



DEFENSE LOGISTICS AGENCY

Established 1961

DLA Troop Support Small Business Office Overview

Jessica Wallis, Director, Small Business Office
October 2024



THE NATION'S LOGISTICS COMBAT SUPPORT AGENCY



Small Business Office Functions

- Track progress toward annual DoD and DLA goals
- Acquisition workforce training on FAR 19, Small Business Programs and DFARS, DLAD, DGPA supplements
- Continuous vendor outreach through industry conferences and virtual Apex Accelerator webinars
- Assist in developing acquisition and market research strategies at all milestones
- Liaise with Small Business Administration
- Entry point and education for all potential new vendors
- Dedicated team of small supply chain specific small business and AbilityOne representatives

DEFENSE LOGISTICS AGENCY

Established 1961



DLA Mentor-Protégé Program Industry Overview

Armenthia Massey, DLA MPP Manager
October 2024



THE NATION'S LOGISTICS COMBAT SUPPORT AGENCY



Defense Logistics Agency Office Of Small Business Programs

Mentor-Protégé Program



MENTOR PROTÉGÉ PROGRAM

Defense Logistics
Agency

(10 USC 4902)

<https://www.dla.mil/Small-Business/Vendor-Opportunities/>

PURPOSE

To assist small businesses in competing for prime DoD contract/subcontract awards through partnerships with large companies that provide developmental assistance



EDUCATION



COLLABORATION



TECHNOLOGY
TRANSFER



TECHNICAL
ENHANCEMENT
& DEV SUPPORT



CYBERSECURITY
READINESS



BUSINESS
INFRASTRUCTURE



MANUFACTURABILITY



Who Can Participate?

Mentor requirements include:

- Must be an approved DoD Mentor via the application process
- Be eligible for the award of Federal contracts;
- Must Demonstrate:
 - Is qualified to provide assistance that will contribute to the purpose of the program;
 - Is of good financial health and character;
 - Is not on a Federal list of debarred or suspended contractors; and
 - Is an Other Than Small Business Concern, unless approved by DoD OSBP
- Be capable of imparting value to a Protégé firm because of experience gained as DoD contractor or through knowledge of general business operations and government contracting, as demonstrated by evidence that such entity:
 - Received DoD contracts and subcontracts equal to or greater than \$25 Million during the previous FY;
 - Is a Prime contractor to DoD with an active subcontracting plan;
 - Has graduated from the 8(a) Business Development Program and provides documentation of its ability to serve as a Mentor; or
 - Demonstrates the capability to assist in the development of Proteges firms

Protégé requirements include:

- Must be a Small Business Concern;
- Eligible for the award of Federal contracts;
- Not more than the SBA size of standard for its primary NAICS code;
- Not owned or managed by individuals or entities that directly or indirectly have stock options or convertible securities in the Mentor firm; and
- Be at least one of the following:
 - A qualified HUBZone small business concern;
 - A women-owned small business concern;
 - A service-disabled veteran-owned small business concern;
 - An entity owned and controlled by an Indian tribe;
 - An entity owned and controlled by a Native Hawaiian organization;
 - An entity owned and controlled by socially and economically disadvantaged individuals;
 - A qualified organization employing severely disabled individuals; or
 - Is a nontraditional defense contractor; or
 - Currently provides goods or services in the private sector that are critical to enhancing the capabilities of the defense supplier base and fulfilling key DoD needs.

* Refer to [DFARS Appendix I](#) for additional information



Mentor Benefits

- Develop business relationships with small businesses
- Develop a high-quality subcontracting pool
- Enhance the technical capability of the firm
- Pursue new market opportunities as part of a team
- Issue subcontracts to their protégé on a non-competitive basis
- Gain past performance experience
- Receive cost reimbursement or small business subcontracting credit or a combination of the two

Protégé Benefits

- Technology transfer
- Engineering and technical training
- Business infrastructure enhancement
- Develop business relationship with a prime contractor
- Expand subcontracting opportunities
- Business development and planning training
- Leverage technical expertise of the mentor to bid on small business set-aside contracts
- Improve competitive advantage
- Potential 25% reimbursement for manufacturing, engineering, or software efforts (Protégé Pilot Initiative (PPI))



DLA's Approach To The MPP

The Defense Logistics Agency will take a multifaceted approach to the MPP process. The following approaches may be utilized:

- **Direct to Mentor/Direct to DLA:**
 - DLA will work with mentor directly regarding requirements where there is a sole or limited need and/or capability. (solicitation will not be published.)
- **Open Call:**
 - DLA will publish a solicitation stating specific requirements and statement of work that will be open for an extended period of time and allows for awards on a rolling basis.
- **Broad Agency Announcement (BAA)**
 - DLA will publish a solicitation in the form of a problem statement for requirements that do not have a specific or defined statement of work but pose a problem or challenge.

Published opportunities will be posted at: sam.gov/SAM/



MPP Agreement Types

Types of DoD Mentor-Protégé Agreements (MPAs):

- **Direct Reimbursement MPAs**
 - Allows for direct cost reimbursement of allowable costs
 - Direct labor costs (for assistance by Mentor firm employees)
 - Assistance provided by Authorized Subcontractor(s)
 - Other costs
- **Credit MPAs**
 - Costs incurred under Credit Agreement may be applied towards SDB subcontracting goals under any Federal Agency Subcontracting plan
 - Agreement is administered by DCMA
- **Hybrid MPAs**
 - Agreements start out as a Credit Agreement for the first year and then can be modified to include Reimbursable Agreement provisions for remainder of the agreement



Pertinent Information

- DoD OSBP manages the Mentor application and Mentor approval process
 - Located at: [MPP Portal \(osd.mil\)](https://osd.mil)
 - Mentors are required to revalidate approval every 5 years
- Mentor firms are solely responsible for selecting Protégé firms
- A Protégé firm may not be a party to more than one DoD MPA at a time
- There is no current limit on the number of MPAs for a Mentor
- A Protégé may only participate in the DoD MPP during the 5-year period beginning on the date the Protégé enters into its first MPA
- **MPP contracts:**
 - Move America and ACC/APG (via a Cooperative Agreement) will provide contracting support for DLA MPP contracts.
 - Reimbursement contracts will be established between Move America and the Mentor on behalf of DLA. However, DLA will maintain oversight of the contract.
 - Credit Reimbursement and Hybrid Reimbursement contracts will be established by DCMA on behalf of DLA. However, DLA will maintain oversight of the contract.



