

**Department of Veterans Affairs**  
FY2019 Small Business Procurement Scorecard

|                |
|----------------|
| <b>A</b>       |
| <b>100.15%</b> |

FPDS-NG Prime Contracting Data as of Feb. 20, 2020  
eSRS Subcontracting Data as of Mar. 12, 2020

| <b>Prime Contracting Achievement:</b>         |                     |              | <b>60.71%</b>                       |
|---|---------------------|--------------|-------------------------------------|
|   | 2018<br>Achievement | 2019<br>Goal | 2019<br>Achievement <sup>1, 2</sup> |
| Small Business                                | 30.90%              | 29.60%       | 32.23%<br>(\$8.9 B)                 |
| Women Owned Small Business                    | 2.57%               | 5.00%        | 3.16%<br>(\$869.2 M)                |
| Small Disadvantaged Business                  | 9.02%               | 5.00%        | 10.00%<br>(\$2.8 B)                 |
| Service Disabled Veteran Owned Small Business | 21.53%              | 3.00%        | 23.39%<br>(\$6.4 B)                 |
| HUBZone                                       | 2.20%               | 3.00%        | 2.93%<br>(\$806.6 M)                |

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

| <b>Subcontracting Achievement:</b>            |                     |              | <b>10.84%</b>                    |
|---|---------------------|--------------|----------------------------------|
|   | 2018<br>Achievement | 2019<br>Goal | 2019<br>Achievement <sup>1</sup> |
| Small Business                                | 19.00%              | 17.50%       | 13.40%                           |
| Women Owned Small Business                    | 3.10%               | 5.00%        | 2.20%                            |
| Small Disadvantaged Business                  | 2.30%               | 5.00%        | 1.10%                            |
| Service Disabled Veteran Owned Small Business | 0.70%               | 3.00%        | 0.40%                            |
| HUBZone                                       | 0.10%               | 3.00%        | 0.10%                            |

1) Capped at 200%.

| <b>15(k) OSDBU Compliance Requirements</b>                  |  | <b>20.00%</b>                |
|---|--|------------------------------|
| <b>Requirements Scores:</b>                                 |  | <b>Peer Review<br/>Score</b> |
| <b>0.0=No; 0.5 = Partial Credit; 1.0 = Yes</b>              |  |                              |
| 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                         |
| <b>Total:</b>   |  | <b>21.00</b>                 |

| <b>Number of Small Business Prime Contractors Comparison</b>                                  | <b>8.60%</b> |
|---|--------------|
| 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<br>Count | 2019<br>Count | 2019<br>Performance |
|---|---------------|---------------|---------------------|
| Small Business                                | 11,186        | 9,883         | 0.70                |
| Women Owned Small Business                    | 1,385         | 1,134         | 0.70                |
| Small Disadvantaged Business                  | 3,499         | 3,248         | 0.80                |
| Service Disabled Veteran Owned Small Business | 3,642         | 3,550         | 0.90                |
| HUBZone                                       | 393           | 418           | 1.20                |
| <b>Score:</b>                                 |               |               | <b>4.30</b>         |

**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 2019, VA achieved 54.3% 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 23.7% compared to the Secretary's 17% goal in FY 2019. 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 2019 VA put \$6.5 billion into the hands of Veteran entrepreneurs and owners.

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 \$84,538,710. For purposes of determining compliance with the goals for procurement contracts this amount has been doubled to \$169,077,421 and is reflected in the Fiscal Year 2019 Scorecard.