



Mentor-Protégé Connection

Introducing the Department of the Navy Small Business Program Director

Greetings:

It is with great pleasure that I introduce myself. My name is Timothy Foreman and as the Navy Director for the Office of Small Business Programs, I am responsible for setting the overall business policies, objectives and strategies designed to enhance small business prime and subcontracting opportunities within the Department of the Navy.

Within this capacity, I will be working closely with each of you in expanding and maintaining valued partnerships that benefit the Department of Defense. I take great pride in being an intricate part of the Department of Navy's future transformation, partnering with Small Business to improve contracting practices to provide cost effective technological solutions to acquire goods and services for our Navy warfighters.



Timothy Foreman
Director

Sincerely,

Timothy Foreman

Director

Program Manager's Corner

The Mentor-Protégé quarterly newsletter is taking on a new look. This publication will serve as an information tool in highlighting current topics, spotlighting Mentor and Protégé accomplishments, as well as upcoming events and registration information. I hope you enjoy this publication as we move into expanding the overall impact of the technologies provided to our warfighters.

If you have any questions or comments, please contact Oreta Stinson, Program Manager at (202) 685-6485.



Department of Navy Small Business Upcoming Events

2008 Mentor Protégé Conference
March 10-13, 2008, Daytona Beach, FL

2008 Navy Blue Coast Conference
June 17-19, 2008, Virginia Beach, VA

4th Annual National Veteran Small Business
July 7-10, 2008, Caesars Palace, Las Vegas, NV

2008 Navy Gold Coast Conference
August 26-27, 2008, San Diego, CA

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Navy Mentor-Protégé Program... About Us



The DoN Mentor-Protégé Program assists small businesses (Protégés) in successfully competing for prime contracts and subcontract awards by partnering with larger companies (Mentors) under individual, project based Agreements.

The DoD Pilot Program, which has been extended through 2010, is currently opened to Small Disadvantaged Businesses, Women-Owned Small Business, HUBZone Small Business, Service-Disabled Veteran-Owned Small Business, and companies who employ the severely disabled. Moreover, the DoN Mentor-Protégé Program has aided these businesses in expanding their overall marketplace participation, which has produced more jobs and increased national income.

Although Mentor firms have made the program an integral part of their sourcing plans; while Protégé firms have used their involvement in the program to develop much needed business and technical capabilities to diversify their customer base, proposed Mentor-Protégé agreements should be forwarded by the Mentor to the cognizant HCA Small Business Office for a review and an endorsement. Participating Mentors should anticipate this review to take

approximately 30-45 days. However, it is advised that proposed Mentors and Protégé's check with their cognizant HCA Small Business Office for accurate deadlines.

Upon review and endorsement of the proposed agreements, the HCA Small Business Office will forward endorsed Mentor-Protégé agreements for evaluation to the Navy Mentor-Protégé Program Manager by close of business on the following cut off dates:

August 30th
November 30th
February 28th
May 31st



Through some of these endorsed agreements, the DoN Mentor-Protégé Program allows the Navy to procure quality products at reasonable costs while continuing to foster the

establishment of long-term business relationships that assist small business concerns to reach the next level of development.

If the agreement is approved and funded by OSN OSBP, a copy of the approval letter will be forwarded to the cognizant HCA Small Business Office, participating Mentor and Protégé, Contracting Officer, and Defense Contracting Management Agency (DCMA). All funding associated with each approved agreement, will be sent directly to the sponsoring activity.

Once the funding is received at the sponsoring activity, the agreement will then be added as a separately priced cost reimbursable line item to the appropriate existing Navy contract.

Through the DoN Mentor-Protégé Program, many participants establish long-term business relationships which benefit the Navy in introducing new and updated technologies that support the agency's overall mission and helps to increase the Navy's industrial base.

Department of Navy Mentor-Protégé Spotlight

Within the Mentor-Protégé Program, notable recognition is given to those participants who demonstrate outstanding accomplishments that enhance the technical capabilities of small businesses. For instance, under the sponsorship of the Naval Air Systems Command (NAVAIR), Raytheon Missile Systems and The ENSER Corporation, recipients of the 2007 Nunn-Perry Award, entered into an agreement to improve ENSER's technical expertise and competitiveness as one of the few suppliers of batteries that power smart air-to-air weapons after launch.

Under their Mentor-Protégé Agreement, ENSER received training from Raytheon in Lean Manufacturing Principles. This accomplishment translated into increased productivity with significant improvement in operational metrics. Through this partnership, ENSER has also introduced on-site environmental test, analytical chemical lab, heat power processing and lithium-silicon alloying facilities, which will reduce costs and improve process consistency, thereby reducing scrap and increasing reliability.

Another critical area to manufacturing include process control and the six sigma training provided under the Mentor Protégé Program. This training proved to be invaluable in reducing scrap, increasing productivity and therefore increasing capacity, improving product reliability and reducing costs of the products. Through the success of this partnership, ENSER will produce 106,000 thermal batteries for smart weapons each year.

Celebrating 10 years of Successful Mentoring... Navy Nunn Perry Award Recipients

The Nunn-Perry Award, named in honor of former Senator Sam Nunn and former Secretary of Defense William Perry, was first awarded in 1995. This prestigious award recognizes outstanding Mentor-Protégé teams formed under the auspices of the DoD Mentor-Protégé Program. Since its inception, this award spotlights innovative partnerships committed to the development of small businesses. Moreover, the Department of the Navy has proudly sponsored the following recipients:

1997 Awardees:

Mentor: Hughes Aircraft **Protégé:** Kuchera Defense
Mentor: Hughes Missiles Systems **Protégé:** Summa Technology

1999 Awardees:

Mentor: IT Group **Protégé:** Innovative Technical Solutions
Mentor: Raytheon Systems **Protégé:** Choctaw Finishing
Mentor: Raytheon Systems Company **Protégé:** Kuchera

2000 Awardees:

Mentor: The Boeing Company **Protégé:** Manufacturing Tech.

2001 Awardees:

Mentor: IT Corporation **Protégé:** Mendelian Construction
Mentor: Foster Wheeler **Protégé:** TAC Services

2002 Awardees:

Mentor: Bell Helicopter Textron **Protégé:** Valco Manufacturing
Mentor: Foster Wheeler **Protégé:** Nobis Engineering
Mentor: Raytheon Naval & Maritime **Protégé:** Basic Electronics

2003 Awardees:

Mentor: Q.E.D. Systems **Protégé:** LPI
Mentor: Raytheon Missile **Protégé:** ENSER

2005 Awardees:

Mentor: The Boeing Company **Protégé:** DACA
Mentor: Q.E.D. Systems **Protégé:** LPI
Mentor: Raytheon-Network **Protégé:** Tampa Brass

2006 Awardees:

Mentor: The Boeing Company **Protégé:** Kemco
Mentor: Lockheed Martin **Protégé:** M&M
Mentor: Science Applications **Protégé:** Ellis
Mentor: Shaw **Protégé:** Engineering/Remediation
Mentor: Tetra Tech EC **Protégé:** TN & Associates

2007 Awardees:

Mentor: Raytheon Missile Systems
Protégé: The ENSER Corporation





Secretary of the Navy
Office of Small Business Programs
720 Kennon Avenue, SE
Bldg. 36, Room 207
Washington Navy Yard, DC 20374
(202) 685-6485