

# Agency for International Development

## FY 2014 Small Business Procurement Scorecard

**A+**

**126.45%**

FPDS-NG Prime Contracting Data as of Feb. 20, 2015

eSRS Subcontracting Data as of Mar. 13, 2015

<b>Prime Contracting Achievement:</b>			<b>105.20%</b>
	2013 Achievement	2014 Goal	2014 Achievement
Small Business	15.10%	12.35%	20.81% (\$280.9 M)
Women Owned Small Business	5.02%	5.00%	6.42% (\$86.6 M)
Small Disadvantaged Business	9.44%	5.00%	13.66% (\$184.3 M)
Service Disabled Veteran Owned Small Business	2.22%	3.00%	3.88% (\$52.4 M)
HUBZone	1.26%	3.00%	0.22% (\$2.9 M)

<b>Subcontracting Achievement:</b>			<b>11.38%</b>
	2013 Achievement	2014 Goal	2014 Achievement
Small Business	23.70%	23.00%	29.30%
Women Owned Small Business	4.50%	5.00%	7.90%
Small Disadvantaged Business	1.70%	5.00%	6.00%
Service Disabled Veteran Owned Small Business	0.20%	3.00%	2.40%
HUBZone	0.20%	3.00%	0.70%

<b>Success Factors</b>		<b>9.87%</b>
<b>Plan Progress Success Factor Grading Scale: Factor Subtotal Score / 7</b>	<b>Peer Review Score</b>	
1. Commitment to Small Business Utilization - The Agency demonstrated, through action and documented evidence, a commitment to utilize small businesses to obtain goods and services.	0.97	
2. Effective Engagement of Senior Level Management in Achieving Small Business Goals - The Agency's senior leadership (i.e. Deputy Secretary, Chief Acquisition Officer, Senior Procurement Executive, senior program managers, and OSDBU Director) demonstrated, through action and documented evidence, that they have clearly communicated the importance of achieving the agency's Small Business contracting goals through the chain of command to the contracting officer level.	0.97	
3. Data Quality of Small Business Contracting - The Agency demonstrated, through action and documented evidence, a commitment to small business contracting data quality.	0.97	
4. Training of Acquisitions Staff - The Agency demonstrated a commitment to small business utilization through regular training of acquisitions staff on the issues/procedures/policies/regulations impacting small businesses.	1.00	
5. Outreach to Small Business - The Agency demonstrated, through action and documented evidence, a commitment to growing their small business supplier base and increasing awareness of contracting opportunities for small businesses.	1.00	
6. Bundling Avoidance, Justification and Mitigation - The Agency demonstrated, through action and documented evidence, a clearly communicated policy to address and mitigate the adverse effects of contract bundling on small businesses. (For applicable dollar threshold for the agency, see FAR subpart 7.104)	1.00	
7. OSDBU Organization - The Agency demonstrated, through action and documented evidence, compliance with Section 1691 - Offices of Small and Disadvantaged Business Utilization - of the National Defense Authorization Act (NDAA) of 2013.	1.00	

<b>Prime and Subcontracting Grading Scale:</b> A+ < 150% but ≥ 120% A < 120% but ≥ 100% B < 100% but ≥ 90% C < 90% but ≥ 80% D < 80% but ≥ 70% F < 70%	Total	6.91
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**Comments:****Graded Agency:**

USAID is extraordinarily pleased to receive its first ever "A+" on the Small Business Procurement Scorecard. It is the culmination of several years of hard work to implement our comprehensive procurement reform strategy. One of its objectives is to increase competition and expand the use of small business concerns as prime contractors on direct and Indefinite Delivery-Indefinite Quantity awards. Our success with this objective in FY 2014 allowed the Agency to increase its dollars and percentages obligated in all four of the goals achieved. The overall small business; small disadvantaged; women owned; and service-disabled-veteran owned small business goals were all met and exceeded. In FY 2015 the Agency will strengthen its efforts to increase overall awards to small businesses with a special emphasis on attracting more firms in the HUBZone programs. To that end, the Agency is focusing on attending and coordinating events specifically directed to the HUBZone community.