

General Services Administration

FY2019 Small Business Procurement Scorecard

A+

121.76%

FPDS-NG Prime Contracting Data as of Feb. 20, 2020
eSRS Subcontracting Data as of Mar. 20, 2020

Prime Contracting Achievement:			77.63%
	2018 Achievement	2019 Goal	2019 Achievement ^{1, 2}
Small Business	39.37%	30.00%	42.69% (\$2.4 B)
Women Owned Small Business	8.66%	5.00%	10.00% (\$564.3 M)
Small Disadvantaged Business	20.25%	5.00%	19.31% (\$1.1 B)
Service Disabled Veteran Owned Small Business	5.65%	3.00%	5.06% (\$285.6 M)
HUBZone	3.99%	3.00%	3.90% (\$219.9 M)

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

Subcontracting Achievement:			15.33%
	2018 Achievement	2019 Goal	2019 Achievement ¹
Small Business	24.70%	25.50%	22.10%
Women Owned Small Business	4.60%	5.00%	4.50%
Small Disadvantaged Business	4.60%	5.00%	4.00%
Service Disabled Veteran Owned Small Business	1.40%	3.00%	1.60%
HUBZone	0.80%	3.00%	0.70%

1) Capped at 200%.

15(k) OSDBU Compliance Requirements		20.00%
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	1.00	
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	1.00	
15(k)19 Vendor Compliance Educational Training	1.00	
15(k)20 Subcontracting Plan Review	1.00	
Total:	21.00	

Number of Small Business Prime Contractors Comparison	8.80%
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	

	2018	2019	2019
	Count	Count	Performance
Small Business	4,072	3,726	0.80
Women Owned Small Business	892	848	0.90
Small Disadvantaged Business	1,947	1,762	0.80
Service Disabled Veteran Owned Small Business	406	310	0.70
HUBZone	294	312	1.20
Score:			4.40

Prime and Subcontracting Grading Scale:

- A+ $\leq 150\%$ but $\geq 120\%$
- A $< 120\%$ but $\geq 100\%$
- B $< 100\%$ but $\geq 90\%$
- C $< 90\%$ but $\geq 80\%$
- D $< 80\%$ but $\geq 70\%$
- F $< 70\%$

Comments:

Graded Agency:

The Administrator of the General Services Administration (GSA) has made supporting small businesses and success on the Small Business Administration Federal Procurement Scorecard a priority at GSA. This commitment is reflected in GSA's A+ Scorecard grade for fiscal year (FY) 2019. Strong small businesses provide entrepreneurial energy that fuels cutting-edge innovation in the federal marketplace and, in turn, brings greater value to GSA and our partner agencies. Small business success results in increased competition, improved innovation, lower prices, and greater value for GSA's agency customers, as well as helping to grow the U.S. economy. In FY 2019, GSA exceeded all agency prime contracting small business and socio-economic small business goals. During the reporting period, GSA increased subcontracting dollars awarded to women-owned small businesses. Programs such as our Making It Easier initiative simplify and streamline doing business with the Federal Government. This allows small businesses to have the information, tools, and guidance they need to succeed in the federal marketplace. Additionally, the agency provided free one on one counseling and training webinars to assist small businesses. GSA continues to focus on data-driven decision-making and training to develop strong business strategies. A 10-part video series was developed that provides small businesses valuable information on the programs, tools, and resources available to do business with GSA. GSA is in a position not only to support small businesses throughout the country, but also to provide valuable services to our acquisition workforce and our customer agencies. GSA looks forward to another successful year.

In accordance with reporting and public notification requirements of the Small Business Act, the department awarded prime contracts to Puerto Rico businesses in the amount \$33,816,920. For purposes of determining compliance with the goals for procurement contracts this amount has been doubled to \$67,633,840 and is reflected in the Fiscal Year 2019 Scorecard.