



DBE MENTOR/PROTÉGÉ PROGRAM 2014

Your Guide to
Building a
Mentor/Protégé
Relationship

Program With A Purpose

The WisDOT Mentor/Protégé Program is designed for DBE firms to facilitate mutually beneficial business relationships among firms interested, ready and willing to compete for contracting opportunities in Wisconsin and at the federal level.

Who Qualifies?

Mentors Who Have

- Record of quality performance
- Worked on WisDOT or federal contracts
- On WisDOT Roster of Eligible Consultants
- Desire to share experience and strive for excellence

Protégés Who Have

- Current DBE certification
- Formal business plan or SBA 101C Form
- Extensive business assessment
Small Business Development Corporation (SBDC)
Customer feedback survey
- 1+year in business
- Desire to compete on WisDOT contracts and /or federal contracts



Everyone Wins!

Mentoring is a business-to-business relationship that allows firms to share their expertise and resources to create a stronger economy with a more competitive business environment. The practice of matching and cultivating relationships between large and small firms yields a significant return on investments, enhances business objectives and works effectively towards competing in today's markets.

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What's in it for you?

Mentors	Protégés
<p>Contract-based 2% incentive markup</p>	<p>Market and grow your business</p>
<p>Enter into a two-party contract with WisDOT for structured training</p> <p>Expand teaming opportunities</p>	<p>Develop business relationships</p> <p>Gain valued WisDOT process expertise</p>

Getting Started

Enter into the Mentor/Protégé (M/P) Program one of two ways.

- ACQUAINTED PAIRS:** A mentor and a protégé enter into the program on their own initiative.
- UNACQUAINTED PAIRS:** WisDOT initiates and facilitates the pairing of the mentor and the protégé.

Matching the Mentor and the Protégé

Prior to entering into a formal agreement, both the mentor and the protégé should consider how their skills and expertise will best complement each other. A mentor may offer to provide assistance in the following areas:

- Technical
- Managerial/Contract Preparation
- Accounting and Estimating
- NAICS (work area) Expansion
- Professional Advice

The Mentor/Protégé Memorandum of Understanding (MOU) will remain in effect for three years with the possibility of a two-year extension.

The Process

