

# Small Business Administration

## FY2014 Small Business Procurement Scorecard

# A

117.06%

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

eSRS Subcontracting Data as of Mar. 13, 2015

Prime Contracting Achievement:			102.61%
	2013 Achievement	2014 Goal	2014 Achievement
Small Business	72.01%	68.00%	77.48% (\$108.7 M)
Women Owned Small Business	15.82%	5.00%	23.75% (\$33.3 M)
Small Disadvantaged Business	47.34%	5.00%	47.80% (\$67.0 M)
Service Disabled Veteran Owned Small Business	7.18%	3.00%	4.47% (\$6.3 M)
HUBZone	8.98%	3.00%	6.98% (\$9.8 M)

Subcontracting Achievement:			4.84%
	2013 Achievement	2014 Goal	2014 Achievement
Small Business	6.80%	25.00%	15.40%
Women Owned Small Business	3.00%	5.00%	0.90%
Small Disadvantaged Business	0.20%	5.00%	0.00%
Service Disabled Veteran Owned Small Business	0.00%	3.00%	1.00%
HUBZone	0.00%	3.00%	1.90%

Success Factors		9.61%
<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.	0.93	
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.	0.97	
3. Data Quality of Small Business Contracting - The Agency demonstrated, through action and documented evidence, a commitment to small business contracting data quality.	0.93	
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.	1.00	
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.	0.93	
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)	0.97	
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	6.73

**Comments:**

Graded Agency:

In Fiscal Year 2014, the SBA exceeded the primary utilization target as well as all socio-economic subtargets. SBA's success was achieved through a combination of strategic acquisition planning, high level management focus across the agency on Small Business Utilization, and diligent day to day management of procurement execution. The agency targeted large dollar, multiple-year requirements for specific set-asides with Service Disabled Veteran Owned Small Businesses and HUBZones and continued to track our progress throughout the fiscal year. Exceeding our subcontracting goal continues to be a challenge, and we will search for opportunities to improve our progress in this category. The agency is committed to continue to train the acquisition workforce on the changes in acquisition policy and regulations, particularly those that impact small business utilization.