

# Environmental Protection Agency

## FY2012 Small Business Procurement Scorecard

# A

113.07%

FPDS-NG Prime Contracting Data as of Mar. 15, 2013

eSRS Subcontracting Data as of Apr. 15, 2013

| <b>Prime Contracting Achievement:</b>         |                     |              | <b>90.69%</b>         |
|---|---------------------|--------------|-----------------------|
|   | 2011<br>Achievement | 2012<br>Goal | 2012<br>Achievement   |
| Small Business                                | 42.26%              | 42.00%       | 44.02%<br>(\$751.6 M) |
| Women Owned Small Business                    | 5.35%               | 5.00%        | 6.02%<br>(\$102.7 M)  |
| Small Disadvantaged Business                  | 14.82%              | 5.00%        | 15.70%<br>(\$268.1 M) |
| Service Disabled Veteran Owned Small Business | 7.26%               | 3.00%        | 6.68%<br>(\$114.1 M)  |
| HUBZone                                       | 1.07%               | 3.00%        | 2.53%<br>(\$43.3 M)   |

| <b>Subcontracting Achievement:</b>            |                     |              | <b>12.42%</b>       |
|---|---------------------|--------------|---------------------|
|   | 2011<br>Achievement | 2012<br>Goal | 2012<br>Achievement |
| Small Business                                | 69.60%              | 55.00%       | 59.50%              |
| Women Owned Small Business                    | 13.60%              | 5.00%        | 14.30%              |
| Small Disadvantaged Business                  | 26.20%              | 5.00%        | 15.90%              |
| Service Disabled Veteran Owned Small Business | 11.00%              | 3.00%        | 6.20%               |
| HUBZone                                       | 8.00%               | 3.00%        | 4.30%               |

| <b>Success Factors</b>   |                   | <b>9.96%</b> |
|--|-------------------|--------------|
| <u>Plan Progress Success Factor Grading Scale: Factor Subtotal Score / 7</u>   | 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 (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              |              |
| The Agency demonstrated, through action and documented evidence, a commitment to small business contracting data quality.  | 0.97              |              |
| 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              |              |
| 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. (Reference: FAR 19.7 - Small Business Subcontracting Program).   | 1.00              |              |
| 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. (Reference: FAR subpart 7.104 for applicable dollar threshold for each agency).   | 1.00              |              |
| <b>Total</b>   | <b>6.97</b>       |              |
| <b>Prime and Subcontracting Grading Scale:</b><br>A+ ≤ 150% but ≥ 120%<br>A < 120% but ≥ 100%<br>B < 100% but ≥ 90%<br>C < 90% but ≥ 80%<br>D < 80% but ≥ 70%<br>F < 70%   |                   |              |

**Comments:**

## Graded Agency:

EPA continues to be committed to supporting small businesses as evidenced in our accomplishments. This support is from the top down. We continue to encourage Senior Leaders to be engaged in outreach, vendor days, training etc. Small Business is also a part of the SES annual evaluations. The Office of Small Business Programs continue to meet with each Program Office to discuss in detail their spending for each year as well as review and make recommendations on their Annual Acquisition Plans.

At the suggestion of the Deputy Administrator we have taken extra steps to attract HUBZone businesses as this is the only goal we have not met. We were very successful in co-hosting the first National HUBZone Summit in Chicago. More than 20 federal and state agencies participated and more than 200 were in attendance. We held training on GSA vehicles and how to use them for staff throughout the Agency, we hosted monthly "Brown Bag Sessions" for small businesses which is limited to only 10 to 15 contractors attending so that they can ask specific questions and we brought back the Office of Environmental Information (OEI) Information Technology (IT) Industry Day for small business contractors. Small businesses are eagerly sought to participate in the Superfund quarterly meetings so that they can learn more about contracting in this area. We continue to encourage contracting with Service Disabled Veteran Owned Small Businesses as evidenced in our accomplishments as well.