

Agency for International Development

FY2011 Small Business Procurement Scorecard

A

105.80%

FPDS-NG Prime Contracting Data as of Apr. 27, 2012
eSRS Subcontracting Data as of Apr. 27, 2012

Prime Contracting Achievement:			88.04%
	2010 Achievement	2011 Goal	2011 Achievement
Small Business	9.60%	11.00%	13.74% (\$184.0 M)
Women Owned Small Business	4.27%	5.00%	4.67% (\$62.5 M)
Small Disadvantaged Business	5.54%	5.00%	7.67% (\$102.7 M)
Service Disabled Veteran Owned Small Business	1.26%	3.00%	2.65% (\$35.4 M)
HUBZone	0.28%	3.00%	0.58% (\$7.8 M)

Subcontracting Achievement:			8.00%
	2010 Achievement	2011 Goal	2011 Achievement
Small Business	45.20%	22.30%	22.90%
Women Owned Small Business	18.60%	5.00%	5.50%
Small Disadvantaged Business	3.40%	5.00%	3.20%
Service Disabled Veteran Owned Small Business	0.10%	3.00%	0.00%
HUBZone	0.60%	3.00%	0.30%

Success Factors		9.76%
<u>Plan Progress Success Factor Grading Scale:</u> Factor Subtotal Score / 7	Peer Review Score	
The Agency demonstrated, through action and documented evidence, a commitment to utilize small businesses to obtain goods and services.	1.00	
The Agency's senior leadership (e.g., 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	
The Agency demonstrated, through action and documented evidence, a commitment to small business contracting data quality.	1.00	
The Agency demonstrated a commitment to small business utilization through regular training of acquisitions staff on the issues/procedures/policies/regulations impacting small businesses.	0.83	
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	
The Agency demonstrated, through action and documented evidence, a commitment to expanding subcontracting opportunities for small businesses.	1.00	
The Agency demonstrated, through action and documented evidence, efforts to unbundle contracts. If the Agency bundled contracts, has it documented and published their rationale.	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	6.83

Comments:

In FY 2009, the Agency for International Development (USAID) implemented a comprehensive procurement reform strategy which had, as one of its key objectives, increasing competition and expanding the use of small businesses (SB) on direct contract awards. The agency's FY 2011 SB achievements illustrate the continuing success of these reforms. The agency significantly increased its dollar and percentage awards in all 5 of the prime SB contract categories. In the key overall SB category, USAID awarded 13.74% or \$184M to SBs, exceeding its 11% goal, and increasing its percentage awards by over 50% from the previous year. In the small disadvantaged business (SDB) category, the agency awarded 7.67%, or \$102M, of its total dollar obligations to SDBs, significantly exceeding the statutory goal of 5%. The agency also doubled its prime contract awards to service disabled veteran owned small businesses at 2.65% or \$34M. For women-owned small businesses, the agency increased its prime contract awards to 4.67% or \$62M. Conversely, awards to HUBZone firms continue to serve as a challenge with an achievement of .58% or \$7.8M. USAID prime contractors awarded small businesses 22.9% or \$69M in subcontract awards.

While we have significantly increased our overall awards to small businesses, we continue to make every effort to balance small business goals with the agency's obligations in support of its Global Health (GH) Bureau. GH procurements represent close to 60% of the agency's total obligated dollars and the vast majority of funds are in support of the President's Emergency Plan for AIDS Relief (PEPFAR). PEPFAR commodity buys are procured from a consortium of 16 large organizations through a competitive contract. When the contract was awarded, market research determined that there were no small pharmaceutical firms that could provide these commodities. This contract will be re-competed in 2013 and USAID has already begun conducting market research to identify opportunities for small business inclusion.