

# Agency for International Development

## FY2016 Small Business Procurement Scorecard

B

95.47%

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

<b>Prime Contracting Achievement:</b>			<b>75.10%</b>
	2015 Achievement	2016 Goal	2016 Achievement
Small Business	18.13%	11.00%	13.12% (\$571.1 M)
Women Owned Small Business	3.67%	5.00%	3.36% (\$146.5 M)
Small Disadvantaged Business	11.58%	5.00%	5.50% (\$239.6 M)
Service Disabled Veteran Owned Small Business	3.37%	3.00%	1.19% (\$52.0 M)
HUBZone	0.16%	3.00%	0.19% (\$8.3 M)

<b>Subcontracting Achievement:</b>			<b>10.80%</b>
	2015 Achievement	2016 Goal	2016 Achievement
Small Business	24.30%	20.00%	26.70%
Women Owned Small Business	8.20%	5.00%	7.50%
Small Disadvantaged Business	4.10%	5.00%	3.30%
Service Disabled Veteran Owned Small Business	0.60%	3.00%	1.10%
HUBZone	1.00%	3.00%	0.80%

<b>Success Factors</b>		<b>9.57%</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.	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 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.	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. 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.	0.83	

<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	6.70
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**Comments:**

## Graded Agency:

USAID is honored to receive a "B" for Fiscal Year (FY) 2016. At first glance, this appears to be a decline in performance from the "A" grade the Agency received in FY 2015. However, considering that FY'2016 was the first year that contracts awarded overseas counted towards Federal agencies' official goals, USAID had an outstanding year by several measures. The Agency awarded the highest dollar obligations ever to SBs at \$571M, an increase from the \$451M awarded worldwide in FY 2015. On a percentage basis, worldwide SB awards increased from 9.3% to 13.1%, exceeding the 11% worldwide goal. For domestic awards, USAID awarded 23.8% to SBs, increase from the 18.1% awarded in FY 2015. Also, in FY 2016 USAID exceeded its prime goal for SDB and its subcontracting goal for WOSB. Despite the inherent challenges posed by the fact that the SB regulations (FAR Part 19) still do not apply for contracts awarded outside the U.S., USAID will continue to focus diligently on expanding procurement opportunities to SBs at its overseas Missions.