

Department of Veterans Affairs

FY 2017 Small Business Procurement Scorecard

B
98.34%

FPDS-NG Prime Contracting Data as of Feb. 20, 2018
eSRS Subcontracting Data as of May 1, 2018

Prime Contracting Achievement:			54.78%
	2016 Achievement	2017 Goal	2017 Achievement
Small Business	29.88%	28.50%	29.72% (\$7.8 B)
Women Owned Small Business	3.04%	5.00%	2.75% (\$717.3 M)
Small Disadvantaged Business	7.09%	5.00%	7.16% (\$1.9 B)
Service Disabled Veteran Owned Small Business	17.76%	3.00%	19.70% (\$5.1 B)
HUBZone	1.58%	3.00%	2.15% (\$560.1 M)

Subcontracting Achievement:			13.83%
	2016 Achievement	2017 Goal	2017 Achievement
Small Business	18.70%	17.00%	16.60%
Women Owned Small Business	2.20%	5.00%	2.30%
Small Disadvantaged Business	1.40%	5.00%	1.80%
Service Disabled Veteran Owned Small Business	0.30%	3.00%	0.50%
HUBZone	0.50%	3.00%	0.20%

OSDBU Compliance Requirements		18.13%
Grading Scale:		Peer Review Score
Subtotal Score /18		
Requirements Scores:		
0.6 = Unsatisfactory; 0.7 = Below Average; 0.8 = Satisfactory; 0.9 = Above Average; 1.0 = Excellent		
15(k)0 Office and Director Experience		1.00
15(k)1 Director Title		0.94
15(k)2 Compensation and Seniority		1.00
15(k)3 Reporting (Head of Agency or Deputy Head)		0.94
15(k)4 Implementation and Execution of Business Development		1.00
15(k)5 Identify and Address Bundling of Contracts		1.00
15(k)6 Provide Assistance on Payments		1.00
15(k)7 Supervisory Authority		0.68
15(k)8 Assign Small Business Technical Advisors		0.78
15(k)9 OSDBU Cooperation and Consultation		1.00
15(k)10 Recommendations to Contracting Officers		0.64
15(k)11 Activity Conversion		0.60
15(k)12 Advise CAO and SPE		1.00
15(k)13(Optional) SBC and Contracting Specialist Training		1.00
15(k)14 Receive Unsolicited Proposals		0.98
15(k)15 Exclusive Duties and Title		1.00
15(k)16 Congressional Reporting		1.00
15(k)17 Respond to Undue Restriction Notifications		0.76
Total:		16.32

Number of Small Business Prime Contractors Comparison	11.60%
Increase in number of SB primes by 10% or more = 1.3	
Increase in number of SB primes by 5% or more but less than or equal to 10% = 1.2	
Increase in number of SB primes between 0% and less than 5% = 1.1	
No change in the number of SB primes (Change = 0%) 0% increase; 0% decrease (no change) = 1.0	
Decrease in number of SB primes by more than 0% but less than -5% = 0.9	
Decrease in number of SB primes by -5% or more but less than or equal to -10% = 0.8	
Decrease in number of SB primes by -10% or more = 0.7	

	2016 Count	2017 Count	2017 Performance
Small Business	11,641	11,877	1.10
Women Owned Small Business	1,694	1,563	0.80
Small Disadvantaged Business	2,885	3,467	1.30
Service Disabled Veteran Owned Small Business	2,623	3,485	1.30
HUBZone	298	413	1.30
Score:			5.80

Prime and Subcontracting 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:

VA continues to face challenges in subcontracting due to the overwhelming dominance of commercial plans. For subcontracting plans associated with an individual VA-administered contract, VA excels consistently. For example, in FY 2017, VA achieved 54.9% small business participation on individual plans. When these results are combined with commercial plans, where Government-wide policy provides limited management or oversight, VA's overall achievement falls short of VA goals.

With respect to prime contracting, VA's hierarchy of contracting preferences, established by law, mandates VA consider Service-Disabled Veteran-Owned Small Businesses (SDVOSBs) and Veteran-Owned Small Businesses (VOSBs) prior to other small business preferences such as those available in the HUBZone or Women-Owned Small Business programs. While consistent with VA's mission to serve Veterans, this mandate necessarily makes achievement of those other goals extremely challenging.

VA also has special authority to award contracts to VOSBs. VA achieved 20.6% compared to the Secretary's 12% goal in FY 2017. Because the Scorecard evaluates agency performance on the Government-wide small business programs, it does not factor in this VA-specific accomplishment. However, in FY 2017 VA put \$5.4 billion into the hands of Veteran entrepreneurs and owners.