

# PNNL Economic Development Office's Mentor-Protégé Program

*Helping small technology businesses thrive*



**Pacific Northwest**  
NATIONAL LABORATORY

Proudly Operated by **Battelle** Since 1965

## Mentor-Protégé Program at-a-glance

The Mentor-Protégé Program's (MPP) goal is to assist in the creation, stabilization, and growth of regional technology-based businesses by providing a network of individuals experienced in business (mentors) able and willing to provide guidance to regional companies/individuals (protégés).

Potential protégés initiate the process by requesting a mentor for a specific business challenge. Through the MPP, protégés are introduced to one or more qualified mentors, who will assist them for an agreed upon period (typically 6-24 months). Mentors and protégés may continue their relationship independent of the MPP following completion of the formal mentoring engagement. The program serves technology-based businesses located within a 50-mile radius of the Tri-Cities.

A primary objective of the Economic Development Office at the Pacific Northwest National Laboratory (PNNL) is to encourage the expansion of technology businesses in our region. The MPP leverages the Laboratory's extensive network of business contacts and other regional economic development assistance efforts.

## Benefits to Protégés

Protégés receive the obvious benefit of learning from a mentor's experience. They may also receive assistance in:

- writing business and sales plans,
- uncovering new market opportunities for products and services,
- preparing financial projections,
- evaluating the competition,



- negotiating business agreements,
- building a management team and a board of directors, and
- Increasing revenues and long-term profitability.

## Becoming a Protégé

If you are interested in becoming a protégé, visit the MPP website: <http://www.pnl.gov/edo/mentor/>, and submit a "request for mentoring" application. The application will be evaluated and you will receive a response indicating your suitability as a protégé.

### For more information, contact:

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