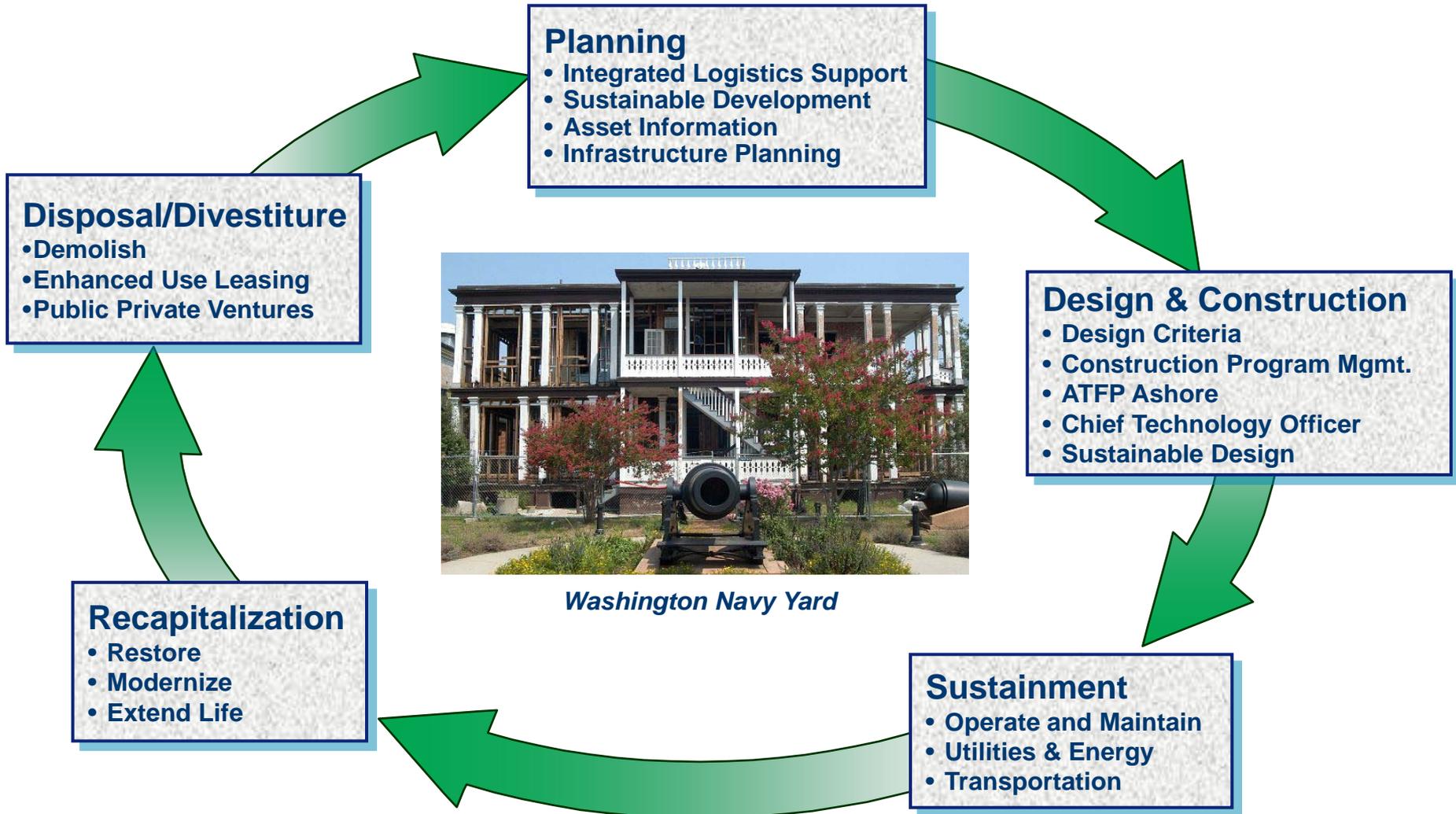




**Benefits of the DOD Mentor-Protégé
Program -
A NAVFAC Perspective
March 6, 2012**

**Ms. Venece McNeley
Associate Director
Office of Small Business Programs
NAVFAC**

Facilities Engineering Lifecycle



Providing Full Facilities Lifecycle Support

Our Major Business Lines



- **Asset Management**

- Shore establishment, land and facilities.
- Lifecycle management of land real property.

