
Y-12 National Security Complex

Mentor Protégé Program Orientation

Summary of the Program

Part I



Introduction

- The DOE Mentor Protégé Program was initiated in 1995
- In 2005 Y-12 signed eleven additional agreements
- Currently BWXT has the largest number of Protégé Agreements with 20
- All agreements are sponsored by DOE
- Program Manager of the Office of Socioeconomic Programs is Gloria Mencer
- Y-12 has subcontracted over \$19M to Protégés
- An estimated **65** Jobs have been created due to the Program
- Our future goal is to sign additional agreements in 2009 after the 2005 class graduates from the program

Organizations with Recognized Mentor Protégé Programs

- Department of Energy (DOE)
- Small Business Administration (SBA)
- Department of Defense (DoD)
- National Aeronautical and Space Administration (NASA)
- Department of Homeland Security (DHS)
- Human Health Services (HHS)
- Environmental Protection Agency (EPA)

Y-12 Mentor Protégé Model

- Provide critical developmental assistance to the Protégé companies
- Develop relationship opportunities among Y-12 management team
- Focus training classes on primary business elements
- Enhance growth opportunities to allow Protégés to increase overall capabilities and expertise
- Increase experiences to allow Protégés to compete in other federal and commercial markets
- Provide experienced personnel to enhance the performance of Y-12's mission

Y-12 Mentor/Protégé Organization

- Business Services Director
- Information and Materials Manager
- Socioeconomic Program Manager
- Mentor Protégé Program Manager
- Sponsors
- Mentors
- Program Advisory Team
- Senior Management Support

Definition of a Mentor

- A person or company that provides developmental, caring, sharing, and helping relationship where one person or company invests time, know-how and effort enhancing another person's or company's growth, knowledge and skills, and responds to critical needs in the life or development of that person or company in ways that prepare the individual or company for greater productivity and achievement in the future.

Definition of a Protégé

- A person or company that will benefit from coaching, counseling, advice and encouragement to aid in professional or fiscal growth.

Qualities of a Mentor

- Supportive
- Patient
- Respected
- People Oriented
- Good Motivator
- Secure in Position
- An Achiever
- Visionary
- Committed to both the company's and protégé's success

Qualities of a Protégé

- Cooperative and communicative
- Open to constructive feedback
- No hidden agendas
- Committed
- Not expecting handouts
- Willing to take on initiatives
- Partnering attitude
- Unselfish, willing to work with other Protégés

Expectations of a Mentor and Protégé in the BWXT Y-12 Program

- Participate in the development and implementation of Delivery/Action Milestone Log
- Attend Kick-off meeting
- Attend progress and planning sessions (recommend monthly)
- Work to identify subcontracting opportunities within Y-12
- Identify contracting and bid opportunities outside of Y-12
- Completion of required status reports (semi-annual)
- Communicate problems you cannot solve
- Conduct problem solving sessions when necessary;

Expectations of a Mentor and Protégé in the BWXT Y-12 Program Continued

- Attend Annual Mentor Protégé Forum
- Attend Training Classes when offered
- Work diligently to complete tasks on activity logs/action plans
- Learn procurement personnel and process
- Maintain confidentiality of sensitive information

Current Protégé Companies

2005-2006 Class

- Alabama State University (*ASU*)
- American Defense Services (*ADS*)
- East Tennessee Mechanical Contractors, Inc. (*ETMC*)
- Environmental, Safety and Health, Inc. (*ES&H*)
- G2 Engineering and Management, Inc.
- Haselwood Enterprises, Inc.
- LeGacy Resource Corporation
- MS Technology, Inc. (*MSTI*)
- Navarro Research and Engineering, Inc.
- South Carolina State University (*SCSU*)
- Tennessee State University (*TSU*)
- Fisk University

Current Protégé Companies

2007 Class

- BR²C
- Cavanagh Services Group, Inc
- DCS Electronics, Inc.
- Elvado Environmental LLC
- McConnell Jones Lanier and Murphy, LLP
- Microwave Synergy, Inc.
- Southern University and A&M College
- RAM/VITEC, Inc.

Progress Reporting Requirements

- Six month report to DOE
- Year end report to DOE

- Quarterly updates reports to BWXT Y-12
- Annual Questionnaires to BWXT Y-12

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How to do Business with Y-12 Part II



The President's Small Business Agenda

- The role of the government is not to create wealth but to create an environment in which entrepreneurs can flourish.
- The President's administration has promoted low taxes and clear sensible regulations as essential elements to helping 25 millions small businesses in the United States.
- For those small businesses that deal with the federal government, the contracting process should be fair, open and straightforward.

BWXT Y-12 Company Policy

- BWXT Y-12 continued support of the small business community is an important business strength, and each employee is encouraged to actively seek ways to continue that support. These efforts will be accomplished in consonance with existing procurement policies and applicable federal regulations.

BWXT Y-12's Primary Mission

- Surveillance of weapons through inspection
- Production of hardware for testing and certification
- Dismantlement of retired weapons
- Modification, repair or replacement of secondaries
- Management and storage of nuclear materials
- Stewardship of technology, critical skills, and physical assets

About BWXT Y-12

- M&O contract started November 1, 2000 with a 5 year option; Currently operating in 5 year option period
- Joint limited liability company between BWX Technologies, Inc., and Bechtel National, Inc.
- President and General Manager – George Dials
- Manager of NNSA's Y-12 Site Office– Ted Sherry
- Y-12 employs approximately 4700 people in the region
- Annual Budget is approximately \$1B
- Subcontract on average \$300M to both large and small businesses annually



Keys to Doing Business At Y-12

- Identify operational areas for new business opportunities that match current capabilities;
- Utilize mentor to make introductions to various managers within those areas of new business;
- Meet with appropriate procurement representative to discuss future bids;
- Utilize Socioeconomic Programs Office to facilitate introductions and opportunities;
- Continually monitor the Y-12 and DOE/NNSA websites for forecast of subcontracting opportunities
- Completing subcontracts on time and within budget enhances chances of receiving additional projects
- It is A Two Way Street – You Reap What You Sow
- Don't give up

Subcontracting Guidelines for Mentors

- End user to develop Statement of Work
- Socioeconomic home page and click on Mentor Protégé link
- Review list of companies and capabilities
- Provides procurement point of contact for each company
- Provides website for each company
- Select appropriate Protégé company
- Enter requisition and SOW in to procurement system for approval
- A solicitation will be sent to selected Protégé
- A subcontract will be issued if technical approach and pricing are fair and reasonable
- Ability to use Mentor Protégé contract across DOE complex

Websites of Interest

BWXT Y-12 Subcontracting Opportunities

www.y12.doe.gov/business/procurement/

- Forecast
- Supplier Database
- Vendor Advocate

BWXT Y-12 Supplier Database

www.y12.doe.gov/scripts/supplier/Suppliers_form/index.cfm

Technology Transfer - Cooperative Research and Development Agreements Information

www.y12.doe.gov/techmgt/wwu/crada.htm

Central Contractors Registration

www.ccr.gov



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