MPP Forms Of Assistance

A MPA agreement may provide for the Mentor to furnish any or all of the following types of developmental assistance:

- Assistance by Mentor personnel in:
 - **General business management**, including organizational management, financial management, and personnel management, marketing, and overall business planning;
 - **Engineering and technical matters** such as production, inventory control, manufacturing, test and evaluation, and quality assurance; and
 - Any other assistance designed to develop the capabilities of the protege firm to:
 - Participate in DoD, Federal, and/or commercial contracts and subcontracts; and
- Increase small business subcontracting opportunities in industry categories where eligible protégés or other small business firms are not dominant in the company's vendor base.
- Assistance in understanding contract regulations of the Federal Government and DoD (FAR and DFARS) – mandatory (FY23 NDAA highlighted this);
- Award of subcontracts to the Protégé firm under DoD contracts or other contracts on a noncompetitive basis;
- Payment of progress payments for performance of the Protege firm under such a subcontract in amounts as provided for in the subcontract;
- Advance payments under such subcontracts;
- Loans; and
- Assistance obtained by the Mentor for the Protege from one or more Authorized Subcontractor.



MPP Authorized Subcontractors

Authorized Subcontractors: businesses and organizations that perform work for a Federal contractor that is related to and necessary for the performance of a Federal contract.

- Historically Black Colleges and Universities (HBCUs)
- Minority Serving Institutions (MSIs)
- Small Business Development Centers (SBDCs)
- Apex Accelerators (Formerly PTACs)
- Manufacturing Extension Partnerships (MEPs)
- Women Business Centers (WBCs)
- Manufacturing Innovation Institutes (MIIs)

*Note – DLA requires the use of Authorized Subcontractors at nlt 5% of the total agreement cost.



DLA MPP Areas Of Focus

zM_ Vf v +ÜzM8zz Ü Mz



TROOP SUPPORT

PHILADELPHIA,
PA



- Clothing & Textiles
 - Coveralls
 - Individual Equipment
 - Gloves
- Construction & Equipment
 - Containers
 - Metals

3 Locations

LAND AND MARITIME

COLUMBUS,
OH



- No Bid Items
- Hose Assemblies and Couplings
- Cable Assemblies
- Motor Vehicle Parts

• 8 Locations

AVIATION

RICHMOND,
VA



- Legacy Aircraft
- Obsolete Items
- Backordered Items
- C-130
- H-1

19 Locations

ENERGY

FORT BELVOIR,
VA



- Bulk Petroleum Products
- Supply Chain Services

602 Fuel Locations

DISTRIBUTION

NEW
CUMBERLAND, PA



- Global Storage
- Distribution Solutions

43 Locations

DISPOSITION SERVICES

BATTLE CREEK,
MI



- Hazardous Waste

89 Locations



Steps In Participating





Pitch Presentation Briefing Requirements

The Briefing should include the MSC Evaluation Team about developing the MPA. The preparation of this briefing should be a broad representation of the proposed concept and objectives of the MPA. DLA's decision and feedback will be provided no later than one week after the briefing. The briefing should include at least the following:

1. Background of the Protégé including cage, small business category, and NAICS
2. Background on the Mentor's experience in mentoring other formal MPAs
3. Type of Agreement (Reimbursement, Credit (DCMA), or Hybrid)
4. Identified concept and objectives of the proposed MPA
5. Primary NAICS Code(s) that will be supported
6. Proposed Mentor technical (nlt 51%) and administrative transfers
7. The use of Authorized Subcontractors (nlt 5% of the total yearly agreement cost)
8. Benefits to the Mentor, Protégé and DLA of the proposed agreement
9. Rough Order Magnitude (ROM) Cost Estimate Worksheet (*any agreement cost over \$750K per year requires additional justification)
10. Estimated time of completion
11. Determine if the Protégé Pilot Initiative (PPI) application will be submitted
12. Rationale of why the MSC should sponsor the agreement



MPP References and Links

DoD Mentor-Protégé Program Policy and Regulations:

- DoD Mentor Protégé Program
 - (<https://business.defense.gov/Programs/Mentor-Protege-Program/>)
- Defense Federal Acquisition Regulation Supplement (DFARS)
 - (<https://www.acq.osd.mil/dpap/dars/dfarspgi/current/index.html>)
- DFARS Appendix I
 - (https://www.acq.osd.mil/dpap/dars/dfars/html/current/appendix_i.htm)
- DFARS Subpart 219_71
 - (https://www.acq.osd.mil/dpap/dars/dfars/html/current/219_71.htm)
- DoD Mentor-Protégé Portal
 - MPP Portal (osd.mil)
 - (<https://mpp.acq.osd.mil/mpp/#/>)
- DLA Mentor-Protégé Program Details
 - Small Business (dla.mil)
 - (<https://dla.mil/Small-Business/>)



DLA MPP Contact Information

DLA MPP Contact information:

Program Action Officer
Ms. Armenthia “Mint” Massey
Email: DLAMPP@dla.mil

