



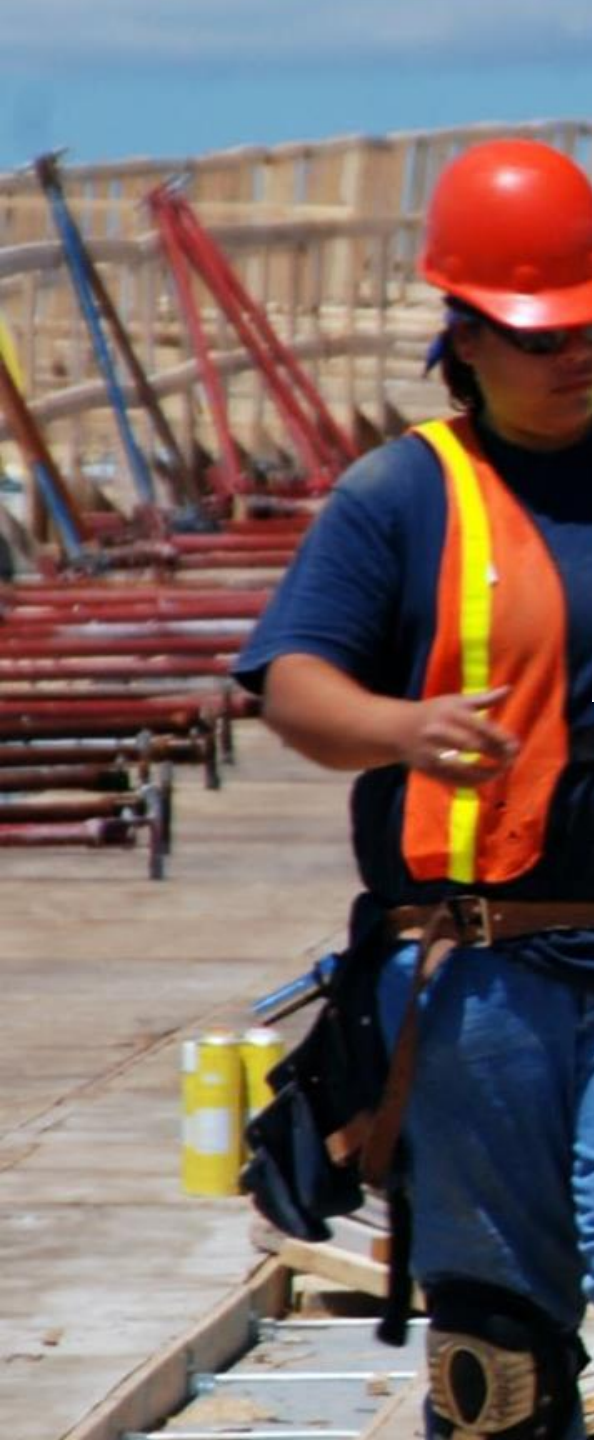
Illinois Tollway **DIVERSITY**

Driving Economic Opportunities

BUILDING FOR SUCCESS

*Partnering for Growth – Professional Services
Reverse Mentor-Protégé Program*

January 10, 2022



PARTNERING FOR GROWTH

Professional Services Program

Overview

- ✓ Encourages consultants to assist small, diverse and veteran-owned businesses in remaining self-sufficient, competitive and profitable
- ✓ Relationships are contract-based
- ✓ Mentor and Protégé work on agreed-upon scope designed to help expand the Protégé's technical capabilities and develop skills needed to work with the Tollway



PARTNERING FOR GROWTH

Professional Services Program

Requirements

- ✓ Mentors must demonstrate significant level of commitment, performance, and capability to provide meaningful instruction and beneficial resources to its Protégé.
- ✓ Assistance provided to the Protégé must be sufficient enough to promote real growth
- ✓ The work performed by the Protégé may be in technical areas that require IDOT prequalification, or in nontechnical areas that do not require prequalification



PARTNERING for GROWTH

POWERED BY THE ILLINOIS TOLLWAY

Taking your Business to the Next Level



Illinois Tollway
DIVERSITY

Driving Economic Opportunities

PARTNERING FOR GROWTH

Reverse Mentor-Protégé Agreements

Overview

- ✓ Small/diverse consultant serves as the prime on a Tollway PSB item, while larger firm serves in a support role
- ✓ In this support role, the larger firm assists the smaller prime in an agreed-upon scope. Agreements are subject to review/approval by the Tollway
- ✓ The goal is to expand the prime's technical capabilities so they can successfully deliver the current project and compete for Tollway work in the future



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PROFESSIONAL SERVICES

Exhibit E Documents

Exhibit E - Page 1 of 5

**REVERSE P4G – EXHIBIT E
SUBCONSULTANT IS MENTORING**

**PARTNERING FOR GROWTH PROGRAM FOR
DISADVANTAGED BUSINESS ENTERPRISES (DBE)/OR
VETERAN AND SERVICE-DISABLED VETERAN OWNED SMALL BUSINESSES (VOSB)**

PSB: _____

ITEM: _____

Select One

DBE:

VOSB:

MEMORANDUM OF UNDERSTANDING
BETWEEN:

THE MENTOR:

FIRM NAME
ADDRESS

A
N
D

THE PROTÉGÉ:

FIRM NAME
ADDRESS

Note: The Partnering for Growth Program was formerly known as the Partnership-Mentor/Protégé Program.

Note: The DBE goal is separate and distinct from the VOSB goal. A single firm may not be utilized to achieve credit toward both DBE and VOSB goals on a single project. Therefore, the protégé participation must match the goal for which the protégé is being utilized.

