



## Air Force Mentor-Protégé Program

### Forming positive relationships

The Air Force Mentor-Protégé Program assists small businesses (Protégés) to successfully compete for contract awards by partnering with large companies (Mentors) under individual agreements.

The Air Force Mentor-Protégé Program is like no other in the federal government. The Air Force requires meaningful participation by Historically Black Colleges and Universities and/or Minority Institutions and/or Small Business Development Centers and/or Procurement Technical Assistance Centers.

The program is managed by the Air Force Small Business Solutions Center at Brooks City-Base, Texas.

### Benefits to the Mentor

- ✓ Develop long term business relationship with qualified small businesses
- ✓ Develop an effective and high quality pool of eligible small businesses
- ✓ Enhance technical capabilities of both firms
- ✓ Pursue new market opportunities as Mentor-Protégé team
- ✓ Issue subcontracts to protégé on a noncompetitive basis
- ✓ Gain a source selection/past performance evaluation factor
- ✓ Receive cost reimbursement

### Benefits to the Protégé

- ✓ Technology transfer
- ✓ Engineering and technical training production, ISO, and quality assurance
- ✓ Business infrastructure enhancement
- ✓ Develop long term business relationship with Prime Contractor
- ✓ Expands subcontracting opportunities



- ✓ Business development and planning
- ✓ Protégé may leverage technical expertise of mentor to bid on SB set-aside contracts
- ✓ Improve competitive advantage
- ✓ Use program as a marketing tool

### Qualifying Mentor:

- ✓ Have at least one active subcontracting plan with any Federal agency
- ✓ Be eligible for award of Federal contracts

### Qualifying Protégé:

- ✓ Certified by SBA as a Small Disadvantaged Business (SDB) concern, 8(a) firm; or
- ✓ Qualified organization employing the severely disabled; or
- ✓ Woman-Owned SB; or
- ✓ Service-Disabled Veteran-Owned SB; or
- ✓ HUBZone SB

*For more Air Force Mentor-Protégé information, go to [www.selltoairforce.org](http://www.selltoairforce.org) and select from the Programs menu tab.*