

# Department of Veterans Affairs

## FY2012 Small Business Procurement Scorecard

# A

100.81%

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

eSRS Subcontracting Data as of Apr. 15, 2013

<b>Prime Contracting Achievement:</b>			<b>83.32%</b>
	2011 Achievement	2012 Goal	2012 Achievement
Small Business	33.66%	34.00%	35.01% (\$6.1 B)
Women Owned Small Business	3.86%	5.00%	3.30% (\$577.8 M)
Small Disadvantaged Business	8.41%	5.00%	7.91% (\$1.4 B)
Service Disabled Veteran Owned Small Business	18.22%	3.00%	19.24% (\$3.4 B)
HUBZone	2.24%	3.00%	1.73% (\$303.2 M)

<b>Subcontracting Achievement:</b>			<b>7.53%</b>
	2011 Achievement	2012 Goal	2012 Achievement
Small Business	14.00%	17.50%	18.00%
Women Owned Small Business	1.80%	5.00%	2.20%
Small Disadvantaged Business	0.60%	5.00%	1.60%
Service Disabled Veteran Owned Small Business	0.20%	3.00%	1.30%
HUBZone	0.30%	3.00%	0.50%

<b>Success Factors</b>		<b>9.96%</b>
		Peer Review Score
<b>Plan Progress Success Factor Grading Scale: Factor Subtotal Score / 7</b>		
The Agency demonstrated, through action and documented evidence, a commitment to utilize small businesses to obtain goods and services.	1.00	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	1.00
The Agency demonstrated, through action and documented evidence, a commitment to small business contracting data quality.	1.00	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.	1.00	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	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).	0.97	0.97
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	1.00
<b>Total</b>	<b>6.97</b>	<b>6.97</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:

Public Law 109-461 places Service-Disabled Veteran-Owned Small Businesses (SDVOSBs) and Veteran-Owned Small Businesses (VOSBs) first and second, respectively, in the hierarchy of VA's small business preferences. While this gives VA an advantage in meeting the SDVOSB statutory goal, it makes achievement of the woman-owned small business goal and the Historically Underutilized Business Zone (HUBZone) goal extremely challenging for VA, as by law, HUBZone and women-owned small business preferences are not available to VA unless SDVOSBs and VOSBs are unavailable.

The SBA's cap on credit for SDVOSB awards conflicts with VA's statutory open-ended commitment to SDVOSB contracting. VA continues to make SDVOSBs its first priority even after it has met its goal. The absence of a statutory vehicle for setting a goal for VOSB procurement results in the scorecard awarding no credit to VA for its VOSB procurement, even though VOSBs are VA's second highest statutory priority. In accordance with the agency's statutory responsibility to place SDVOSBs and VOSBs first and second, the VA Secretary has set goals of 10 percent for SDVOSBs (higher than the 3 percent statutory goal that is established government wide and tracked by SBA in the scorecard) and 12 percent for VOSBs. The VA exceeded both of these goals set by the Secretary. VA recommends SBA lift the cap on SDVOSB performance to recognize VA statutory requirements.