- **Capital Improvements**

- Design and Construction

- **Contingency Engineering**

- Contracting, exercise, and crisis planning.

- **Environmental**

- Planning, Compliance and Clean up, natural and cultural resource management, restoration.

- **Expeditionary**

- Buy/Manage end items for Navy's Expeditionary Command

- **Public Works**

- Global facilities support and services, energy management and utilities.

NAVFAC FY11 TOP 10 NAICS-SB Actions



NAICS Code	NAICS Description	Dollars Obligated
236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$1,563,276,099
561210	FACILITIES SUPPORT SERVICES	\$329,583,729
237990	OTHER HEAVY AND CIVIL ENGINEERING CONSTRUCTION	\$231,759,064
541330	ENGINEERING SERVICES	\$231,228,601
236210	INDUSTRIAL BUILDING CONSTRUCTION	\$181,401,601
237310	HIGHWAY, STREET, AND BRIDGE CONSTRUCTION	\$167,353,651
562910	REMEDATION SERVICES	\$166,783,899
238220	PLUMBING, HEATING, AND AIR-CONDITIONING CONTRACTORS	\$116,500,697
238990	ALL OTHER SPECIALTY TRADE CONTRACTORS	\$80,855,202
238160	ROOFING CONTRACTORS	\$76,247,364

OUR MENTOR PROTÉGÉ PROGRAM HISTORY



- 2010 SAIC/Jonas & Associates
- 2009 Battelle/Tidewater Inc. (Battelle)
- 2007 SAIC/ERRG, Inc.
- 2004 SAIC/TMS Envirocon Inc.
- 2004 Shaw/ERRG, Inc.
- 2004 TetraTech/TN Associates
- 2004 TetraTech/USA Environmental
- 2003 Jacobs Engineering/KS Ware & Associates
- 2002 SAIC/SOTA Environmental Technology, Inc.
- 2002 SAIC/Ellis Environmental Group, LC

OUR MPP WINNERS



- FY2003

- DOD Nunn-Perry Award, Shaw Environmental/ERRG, Inc.

- FY2004

- DOD Nunn-Perry Award, TetraTech EM/Sullivan Consulting Group.

- FY2007

- Shaw Environmental/USA Environmental.

- SBA Small Business Prime Contractor of the Year, 2007

- FY2010

- DOD Nunn-Perry Award, SAIC/ERRG

- SBA Small Business Prime Contractor of the Year Award, 2010.

- FY2011

- DOD Nunn-Perry Award, Battelle/Tidewater Inc.

BENEFITS OF THE MPP



- Stronger small business industry base.
- Opens a wider field of unique Small Business subcontracting opportunities to protégé firms.
- Builds protégé past performance and experience.
- Creates broader growth opportunities for the small business protégé.
- Protégé grows in technical and business capabilities – diversifies clients.
- Forges long-lasting, strong relationships between mentor, protégé, and the Agency. A win-win for all involved.

NAVFAC BENEFITS OF THE MPP



- Protégé growth reflected in NAVFAC prime and subcontract awards.
- NAVFAC Small Business Utilization Factor includes rating evaluation consideration of MPP partnerships in unrestricted solicitations.
 - Mentor benefits in NAVFAC unrestricted solicitations.
 - Protégé benefits if named as part of a teaming arrangement.
 - Can be considered excellent credentials when included in proposals under source selection evaluation.
 - Experience and Past Performance will evaluate very well for BOTH participants in the MPP.

NAVFAC BENEFITS OF THE MPP-Continued



- Increase in small businesses available to compete on technically challenging scopes of work.
- Benefit received of solid team performance during contract administration.
- Proven protégé success in partnership-building due to completing a DOD MPA.
- Protégé firms encourage other small business potential protégés to enter into the program due to their successes (*spreading the word!*).

