

**Department of Defense**  
**FY2012 Small Business Procurement Scorecard**

<b>B</b> <b>91.66%</b>
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FPDS-NG Prime Contracting Data as of Mar. 15, 2013  
eSRS Subcontracting Data as of Apr. 15, 2013

<b>Prime Contracting Achievement:</b>			<b>72.66%</b>
	<b>2011 Achievement</b>	<b>2012 Goal</b>	<b>2012 Achievement</b>
Small Business	19.80%	22.50%	20.41% (\$56.1 B)
Women Owned Small Business	3.43%	5.00%	3.38% (\$9.3 B)
Small Disadvantaged Business	6.90%	5.00%	7.30% (\$20.1 B)
Service Disabled Veteran Owned Small Business	2.02%	3.00%	2.33% (\$6.4 B)
HUBZone	2.58%	3.00%	2.18% (\$6.0 B)

<b>Subcontracting Achievement:</b>			<b>9.00%</b>
	<b>2011 Achievement</b>	<b>2012 Goal</b>	<b>2012 Achievement</b>
Small Business	35.20%	36.70%	35.50%
Women Owned Small Business	5.80%	5.00%	5.70%
Small Disadvantaged Business	4.90%	5.00%	4.80%
Service Disabled Veteran Owned Small Business	2.20%	3.00%	1.90%
HUBZone	2.00%	3.00%	1.40%

<b>Success Factors</b>		<b>10.00%</b>
<u>Plan Progress Success Factor Grading Scale: Factor Subtotal Score / 7</u>		<b>Peer Review Score</b>
The Agency demonstrated, through action and documented evidence, a commitment to utilize small businesses to obtain goods and services.		1.00
The Agency's senior leadership (i.e. Deputy Secretary, Chief Acquisition Officer, Senior Procurement Executive, senior program managers, and OSDBU Director) demonstrated, through action and documented evidence, that they have clearly communicated the importance of achieving the agency's Small Business contracting goals through the chain of command to the contracting officer level.		1.00
The Agency demonstrated, through action and documented evidence, a commitment to small business contracting data quality.		1.00
The Agency demonstrated a commitment to small business utilization through regular training of acquisitions staff on the issues/procedures/policies/regulations impacting small businesses.		1.00
The Agency demonstrated, through action and documented evidence, a commitment to growing their small business supplier base and increasing awareness of contracting opportunities for small businesses.		1.00
The Agency demonstrated, through action and documented evidence, a commitment to expanding subcontracting opportunities for small businesses. (Reference: FAR 19.7 - Small Business Subcontracting Program).		1.00
The Agency demonstrated, through action and documented evidence, a clearly communicated policy to address and mitigate the adverse effects of contract bundling on small businesses. (Reference: FAR subpart 7.104 for applicable dollar threshold for each agency).		1.00
<b>Total</b>		<b>7.00</b>
<b>Prime and Subcontracting Grading Scale:</b> 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:

Department of Defense (DoD) prime contracting supports DoD's mission to provide the military forces needed to deter war and protect the security of our country. The complex and expensive systems needed to aid in this mission are considered "small business eligible," even though there are no small businesses, or a group of small businesses, that have the capacity or infrastructure to perform any of these contracts while staying within the existing size standards. In FY 12, there were 14 product service codes (PSCs) for items such as aircraft, destroyers, space vehicles, guided missiles, aircraft carriers, and combat ships that had less than 0.5% awarded to small businesses, but account for more than \$32.6 billion of DoD's "small business eligible" procurement base. If these contracts did not count against DoD's small business achievements, DoD would have achieved 23.11% to small business. Furthermore, these PSCs do not constitute maximum practicable opportunities for small businesses. Regardless of these challenges, DoD is committed to achieving its small business goals, which is demonstrated by DoD's progress in establishing a certification curriculum for Small business Professionals and expanded small business training for the acquisition corps. Additionally, the Under Secretary of Defense for Acquisition, Technology, and Logistics recently issued the "Better Buying Power 2.0" initiatives, outlining steps to achieve greater efficiency and productivity in Defense spending. Small business was emphasized in two of the initiative's seven focus areas, allowing for more attention and resources in the matters of small business in competition, market research, and subcontracting.