

Department of State

FY2016 Small Business Procurement Scorecard

A+

123.56%

FPDS-NG Prime Contracting Data as of Feb. 20, 2017
 eSRS Subcontracting Data as of Mar. 14, 2017

| Prime Contracting Achievement: | | | 101.22% |
|---|---------------------|--------------|----------------------|
| | 2015 Achievement | 2016 Goal | 2016 Achievement |
| Small Business | 43.95% | 22.50% | 28.56% (\$2.5 B) |
| Women Owned Small Business | 9.77% | 5.00% | 6.23% (\$535.6 M) |
| Small Disadvantaged Business | 23.19% | 5.00% | 14.81% (\$1.3 B) |
| Service Disabled Veteran Owned Small Business | 5.83% | 3.00% | 5.40% (\$464.2 M) |
| HUBZone | 3.22% | 3.00% | 2.37% (\$203.4 M) |

| Subcontracting Achievement: | | | 12.53% |
|---|---------------------|--------------|---------------------|
| | 2015 Achievement | 2016 Goal | 2016 Achievement |
| Small Business | 39.70% | 29.00% | 47.30% |
| Women Owned Small Business | 6.90% | 5.00% | 8.90% |
| Small Disadvantaged Business | 3.00% | 5.00% | 3.30% |
| Service Disabled Veteran Owned Small Business | 2.20% | 3.00% | 2.50% |
| HUBZone | 1.30% | 3.00% | 1.60% |

| 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. | 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 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. | 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) | 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 | |

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| <p>Prime and Subcontracting Grading Scale:</p> <ul style="list-style-type: none"> 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 |
|--|-------|------|

Comments:

Graded Agency:

The Department of State is honored to receive the highest mark available from the Small Business Administration (SBA) for the significant accomplishments made in our small business program. This recognition is a reflection of the Department's strong commitment to providing opportunities, around the world, for all types of small businesses in the execution of our mission and the advancement of U.S. foreign policy goals. Through outreach, education, small business advocacy and active internal collaboration, the Department obligated over \$2.0 billion to American small business in FY16. Moving forward, the Department intends to continue these efforts with the objective of sustained small business success under the SBA's new system for measuring progress toward achieving small business goals which was implemented at the beginning of fiscal year 2017.