

Agency for International Development

FY2018 Small Business Procurement Scorecard

B
95.80%

FPDS-NG Prime Contracting Data as of Mar. 15, 2019
eSRS Subcontracting Data as of Mar. 15, 2019

Prime Contracting Achievement:			48.64%
	2017 Achievement	2018 Goal	2018 Achievement
Small Business	13.18%	12.00%	14.08% (\$692.7 M)
Women Owned Small Business	3.83%	5.00%	4.45% (\$218.9 M)
Small Disadvantaged Business	7.15%	5.00%	7.69% (\$378.2 M)
Service Disabled Veteran Owned Small Business	0.84%	3.00%	0.35% (\$17.1 M)
HUBZone	0.19%	3.00%	0.43% (\$21.1 M)

1) Capped at 200%; 2) Achievement include double credit for LASA and Puerto Rico awards.

Subcontracting Achievement:			21.06%
	2017 Achievement	2018 Goal	2018 Achievement
Small Business	17.20%	19.00%	24.50%
Women Owned Small Business	4.60%	5.00%	7.00%
Small Disadvantaged Business	2.60%	5.00%	4.30%
Service Disabled Veteran Owned Small Business	1.10%	3.00%	1.10%
HUBZone	0.80%	3.00%	0.50%

1) Capped at 200%;

15(k) OSDBU Compliance Requirements		18.10%
Requirements Scores: 0.0=No; 0.5 = Partial Credit; 1.0 = Yes		Peer Review Score
15(k)0 Office and Director Experience		1.00
15(k)1 Director Title		1.00
15(k)2 Compensation and Seniority		1.00
15(k)3 Reporting (Head of Agency or Deputy Head)		1.00
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		1.00
15(k)8 Assign Small Business Technical Advisors		1.00
15(k)9 OSDBU Cooperation and Consultation		1.00
15(k)10 Recommendations to Contracting Officers		1.00
15(k)11 Activity Conversion		0.00
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		1.00
15(k)15 Exclusive Duties and Title		1.00
15(k)16 Congressional Reporting		1.00
15(k)17 Respond to Undue Restriction Notifications		1.00
15(k)18 Purchase Card Summary Data Review		0.00
15(k)19 Vendor Compliance Educational Training		1.00
15(k)20 Subcontracting Plan Review		1.00
Total:		19.00

Number of Small Business Prime Contractors Comparison	8.00%
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 or equal to 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 or equal to -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	

	2017 Count	2018 Count	2018 Performance
Small Business	402	297	0.70
Women Owned Small Business	138	103	0.70
Small Disadvantaged Business	205	174	0.70
Service Disabled Veteran Owned Small Business	32	26	0.70
HUBZone	25	27	1.20
Score:			4.00

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:

In FY 2018, USAID awarded the highest percentage and dollars ever in prime contract obligations to U.S. small businesses worldwide, significantly exceeding its overall small business goal. The overall increase also demonstrated USAID's ongoing effort to meet the goal for each socio-economic program. For the third consecutive year the Agency exceeded its small disadvantaged business (SDB) goal. In the other socio-economic categories, USAID's dollars and percentages increased to Women Owned and HUBZone small businesses. The only category that the Agency did not have gains was in Service Disabled Veteran Owned small businesses. As in previous years, the Agency continues to balance small business goals with the Agency's mission to support in-country local partners on their journey to self-reliance. Our challenge is unique: fully two thirds of USAID's contract dollars are awarded overseas, where the small business regulations (FAR Part 19) do not apply.