

General Services Administration

FY2015 Small Business Procurement Scorecard

A+

132.49%

FPDS-NG Prime Contracting Data as of Feb. 20, 2016
 eSRS Subcontracting Data as of Mar. 14, 2016

Prime Contracting Achievement:			113.84%
	2014 Achievement	2015 Goal	2015 Achievement
Small Business	38.97%	32.00%	44.16% (\$1.6 B)
Women Owned Small Business	8.03%	5.00%	9.30% (\$347.0 M)
Small Disadvantaged Business	16.04%	5.00%	21.36% (\$797.0 M)
Service Disabled Veteran Owned Small Business	4.17%	3.00%	4.79% (\$178.8 M)
HUBZone	3.29%	3.00%	4.35% (\$162.4 M)

Subcontracting Achievement:			8.69%
	2014 Achievement	2015 Goal	2015 Achievement
Small Business	28.70%	29.00%	26.30%
Women Owned Small Business	7.10%	5.00%	6.90%
Small Disadvantaged Business	9.90%	5.00%	9.00%
Service Disabled Veteran Owned Small Business	0.70%	3.00%	0.70%
HUBZone	0.30%	3.00%	0.40%

Success Factors		9.96%
Plan Progress Success Factor Grading Scale: 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.	1.00	
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 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	
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.	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.	0.97	
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. OSDBU 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	

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%	Total	6.97
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Comments:**Graded Agency:**

GSA awarded \$1.6 billion, or 44.16% of prime contract dollars to small businesses in Fiscal Year 2015, exceeding all prime contracting goals. GSA's commitment to small business utilization comes from the highest levels of the agency and throughout all business lines and support organizations.

As an economic catalyst, GSA spurs economic development among small businesses. GSA's "Making It Easier" initiative ensures that GSA provides opportunities, improves processes, removes barriers, and leverages technology to enable small businesses to do business with the government. We host nationwide events to teach small businesses about contracting opportunities with GSA. GSA's redesigned website makes it easier for vendors to find information and includes a new video series on how to contract with and market to GSA. We launched the "Small Business First" campaign which makes achievement of small business goals a top priority and provides small business-related training to the acquisition workforce. GSA increased subcontracting visibility by tracking subcontracting goal performance and by training acquisition teams on subcontracting plans and reporting. GSA will continue to initiate success.