I. PROGRAM PURPOSE

The Mentor and the Protégé commit to entering into a Partnering for Growth Agreement in accordance with the current guidelines of the Tollway's Partnering for Growth (formerly known as Partnership Mentor/Protégé) Program. The purpose of the Program is to facilitate the Tollway's

Exhibit E - Page 1 of 5

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DOING BUSINESS WITH THE TOLLWAY

Resources

Statement of Interest (SOI)

- For general advice in preparing Statement of Interest (SOI) proposals, please click [here](#)
- To view the presentation/panel discussion on Reverse Mentor-Protégé agreements, please click [here](#)

Professional Service Bulletin (PSB)

- To view the latest Look-Ahead Schedule, please click [here](#)

Capability Statements

- For general advice on preparing a business capability statement, please click [here](#)
- To submit a business capability statement to post on the Tollway's website, please email Lorena Ponce at Lponce@getipass.com

Technical Assistance

- Tollway Technical Assistance providers are now available to assist professional services firms in taking their businesses to the next level
- To learn more about the Technical Assistance Program, please click [here](#)



DIVERSITY AND STRATEGIC DEVELOPMENT

Programs

- ConstructionWorks
- Diversity Webinar Series
- Earned Credit Program
- Partnering for Growth Program
- ROCIP
- Small Business Initiative
- Technical Assistance Program

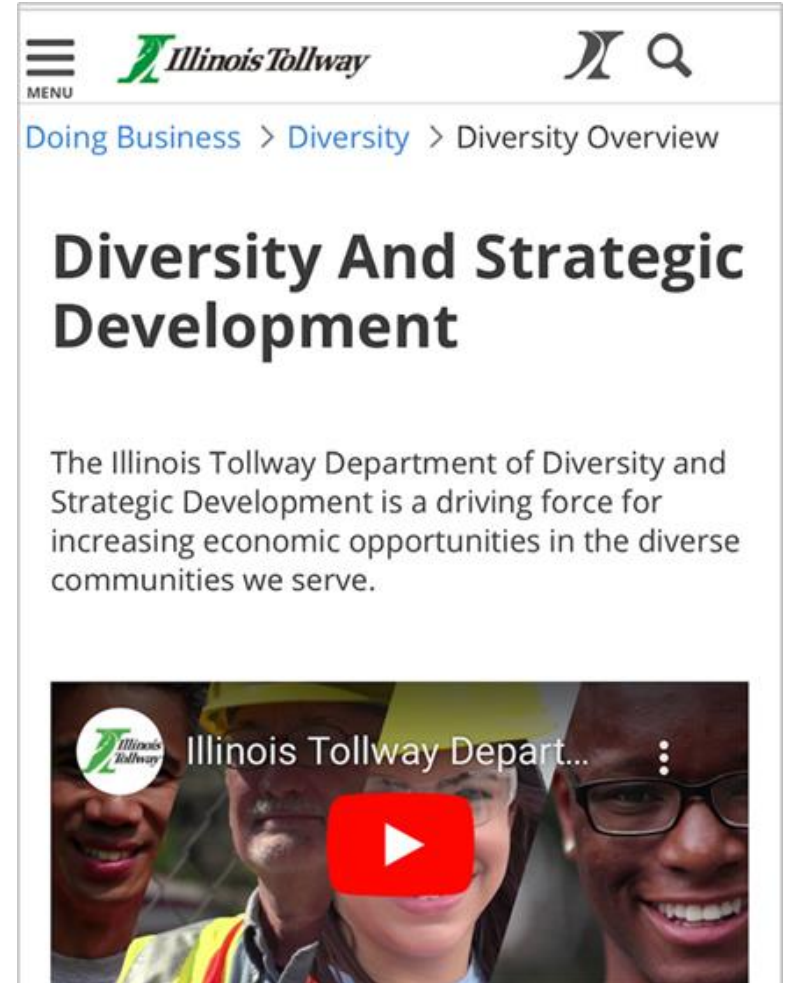
Initiatives

- Virtual outreach sessions
- Training webinars
- Contracting opportunity emails

Register for Tollway Diversity alerts!

- lpnce@getipass.com

Visit illinoistollway.com to get started



The screenshot shows the Illinois Tollway website's Diversity and Strategic Development page. At the top, there is a navigation bar with the Illinois Tollway logo, a search icon, and a menu icon. Below the navigation bar, the breadcrumb trail reads "Doing Business > Diversity > Diversity Overview". The main heading is "Diversity And Strategic Development". Below the heading, there is a paragraph: "The Illinois Tollway Department of Diversity and Strategic Development is a driving force for increasing economic opportunities in the diverse communities we serve." At the bottom of the screenshot, there is a video player with a red play button and a thumbnail image of four diverse people smiling. The video title is "Illinois Tollway Depart..." and the video player includes the Illinois Tollway logo in the top left corner.

VIRTUAL NETWORKING

Today's networking event will utilize Remo – an interactive virtual event platform

- Attendees can freely move from table to table to meet potential partners
- There will be four floors with virtual tables for networking
- Tollway representatives will be moving from table to table interacting with attendees
- Networking will end after 75 minutes – so make the most of your time!
- If you have technical questions, find a Diversity Tollway representative



VIRTUAL NETWORKING

Tips

Turn on your camera

- Forming a connection is easier when you're visible

Mute yourself when not speaking

- Eliminates background noise, ensures you won't stand out for the wrong reason

Have an elevator pitch

- Be prepared to quickly highlight certifications, capabilities, past clients

Keep moving, especially if the table is crowded

- Four floors of virtual networking available

Follow up with key attendees on social media

- Use apps like LinkedIn to continue the conversation and stay connected to contacts





THANK YOU