

# General Services Administration

## FY2014 Small Business Procurement Scorecard

**A**

**111.91%**

FPDS-NG Prime Contracting Data as of Feb. 20, 2015

eSRS Subcontracting Data as of Mar. 13, 2015

Prime Contracting Achievement:			91.86%
	2013 Achievement	2014 Goal	2014 Achievement
Small Business	36.91%	39.00%	38.97% (\$1.5 B)
Women Owned Small Business	7.75%	5.00%	8.03% (\$314.3 M)
Small Disadvantaged Business	17.46%	5.00%	16.04% (\$627.9 M)
Service Disabled Veteran Owned Small Business	3.36%	3.00%	4.17% (\$163.1 M)
HUBZone	2.53%	3.00%	3.29% (\$128.7 M)

Subcontracting Achievement:			10.14%
	2013 Achievement	2014 Goal	2014 Achievement
Small Business	30.00%	25.00%	28.70%
Women Owned Small Business	7.90%	5.00%	7.10%
Small Disadvantaged Business	9.60%	5.00%	9.90%
Service Disabled Veteran Owned Small Business	0.70%	3.00%	0.70%
HUBZone	0.30%	3.00%	0.30%

Success Factors		9.91%
<b>Plan Progress Success Factor Grading Scale:</b> Factor Subtotal Score / 7		Peer Review Score
1. Commitment to Small Business Utilization - The Agency demonstrated, through action and documented evidence, a commitment to utilize small businesses to obtain goods and services.		0.97
2. Effective Engagement of Senior Level Management in Achieving Small Business Goals - 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
3. Data Quality of Small Business Contracting - The Agency demonstrated, through action and documented evidence, a commitment to small business contracting data quality.		1.00
4. Training of Acquisitions Staff - The Agency demonstrated a commitment to small business utilization through regular training of acquisitions staff on the issues/procedures/policies/regulations impacting small businesses.		0.97
5. Outreach to Small Business - 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
6. Bundling Avoidance, Justification and Mitigation - 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. (For applicable dollar threshold for the agency, see FAR subpart 7.104)		1.00
7. OSDDBU Organization - The Agency demonstrated, through action and documented evidence, compliance with Section 1691 - Offices of Small and Disadvantaged Business Utilization - of the National Defense Authorization Act (NDAA) of 2013.		1.00
<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%		Total
		6.94

**Comments:**

Graded Agency:

GSA awarded \$1.5 billion, or 38.97 percent of eligible contract dollars, to small business in FY 2014. GSA exceeded all of its subcategory prime contracting goals. GSA's achievements are a result of the support and commitment for small business contracting provided by GSA senior leaders, and the acquisition workforce. GSA's Office of Small Business Utilization (OSBU) hosted several events for vendors which focused on current opportunities in specific industries. GSA conducted various training sessions for the GSA acquisition workforce and provided contracting resources which enhanced the small business program within the agency. To improve subcontracting performance, GSA increased visibility of reporting progress across the agency by developing and implementing a dashboard to track ongoing subcontracting performance and target goals. GSA updated policy in the General Services Acquisition Manual (GSAM) Part 519, providing detailed guidance on how to give proper consideration to small businesses. GSA's Office of Government-wide Policy developed a tool to help identify trends in GSA's small business spend and pinpoint opportunities to influence acquisition strategies for awards to small business.