

# Office of Personnel Management

## FY2012 Small Business Procurement Scorecard

# B

95.15%

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

eSRS Subcontracting Data as of Apr. 15, 2013

Prime Contracting Achievement:	73.31%		
	2011 Achievement	2012 Goal	2012 Achievement
Small Business	18.16%	19.50%	20.25% (\$235.3 M)
Women Owned Small Business	7.89%	5.00%	7.48% (\$86.9 M)
Small Disadvantaged Business	4.39%	5.00%	5.02% (\$58.3 M)
Service Disabled Veteran Owned Small Business	0.97%	3.00%	0.84% (\$9.7 M)
HUBZone	0.03%	3.00%	0.46% (\$5.4 M)

Subcontracting Achievement:	12.38%		
	2011 Achievement	2012 Goal	2012 Achievement
Small Business	61.10%	55.00%	69.80%
Women Owned Small Business	12.60%	5.00%	13.10%
Small Disadvantaged Business	3.90%	5.00%	10.20%
Service Disabled Veteran Owned Small Business	10.80%	3.00%	20.50%
HUBZone	3.50%	3.00%	0.80%

Success Factors	9.46%
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 OSD/BU 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.	0.93
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).	0.93
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).	0.90
<b>Total</b>	<b>6.62</b>
<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%	

**Comments:**

Graded Agency:

Strengthening accountability is the key to our successful FY12 Agency Scorecard. Collectively, we established clear lines of accountability from senior leadership to the contracting specialists. The results of this effort contributed to OSDDBU branding a slogan for our FY12 mission titled "Be A Part of Something Extraordinary" which basically sums up our success! We defined a strategic and comprehensive strategy which included an aggressive approach to redefining contract requirements to ensure small business sensibility, establishing smart contracts directed towards small businesses, and extensive small business and data quality training to OPM's contracting staff.