective advocate/champion**

What does it cost?



- a. Lots of time**
- b. Money**
- c. Dedication**
- d. Hard work**

What's the return on investment?

- a. Enhanced and/or increased capability**
- b. Greater contracting (prime and sub) opportunities**
- c. Strategic long term partnerships**

Is it worth the investment &/or effort?



a. **Yes**

b. **No**

c. **Maybe**

Been there..., done that, now what?

- a. **Do you need help of another kind**
- b. **Spread your wings**
- c. **Pay it Forward**



Questions ?