FY 2010 SAIC/ERRG MPA BENEFITS



- Sponsorship
 - Mentor-SAIC, *completed in 2010.*
 - Construction-Environmental Prime Contractor with Specialty Center Acquisition, NAVFAC
- MPA Transfers/Objectives (*Met*)
 - Construction Management Infrastructure technology and techniques.
 - Business Development – MILCON, UXO, Sediment Management.
 - Civil Construction Capabilities
 - ISO 9001 Certification/Registration
 - Marketing training and guidance
 - Potential bid opportunity technical analysis capabilities.

FY11 BATTELLE/ TIDEWATER MPA BENEFITS



- Sponsorship
 - Mentor-Battelle, 2nd year performance period.
 - Environmental Prime Contractor with NAVFAC Southwest
- MPA Transfers/Objectives:
 - Remediation technical transfer through training; e.g. Green and Sustainable Remediation, Military Munitions Response.
 - Remedial Action Operations/Long Term Monitoring Optimization.
 - EM-385 Safety training.
 - Field Training at several NAVFAC environmental remediation sites:
 - Bioremediation technology
 - Air Sparge Testing
 - Soil vapor extraction and use of solar-powered free product recovery system.
 - Extensive business development transfers provided.

DIRECT IMPACT TO NAVFAC – OUR PRIME CONTRACTS TO PROTÉGÉS



PROTÉGÉ FIRM	# Prime Contracts to Protégés	Total \$ to Protégés
Ellis Environmental Group, LC	96	\$68,222,576.54
Engineering Remediation Resources Group	24	\$75,007,927.91
Jonas & Associates	4	\$9,328,187.37
SOTA Environmental Technology, Inc.	4	\$2,452,646.00
Tidewater Inc.	6	\$3,573,637.70
TMS Envirocon Inc.	31	\$54,984,157.58
USA Environmental	2	\$84,166,610.04
Total	167	\$297,735,743.14

Summary



- Current Outlook

- Two potential MPA's in process.
- Our MPA's turn into realized results through prime contracts with our protégé firms.
- Looking for additional areas for MP participation.

- What we need from you...

- Innovative partnerships in our major business lines.
- Consider energy program-related MPA's.
- Consider internal MPA's outside of official programs.

NAVFAC Office of Small Business Programs Webpage



- SB Programs
- SB Contacts
- SB Achievements
- Opportunities
 - MILCON Forecast List
 - NAVFAC Contracts with Large Businesses
 - Long Range Acquisition Forecast
- SB Directories
 - SDVOSB & WOSB Directory for Contracting Officer/Prime Contractor Market Research process
- Contract Guidelines
- Events Calendar

NAVFAC
Naval Facilities Engineering Command

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Opportunities
Small Business Directories
Contracting Guidelines
Events Calendar

Visit the NAVFAC ARRA page

GREEN CROSS FOR SAFETY
Visit NAVFAC's Safety Page

NAVFAC ARRA SMALL BUSINESS ACHIEVEMENTS:
To date, NAVFAC has obligated \$1B of the \$1.9B ARRA funds received. \$415.5, or 40.39%, of these dollars have been awarded to Small Business Concerns.

VETERAN'S ADVOCACY AWARD:
Su Jones, NAVFAC Washington Small Business Deputy, was recognized on July 21 by the Veterans Advocate for her

NAVFAC Small Business Program Office Professional Associations Other Opportunities

Our Commitment
Small businesses, including service disabled veteran-owned small business (SDVOSB), historically underutilized business zone (HUBZone) small business, small disadvantaged business (SDB), and women-owned small business (WOSB) concerns, are a vital part of our economy and help to keep our country the strongest in the world. NAVFAC is committed to the small business, educational institution, and non-profit organization communities having the maximum opportunity to participate in our acquisition program both as prime contractors and subcontractors. Our commitment is demonstrated through increased opportunities for small business.

Website Navigation
Use the buttons on the left to find out about NAVFAC's Small Business Programs and how you can do business with us and other Federal Agencies. If you have any questions regarding the information provided herein, please use the Small Business Contacts page to provide your comments. We welcome all comments, questions, and suggestions to improve the information provided.

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