



PROGRAM WITH A PURPOSE

The Disadvantaged Business Enterprise (DBE) 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 or the Prequalified Contractor list
- 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
- Desire to compete on WisDOT contracts and/or federal contracts

WisDOT 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:

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WISCONSIN DEPARTMENT
OF TRANSPORTATION

DBE

MENTOR/PROTÉGÉ PROGRAM

Building a
Mentor/Protégé
Relationship



What's in it for you?

BENEFITS TO THE MENTOR

- Assist DBE firms in business and technical development and growth
- Act as catalyst for DBE firm success and/or growth
- Potential for training time reimbursement
- Potential for 2% markup on WisDOT consultant contracts when the protégé is a sub-consultant to the prime (*contract must include federal funds*)
- Receive name recognition as a WisDOT Small Business Development Mentor

BENEFITS TO THE PROTÉGÉ

- Receive structured business development from a valued WisDOT prime contractor or consultant firm
- Insider perspective on best practices
- Increase opportunities for performing as prime
- Workshop offerings supporting business growth and development
- Access to DBESS Professional Consultant Services



GETTING STARTED

Enter the Mentor/Protégé Program in 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 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 Code Expansion
- Professional Advice
- The Mentor/Protégé Memorandum of Understanding (MOU) will remain in effect for two years with the possibility of a two-year extension.

THE PROCESS

1

Recruitment and/or M/P Self-Recommendation

2

M/P Pair Submits Draft MOU

3

Stakeholder Review Panel Evaluates Draft MOU

4

Final MOU Submission

5

Orientation for Mentors and Protégé

6

M/P Pair Implements Training Plan for Approved Pairs

7

M/P Pair Reports; WisDOT Evaluates/ Monitors