

# Mentor-Protégé Program

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## WHAT IS THE MENTOR-PROTÉGÉ PROGRAM?

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A local business development program aimed to enhance the capabilities of County-based small and County-based minority businesses (“protégé firms”) through formal agreements with large businesses (“mentor firms”) for the purpose of improving the protégé’s ability over time to successfully compete for contracting opportunities at the prime level.

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## ABOUT THE MENTOR-PROTÉGÉ PROGRAM?

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- The Prince George's County Mentor-Protégé Program was established pursuant to County Code Section 10A-164.01 which authorizes the Office of Procurement (OOP) Director to adopt rules and regulations for administration of the Program.
- The OOP Director may impose a Mentor-Protégé Program requirement on a procurement based on the industry area.
- Protégé must be a County-based Small Business (CBSB) or a County-based Minority Business Enterprise (CBMBE).
- Mentor must meet the County's Responsibility criteria and demonstrate level of achievement by being in business five years or more.

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## ABOUT THE MENTOR-PROTÉGÉ PROGRAM?

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Protégé	Mentor
Technical Assistance  Management Assistance  Financial Assistance	Can leverage the program to enter into Joint Venture with the Protégé and pursue small/minority business set-asides.
Business Development  Trade Education	Can go after set-aside opportunities designated for Mentor-Protégé participation only.

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## WHAT ARE POLICIES & PROCEDURES FOR THE PROGRAM?

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- The Mentor-Protégé Program's Policy & Procedures establish the purpose, eligibility requirements, application process and appeals process.
- The Mentor-Protégé Program's Policy & Procedures are posted on Office of Procurement Business Highway under the Mentor-Protégé tab.
- Mentor-Protégé Program Application is posted on Office of Procurement Business Highway for submission.
- Review of Applications will be conducted by the Mentor-Protégé Committee.

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## WHAT IS THE MENTOR-PROTÉGÉ TEAM AGREEMENT & BUSINESS PLAN?

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- Mentor-Protégé Team Agreement & Business Plan formalizes the goals for the duration of the agreement and available on the Office of Procurement Business Highway.
- Mentor enters into Mentor-Protégé Program Agreement with a Protégé to help develop their capacity to become self-sufficient, competitive and profitable through Joint Venture, prime and subcontractor relationship, bonding and financial support or other partnership.
- The Agreement may not exceed a two-year period and is updated after the first year.

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**WHAT HAPPENS IF MENTOR IS AWARDED  
A COUNTY CONTRACT WITH THE  
MENTOR PROTÉGÉ REQUIREMENT?**

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- Protégé who enters into Mentor-Protégé Team Agreement shall self-perform at least 20% of the value of a procurement that has a Mentor-Protégé requirement.
- If the Mentor contractor fails to comply with the terms of Mentor-Protégé agreement, the OOP Director may rescind the procurement award.

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**WHAT OTHER OPPORTUNITIES ARE  
AVAILABLE UNDER THE MENTOR-PROTÉGÉ  
PROGRAM?**

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- OOP Director may enter into service and reimbursement agreements with associations of local businesses, as well as local, state and federal small and MBE assistance offices that provide assistance in recruitment and placement of CBSB/CBMBE, for training and related assistance.
- OOP Director has authority to enter into cooperative agreement with non-County agencies/entities for inclusion of additional procurement activities in the Mentor-Protégé program.



# Please Stay In Touch



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Thank You for your interest in the Mentor-Protégé Program!

**QUESTIONS?**