

General Services Administration

FY2016 Small Business Procurement Scorecard

A

117.30%

FPDS-NG Prime Contracting Data as of Feb. 20, 2017

eSRS Subcontracting Data as of Mar. 14, 2017

Prime Contracting Achievement:			97.97%
	2015 Achievement	2016 Goal	2016 Achievement
Small Business	44.16%	36.50%	39.23% (\$1.6 B)
Women Owned Small Business	9.30%	5.00%	9.31% (\$390.9 M)
Small Disadvantaged Business	21.36%	5.00%	21.64% (\$908.4 M)
Service Disabled Veteran Owned Small Business	4.79%	3.00%	5.32% (\$223.3 M)
HUBZone	4.35%	3.00%	3.89% (\$163.2 M)

Subcontracting Achievement:			9.52%
	2015 Achievement	2016 Goal	2016 Achievement
Small Business	26.30%	29.00%	31.30%
Women Owned Small Business	6.90%	5.00%	5.90%
Small Disadvantaged Business	9.00%	5.00%	7.60%
Service Disabled Veteran Owned Small Business	0.70%	3.00%	0.70%
HUBZone	0.40%	3.00%	0.40%

Success Factors		9.81%
<u>Plan Progress Success Factor Grading Scale:</u> Factor Subtotal Score / 7		Peer Review Score
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.		1.00
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.		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.		0.97
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)		0.90
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

<u>Prime and Subcontracting Grading Scale:</u>
A+ ≤ 150% but ≥ 120%
A < 120% but ≥ 100%
B < 100% but ≥ 90%
C < 90% but ≥ 80%
D < 80% but ≥ 70%
F < 70%

Total	6.87
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Comments:

Graded Agency:

In Fiscal Year 2016, the U.S. General Services Administration (GSA) made it an agency-wide priority to meet and exceed its small business contracting goals while at the same time supporting customer agencies' achievement of their small business goals. GSA's commitment to small business utilization is demonstrated from the highest levels of the agency and throughout all business lines and support organizations as evidenced by the socio-economic goal achievements. GSA implemented the "Making It Easier" initiative to offer a more efficient and straightforward process for small business and companies new to the federal market. GSA also launched the GSA Forecast Tool, a GSA-engineered product, to make it easier for small business vendors to find potential contracting opportunities with the Federal Government. GSA expanded its vendor training to include virtual training and collaborations with SBA and other advocacy groups. GSA attended approximately 300 events advocating for small business throughout the country. GSA also redesigned its website so that the information small businesses need is easily located. During the reporting period, GSA met its small business subcontracting goal and increased subcontracting dollars awarded to Service Disabled Veteran-owned Small Businesses. GSA is looking forward to another year of continued success.