

SBA 8(a) Mentor / *PROGRAM DESCRIPTION* Protégé Program

Chassis Plans—Mentor
Component Sourcing Group—Protégé



CLASSIFICATIONS

8(a), Small Business, Woman Owned Business, Minority Owned Business

NAICS

334111, 334112, 334113,
334119, 334290, 334413,
334414, 334415, 334416,
334417, 334418, 334419,
334511, 334513, 335999,
423420, 423430, 423690,
443112, 443120, 454112,
518210, 519190, 541330,
541340, 541380, 541420,
541430, 541511, 541512,
541513, 541519, 541611,
541618, 541620, 541690,
541990

Chassis Plans

Fed ID: 33-0985073
DUNS: 011832800
Cage Code: 1KZ68

Component Sourcing Group

Fed ID: 20-5523202
DUNS: 785091062
Cage Code: 4JZU1
8(a) Case Number: 302964
GSA Contract: Schedule 70
GS-35F0357

Program Overview

The SBA 8(a) Mentor-Protégé Program is designed to encourage approved Mentor firms to provide various forms of assistance to eligible 8(a) Protégé firm participants, to enhance the capabilities of the Protégé and their ability to successfully compete for Federal contracts. Orders placed through this program qualify fully for 8(a) Disadvantaged Small Business requirements.

Various types of assistance that a Mentor may provide to a Protégé include:

- ◆ *Technical and/or management assistance*
- ◆ *Financial assistance in the form of equity investment and/or loans*
- ◆ *Subcontract support*
- ◆ *Provide technical and management assistance, financial assistance in the form of equity investments and/or loans, subcontract support, and assistance in performing prime contracts through joint venture arrangements with 8(a) firms*

How does the SBA 8(a) Mentor-Protégé Program Work?

The 8(a) Mentor Protégé contracting process is the same as for an 8(a). There are no additional requirements and it also qualifies toward goals set for 8(a) contracting,

- ◆ *Contracts may be "Sole Sourced" to an SBA 8(a) Mentor-Protégé team through the Protégé Component Sourcing Group*
- ◆ *The contracting agency's responsibilities under the SBA 8(a) Mentor Protégé Program are similar to contracting under the 8(a) program. They follow FAR Subchapter D Subpart 19.804 "Agency Offering"*
- ◆ *The contracting agency works with Mentor Chassis Plans' Sales Engineering Department to fully specify a system meeting the customer's application and functional requirements*
- ◆ *The contracting agency places a Purchase Order with CSG as for any other goods or services*
- ◆ *CSG teams with Chassis Plans to fulfill the order leveraging in-house capabilities plus Chassis Plans' expertise and products*



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The SBA 8(a) Mentor-Protégé Program

Who is Qualified to Participate?

For a Mentor firm to be accepted into the Mentor-Protégé Program there are several criteria that must be met:

- ◆ *An 8(a) participant in the transitional stage or an 8(a) program graduate*
- ◆ *Possess favorable and profitable financial health and good character*
- ◆ *Is not on the federal debarred or suspended contractors list*
- ◆ *Impart value to the Protégé gained from lessons learned and practical experience as a graduate of the 8(a) program or general knowledge of government contracting.*

To qualify as a Protégé, the interested company must fall into one of the following categories:

- ◆ *Be in the developmental stage of the 8(a) Program or have never received an 8(a) contract or the company size is less than half the size standard corresponding to its primary SIC code*
- ◆ *Additionally, the firm must be in good standing in the 8(a) program and are up-to-date with all reporting requirements. Without exception, the Protégé firm may only have one Mentor at a time.*

Benefits of the Program

Under the SBA's Mentor-Protégé program, Protégés gain the following benefits:

- ◆ *Technical and management assistance: The mentor's expertise, resources, and capabilities are made available to the Protégé.*
- ◆ *Prime contracting: Mentors can enter into joint-venture arrangements with protégés to compete for government contracts.*
- ◆ *Financial assistance in the form of equity or loans: Mentors can own equity interest of up to 40% in a Protégé firm to help it raise capital.*
- ◆ *Qualification for other SBA programs: A Protégé can obtain other forms of SBA assistance as the result of its good standing in the Mentor-Protégé program*

If the necessary criteria has been met, the Mentor and Protégé firms enter into an SBA approved written agreement outlining the Protégé needs and describing the assistance the mentor has committed to providing.

Once approved through the SBA, the two firms can begin pursuing contracts. The initial agreement commitment is for one year and can extend indefinitely provided the Protégé firm is still an eligible participant in the 8(a) program.

The Mentor-Protégé relationship is evaluated annually by the Protégé's SBA district office to review the success of the relationship and to ensure the agreement has not been modified without prior approval.



