

Department of State
FY2012 Small Business Procurement Scorecard

A
114.04%

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

eSRS Subcontracting Data as of Apr. 15, 2013

Prime Contracting Achievement:			94.97%
	2011 Achievement	2012 Goal	2012 Achievement
Small Business	34.26%	35.00%	39.03% (\$1.2 B)
Women Owned Small Business	4.99%	5.00%	9.65% (\$305.9 M)
Small Disadvantaged Business	16.74%	5.00%	19.92% (\$631.2 M)
Service Disabled Veteran Owned Small Business	2.71%	3.00%	4.05% (\$128.4 M)
HUBZone	2.27%	3.00%	2.49% (\$78.8 M)

Subcontracting Achievement:			9.11%
	2011 Achievement	2012 Goal	2012 Achievement
Small Business	58.50%	55.00%	46.00%
Women Owned Small Business	7.60%	5.00%	7.90%
Small Disadvantaged Business	3.50%	5.00%	3.30%
Service Disabled Veteran Owned Small Business	2.60%	3.00%	2.20%
HUBZone	1.70%	3.00%	3.60%

Success Factors		9.96%
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.	0.97	
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	
Total	6.97	
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 State promotes and actively works to maximize the use of U.S. small businesses in support of our mission and the advancement of U.S. foreign policy goals. This is demonstrated in our achievements against our contracting goals. In FY12, the Department exceeded its goals in four of the five small business categories, and also realized improvements in the fifth category, HUBZone small businesses. In fact, we improved in every category relative to our achievements in FY11, a trend we hope to continue. Because we fell short of meeting our goals for HUBZone awards in FY12, we are placing particular attention on potential HUBZone awards in an effort to boost performance in that category, without sacrificing our achievements in any of the other categories. We are diligently working to achieve our contracting goals for all five of these categories for the first time in FY13. We will also work with our large prime contractors to maintain their achievements with Women and HUBZone small businesses and facilitate growth in the other areas. Senior leadership monitoring of goal achievement and regular reporting of Bureau level achievements maintains a focus on small business programs by both program and acquisition managers. We continue to actively monitor contract award data quality and actively participate in the SBA Procurement Advisory Council.