

# General Services Administration

## 2010 Small Business Procurement Scorecard

<b>A</b> <b>108.7</b>
--------------------------

FPDS-NG Data as of April 29, 2011  
eSRS Data as of May 31, 2011

Prime Contracting Achievement:			108.70
	2009 Achievement	2010 Goal	2010 Achievement
Small Business	27.04%	27.00%	28.67% (\$2.325B)
Women Owned Small Business	5.79%	5.00%	5.93% (\$0.481B)
Small Disadvantaged Business	10.71%	5.00%	13.42% (\$1.088B)
Service Disabled Veteran Owned Small Business	1.90%	3.00%	2.22% (\$0.180B)
HUBZone	3.24%	3.00%	3.22% (\$0.261B)

Sub Contracting Achievement:			117.20
	2009 Achievement	2010 Goal	2010 Achievement
Small Business	18.53%	15.60%	31.30%
Women Owned Small Business	2.95%	5.00%	4.90%
Small Disadvantaged Business	4.06%	5.00%	5.20%
Service Disabled Veteran Owned Small Business	0.68%	3.00%	1.20%
HUBZone	0.41%	3.00%	0.90%

Plan Progress:		100
<ul style="list-style-type: none"> <li>✓ Full response</li> <li>* Unacceptable response</li> <li>↔ Partial response</li> </ul>		
✓ Has implemented a strategy to increase the number of competitively awarded contracts to small businesses.		✓
✓ Has demonstrated top-level Agency commitment to small business contracting.		✓
✓ Planned significant events to increase small business participation in the procurement process during the period.		✓
✓ Demonstrated the small business data is accurately reported in FPDS-NG during the period. Verified & Cleared FPDS-NG Anomalies.		✓
✓ Demonstrated the policies and procedures are in place to ensure compliance with subcontracting plans and attainment of subcontracting goals during the period.		✓
✓ Demonstrated no unjustified bundling has taken place during the period.		✓
✓ Planned training to contracting staff/managers in executing small business/socioeconomic procurements during the period.		✓
✓ Planned to collaborate with SBA on formulation of small business procurement policy initiatives during the period.		✓
✓ Agency submits all strategic plans and reports that became due to SBA during the reporting period.		✓

Grading Scale	
A+	≤ 150% but ≥ 120%
A	< 120% but ≥ 100%
B	< 100% but ≥ 90%
C	< 90% but ≥ 80%
D	< 80% but ≥ 70%
F	< 70%

## Comments:

### Graded Agency:

The \$2.3 billion in prime contracts GSA awarded to small business in FY 2010 represents 28.7 percent of eligible contract dollars, exceeding our 27 percent goal. This achievement reflects a \$2 million increase from FY 2009. GSA exceeded all subcategory goals, except for the service-disabled veteran goal, where we achieved 2.2 percent. We are working to improve in this area. Moving forward, GSA is implementing ways to increase small business contract opportunities, including a market research guide and training for GSA's acquisition teams, a more robust procurement forecast process, our Mentor-Protégé Program, and enhanced outreach efforts to small businesses.

In FY 2010, GSA encouraged acquisition teams to set aggressive subcontracting goals and implemented strengthened measures to increase small business subcontracting, such as goal monitoring through Procurement Management Reviews, reporting of contractors' performance against goals in the Past Performance Information Retrieval System, a desk guide and training for GSA acquisition staff, and targeted compliance reviews of prime contractors' progress against subcontracting plans.

Most government-wide multi-agency contracts (MACs) do not include subcontracting plans at the task order level or attribute subcontracting achievements to ordering agencies; instead Subcontracting Plans are tracked at the base contract (MAC) level. The Department of State (DoS) and GSA are piloting an approach to track small business subcontracting achievements for a major IT task, Vanguard II, that DoS has placed under GSA's Alliant GWAC. GSA is committed to DoS's exclusive scorecard credit for these achievements in the future (pending regulatory and system changes).

SBA's small business scorecard data does not fully tell GSA's small business achievement story. GSA's Office of Citizen Services and Innovative Technology partnered with a small business to create a web-based platform for engaging the public through competitions, Challenge.gov. This small business offered a no-cost service that saved the government an estimated \$2 million over a 2-year period. The government benefited from a nimble team and a cutting-edge product. This small business has grown and improved its product due to the wide exposure gained as a GSA partner.

### SBA:

The General Services Administration (GSA) met 4 of its 5 prime contracting goals: Small Business, Women Owned Small Business, Small Disadvantaged Business and HUBZone. However, it did not meet its prime contracting goal for Service-Disabled Veteran Owned Small Business.

Fiscal year 2010 prime contracting achievement saw increases over FY2009 in Small Business, Women Owned Small Business, Small Disadvantaged Business and Service-Disabled Veteran Owned Small Business. GSA FY2010 achievement declined for HUBZone.

GSA regularly attends Small Business Procurement Advisory Council meetings.