

Program With A Purpose

The Mentor/Protégé Program is designed 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 1010C Form
- Extensive business assessment
SBDC assessment
Customer feedback survey
- 1+ year in business
- Desire to compete on WisDOT contracts &/or federal contracts



Mentor Protégé Class of 2015

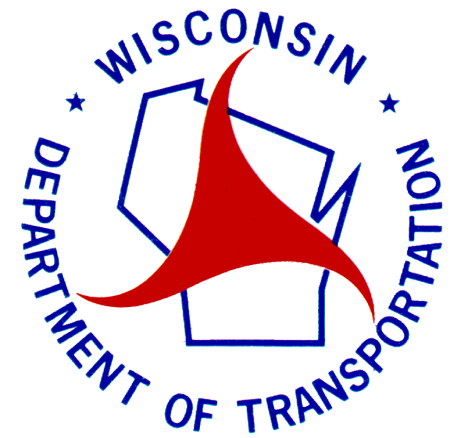
DOT Mentoring is a business-to-business relationship that allows firms to share their expertise and resources to create a stronger economy with a more competitive business environment.

The practice of matching and cultivating relationships between large and small firms yields a significant return on investments, enhances business objectives and works effectively toward competing in today's markets.

For More Information Contact:

Rosalind Roberson, Project Manager
WisDOT DBE Support Services Office 6150
W. Fond du Lac Ave
Milwaukee, WI
(414) 438-2154
rosalind.roberson@dot.wi.gov

Yemi Falomo, DBE Program Engineer Office
of Business Opportunity & Equity Compliance
(OBOEC)
(608) 264-9528
oluyemi.falomo@dot.wi.gov



DBE MENTOR/PROTÉGÉ PROGRAM

Your Guide to
Building a
Mentor/Protégé
Relationship

What's in it for YOU?

Benefits to the Mentor

- ◇ Receive payment for time training a certified DBE firm under a WisDOT Specialty Services Contract
- ◇ Receive 2% markup on WisDOT contracts when the protégé is a subcontractor to the mentor*
- ◇ Receive Name Recognition as a WisDOT Small Business Development Mentor

**WisDOT contract must include federal funds*

Benefits to the Protégé

- ◇ Received structured business development from a valued WisDOT Consultant Firm
- ◇ Insider perspective on Best Practices
- ◇ Access to WisDOT Training Catalogue
- ◇ Opportunity for Paid Accredited Training

Getting Started

Enter into the Mentor/Protégé Program one of two ways.

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

Matching the Mentor & 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
- NAICS
- Accounting & Estimating
- NAICS Code 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

