

Department of Health and Human Services

FY2012 Small Business Procurement Scorecard

A

100.33%

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

eSRS Subcontracting Data as of Apr. 15, 2013

Prime Contracting Achievement:			79.65%
	2011 Achievement	2012 Goal	2012 Achievement
Small Business	23.94%	20.50%	22.39% (\$4.1 B)
Women Owned Small Business	6.43%	5.00%	6.60% (\$1.2 B)
Small Disadvantaged Business	9.66%	5.00%	9.16% (\$1.7 B)
Service Disabled Veteran Owned Small Business	0.97%	3.00%	1.02% (\$188.0 M)
HUBZone	0.96%	3.00%	0.73% (\$134.8 M)

Subcontracting Achievement:			10.92%
	2011 Achievement	2012 Goal	2012 Achievement
Small Business	32.40%	33.00%	35.50%
Women Owned Small Business	8.00%	5.00%	8.30%
Small Disadvantaged Business	5.20%	5.00%	9.30%
Service Disabled Veteran Owned Small Business	0.70%	3.00%	2.20%
HUBZone	1.10%	3.00%	2.20%

Success Factors	
9.76%	
Plan Progress Success Factor Grading Scale: 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 (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
The Agency demonstrated, through action and documented evidence, a commitment to small business contracting data quality.	0.93
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.	0.93
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).	0.97
Total	6.83
Prime and Subcontracting Grading Scale: A+ ≤ 150% but ≥ 120% A < 120% but ≥ 100% B < 100% but ≥ 90% C < 90% but ≥ 80% D < 80% but ≥ 70% F < 70%	

Comments:

Graded Agency:

The Department of Health and Human Services (HHS) awards approximately \$18.5 Billion in Federal Procurements annually. In Fiscal Year 2012, we awarded \$4.1 Billion to small businesses, or 22.39 percent, and we're on target to achieve our Fiscal Year 2013 goal of 20.5 percent. Maintaining this success is a priority; however, our greatest challenge is achieving our HUBZone and service-disabled veteran-owned small business goals. Therefore, we've implemented many initiatives to increase our small business awards, such as:

1. We collaborated with the Heads of the Contracting Activities (HCA) in each of the Operating Divisions to implement a Small Business Strategic Plan for increasing their annual small business goal achievements.
2. We have made attaining these goals a key performance element in the annual performance plans of our program managers and acquisition personnel, and we continue to provide training sessions for our staff.
3. We hosted numerous Small Business Industry Days and instituted the HHS Small Business Awards Program to recognize acquisition officials for their support and achievement of their small business goals.
4. We have successfully established a HHS presence on Facebook, Twitter, and You Tube to increase the use of social media while reaching a wider small business audience.
5. OSDBU developed a comprehensive Small Business Statistics Report (SBSTAT) for each of the 10 Operating divisions and presented to the heads of each Contracting Activity and their acquisition staff. These briefings included small business award trends, the use of Federal and HHS Strategic Sourcing Initiatives, contract awards under the Simplified Acquisition Threshold (SAT) for large and small businesses, GSA Federal Supply schedules, Government-wide Acquisition Contracts and Purchase Card spend.

These measures, along with continued support from and commitment by senior leadership, will contribute to the success in the Department of Health and Human Services achieving its small business goals