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The SBA 8(a) Mentor-Protégé Program

Approved under the Small Business Administration's (SBA) 8(a) Mentor Protégé Program, Chassis Plans and Component Sourcing Group, Inc. (CSG) began a joint venture in October, 2009.

Through our association, CSG and Chassis Plans can offer Federal agencies a comprehensive package of services backed by experience and solid financial health. Our team can help you meet your contracting goals under the SBA 8(a), Certified Small Business, Woman Owned and Hispanic Minority Owned programs.

Independently owned and operated, Chassis Plans specializes in the design, manufacture and integration of rugged industrial and military rackmount computer systems while CSG is a Solution Service Provider of comprehensive technologies and consulting, including assessment, planning, design, integration, and post-implementation service level support.

Founded in 1997, Chassis Plans began as an outgrowth of Industrial Computer Source and offered industrial rackmount computer design services allowing clients to use local manufacturing to fabricate and assemble industrial PC systems. In 2001, Chassis Plans grew to offer complete design, fabrication, and integration services for industrial and military rackmount computer systems. Chassis Plans core competency is designing and providing systems tailored exactly to the customer's application environment and requirements.

Chassis Plans has twice been recognized by the San Diego Business Journal in their FAST 100 in positions 4 and 13, the INC 500 in position 151 and the 2009 NEWCAL 100 select privately held innovative companies.

Component Sourcing Group, Inc. (CSG) is a leading supplier of IT equipment with a proven track record of excellence with government agencies, prime contractors and large businesses. Their mission is to deliver quality Hardware, Software, Office Products and Consulting Solutions in support of the Federal government, at the best value.

CSG is an 8(a) Minority, Woman-owned firm with a GSA Schedule 70 IT Services contract GS-35F0357. CSG has successfully delivered, on time, at competitive pricing millions of dollars of custom configured servers, rugged laptops and vital it equipment and components to many government agencies including the U.S Marine Corps, SPAWAR, Department of Veteran Affairs, USDA and the U.S. Air Force.

CSG has earned a current Defense Logistics Agency (DLA) rating of 98.01% on their Automated Best Value System for 127 contracts. (The average vendor rating on the DLA system is 88.40%). CSG is also a valued partner to commercial clients Raytheon, Northrop Grumman, Lockheed Martin and CACI.



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Component Sourcing Group

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Why You Should Buy From Chassis Plans!

Company

- ◆ Customer Satisfaction is our #1 Concern!
- ◆ We're big enough to take care of you but not so big you can't find the right person to talk to.
- ◆ Strong military and industrial background going back to Industrial Computer Source in 1985.
- ◆ Offering SBA Certified 8(a) Minority Woman-Owned Small Disadvantaged Business Contract Compliance
- ◆ Chassis Plans is a registered small business with the SBA, California and the Central Contractor's Registration.
- ◆ We offer a broad spectrum of products, ranging from full rugged solutions, COTS to COTS-PLUS; semi-custom to custom and long life solutions.
 - ◇ Rack-mount chassis, enclosures and systems
 - ◇ Wall-mount chassis, enclosures and systems
 - ◇ Single-board and motherboard based solutions
 - ◇ Industrial desktop and bench-top chassis, enclosures and systems
 - ◇ Standard and rugged panel-mount and rack-mount LCD's
 - ◇ Standard and rugged keyboard and keyboard/monitor drawers
- ◆ 2 Year Warranty on all chassis and integrated systems.
- ◆ Leading edge systems including new PCI Express SHB systems.
- ◆ Demonstrated continuing product innovation.
- ◆ Demonstrated acknowledgement with multiple industry awards.

Engineering

- ◆ Forward Path Engineering for assured long term product availability.
- ◆ More custom system designs brought to market than anyone else.

Engineering (con't)

- ◆ Unequaled experience with solving difficult customer application problems through knowledge of the industry and outstanding custom system design and manufacture capability
- ◆ Solidworks 3D design software.
- ◆ SolidFlow CFD for cooling design analysis.
- ◆ Design experience with all Mil Specs including 167, 187, 461, 810, and 901 in addition to FCC, UL, CE, and country specific agency requirements.
- ◆ Tight revision control and documentation with a rigorous Engineering discipline.

Manufacturing

- ◆ Highly trained production staff for consistent product quality.
- ◆ All integration work performed in a state-of-the-art static free facility.
- ◆ All integrated systems undergo full system test and burn-in.
- ◆ Extended system test suite.
- ◆ Full system verification to your specification including Mil Spec, extended temperature cycling, shock & vibration, humidity, salt spray, dust.
- ◆ Last buy opportunities for end-of-life components.

Quality Control

- ◆ ISO 9001:2008 compliant quality systems.
- ◆ Dedicated quality assurance department
- ◆ 100% system inspection before shipment.
- ◆ Fully detailed assembly instructions for each integrated system assures consistent product assembly regardless of who builds the system.

Chassis Plans Systems are Engineered to Perform!