

**Department of State**  
**FY 2014 Small Business Procurement Scorecard**

A
114.06%

FPDS-NG Prime Contracting Data as of Feb. 20, 2015  
eSRS Subcontracting Data as of Mar. 13, 2015

<b>Prime Contracting Achievement:</b>			<b>96.35%</b>
	2013 Achievement	2014 Goal	2014 Achievement
Small Business	38.32%	37.93%	43.54% (\$1.5 B)
Women Owned Small Business	7.67%	5.00%	9.71% (\$325.6 M)
Small Disadvantaged Business	20.64%	5.00%	25.45% (\$853.5 M)
Service Disabled Veteran Owned Small Business	4.48%	3.00%	5.26% (\$176.5 M)
HUBZone	2.15%	3.00%	1.97% (\$66.1 M)

<b>Subcontracting Achievement:</b>			<b>7.85%</b>
	2013 Achievement	2014 Goal	2014 Achievement
Small Business	36.30%	46.00%	38.20%
Women Owned Small Business	6.60%	5.00%	6.60%
Small Disadvantaged Business	3.40%	5.00%	3.40%
Service Disabled Veteran Owned Small Business	1.70%	3.00%	1.60%
HUBZone	1.70%	3.00%	1.00%

<b>Success Factors</b>		<b>9.86%</b>
<b>Plan Progress Success Factor Grading Scale:</b> Factor Subtotal Score / 7	<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.	0.93	
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 OSDDBU 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.	1.00	
3. Data Quality of Small Business Contracting - The Agency demonstrated, through action and documented evidence, a commitment to small business contracting data quality.	1.00	
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.	0.97	
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. OSDDBU 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	6.90
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**Comments:****Graded Agency:**

The Department of State continues its active support and use of U.S. small businesses in support of our mission and the advancement of U.S. foreign policy goals as demonstrated by our 5.22% increase in our small business goal achievement and an increase of \$300M in obligations to American small businesses. In FY 2014, the Department exceeded its goals in four of the five small business categories. Because we fell short of meeting our goals for HUBZone awards in FY 2014, we will be working closely with the SBA to identify and attract qualified HUBZone firms in an effort to boost performance in that category, without sacrificing our achievements in any of the other goal achievements. We are diligently working to achieve our contracting goals for all five of these categories for the first time in FY 2015. We will also work with our large prime contractors to increase their achievements in their subcontracting achievements to small businesses. Senior leadership monitoring of goal achievement and regular reporting of Bureau level achievements reinforces the importance of the small business programs by both program and acquisition managers. We continue to actively monitor contract award data quality and continue our active participation in the SBA Small Business Procurement Advisory Council (SBPAC).