

# General Services Administration

## FY2020 Small Business Procurement Scorecard

# A+

**138.51%**

FPDS-NG Prime Contracting Data as of Feb. 22, 2021  
eSRS Subcontracting Data as of Apr. 15, 2021

Prime Contracting Achievement:			88.45%
	2019 Achievement	2020 Goal	2020 Achievement <sup>1, 2</sup>
Small Business	42.69%	29.00%	49.43% (\$2.6 B)
Women Owned Small Business	10.00%	5.00%	10.41% (\$557.4 M)
Small Disadvantaged Business	19.31%	5.00%	22.18% (\$1.2 B)
Service Disabled Veteran Owned Small Business	5.06%	3.00%	8.91% (\$477.2 M)
HUBZone	3.90%	3.00%	4.39% (\$235.3 M)

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

Subcontracting Achievement:			21.06%
	2019 Achievement	2020 Goal	2020 Achievement <sup>1</sup>
Small Business	22.10%	24.00%	29.30% (\$8.3 B)
Women Owned Small Business	4.50%	5.00%	4.80% (\$1.4 B)
Small Disadvantaged Business	4.00%	5.00%	4.40% (\$1.2 B)
Service Disabled Veteran Owned Small Business	1.60%	3.00%	2.90% (\$827.5 M)
HUBZone	0.70%	3.00%	1.20% (\$343.0 M)

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
15(k)21 Assist Small Business concerns in SBIR or STTR program (This requirement was not included in the FY20 scorecard calcs.)		1.00
<b>Total:</b>		<b>21.00</b>

Number of Small Business Prime Contractors Comparison		9.00%
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		

	2019 Count	2020 Count	2020 Performance
Small Business	4,168	3,885	0.80
Women Owned Small Business	975	907	0.80
Small Disadvantaged Business	1,794	1,732	0.90
Service Disabled Veteran Owned Small Business	342	325	0.90
HUBZone	324	327	1.10
<b>Score:</b>			<b>4.50</b>

**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) 2020 and serves as the eleventh straight year GSA has achieved an A+ or an A. 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 and also demonstrates GSA's commitment to continuous innovation and support for the small business community. In FY20, the federal response to the global COVID-19 pandemic took many forms; GSA was committed to providing access to tools and supplies as well as doing everything possible to offer small business opportunities to support the national response effort. GSA is uniquely positioned to support small businesses across the nation to meet our strategic goal of creating more opportunities and looks forward to another successful year.