

# National Aeronautics and Space Administration

## FY2011 Small Business Procurement Scorecard

# B

95.97%

FPDS-NG Prime Contracting Data as of Apr. 27, 2012  
 eSRS Subcontracting Data as of Apr. 27, 2012

Prime Contracting Achievement:			75.10%
	2010 Achievement	2011 Goal	2011 Achievement
Small Business	15.46%	15.90%	17.82% (\$2.5 B)
Women Owned Small Business	2.24%	5.00%	2.79% (\$386.5 M)
Small Disadvantaged Business	7.13%	5.00%	7.09% (\$982.6 M)
Service Disabled Veteran Owned Small Business	1.53%	3.00%	1.29% (\$178.4 M)
HUBZone	0.89%	3.00%	0.77% (\$106.9 M)

Subcontracting Achievement:			10.87%
	2010 Achievement	2011 Goal	2011 Achievement
Small Business	36.60%	35.40%	37.80%
Women Owned Small Business	11.10%	5.00%	9.80%
Small Disadvantaged Business	11.80%	5.00%	11.80%
Service Disabled Veteran Owned Small Business	1.90%	3.00%	1.80%
HUBZone	2.10%	3.00%	2.60%

Success Factors		10.00%
Plan Progress Success Factor Grading Scale: Factor Subtotal Score / 7	Peer Review Score	
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 (e.g., 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.	1.00	
The Agency demonstrated, through action and documented evidence, efforts to unbundle contracts. If the Agency bundled contracts, has it documented and published their rationale.	1.00	
<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%	Total	7.00

**Comments:**

National Aeronautics and Space Administration (NASA) is very proud to be one of only three of the top seven federal agencies to have exceeded its FY-11 Small Business goals by awarding approximately \$2.5 billion dollars directly to small businesses. NASA awarded an additional \$65 million dollars directly to small business when compared to FY-10, despite a \$1.7 billion dollar decrease in procurement dollars available for small business awards from FY-10. This increase demonstrates NASA's strong commitment to the agency's small business program. NASA also exceeded our FY-11 SDB goal; however, the agency was unable to achieve our goals for Women Owned Small Businesses (WOSB), Service-Disabled Veteran-Owned Small Businesses (SDVOSB), and HUBZone small businesses in FY-11. In an effort to make improvements in the goals NASA was unable to achieve in FY-11, we have implemented several new initiatives to reach out to these groups in an effort to improve our achievements in these areas. The initiatives that NASA put in place in the previous two years have strengthened the small business program, which raised NASA's overall grade to "B", after receiving a grade of "C" in both FY-09 and FY-10.