

Small Business Administration

FY2015 Small Business Procurement Scorecard

A+

124.37%

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

Prime Contracting Achievement:			102.38%
	2014 Achievement	2015 Goal	2015 Achievement
Small Business	77.48%	69.00%	78.18% (\$113.9 M)
Women Owned Small Business	23.75%	5.00%	23.08% (\$33.6 M)
Small Disadvantaged Business	47.80%	5.00%	39.14% (\$57.0 M)
Service Disabled Veteran Owned Small Business	4.47%	3.00%	7.02% (\$10.2 M)
HUBZone	6.98%	3.00%	5.57% (\$8.1 M)

Subcontracting Achievement:			12.03%
	2014 Achievement	2015 Goal	2015 Achievement
Small Business	15.40%	7.00%	95.20%
Women Owned Small Business	0.90%	5.00%	29.50%
Small Disadvantaged Business	0.00%	5.00%	28.60%
Service Disabled Veteran Owned Small Business	1.00%	3.00%	0.10%
HUBZone	1.90%	3.00%	0.00%

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.	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. 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:**

- In Fiscal Year 2015, the SBA exceeded the primary utilization target as well as all socio-economic subgoals. SBA's success was achieved through a combination of strategic acquisition planning, high level management focus across the agency on Small Business (SB) utilization, and diligent day-to-day management of procurement execution. SBA operates under a de facto rule to find Small Business prime vendors for each action, turning to large businesses only when market research indicates that small business vendors cannot perform the work.

- SBA's achieved rate of 78% SB Utilization in FY2015 did not allow very many opportunities to meet the subcontracting utilization targets because the majority of contracts above the subcontracting threshold were awarded to a small business prime contractor. The source of SBA's \$704K FY2015 subcontract total came from only two subcontract reports – one commercial and one individual. As a result, the ability for SBA to achieve all four Subcontracting socio-economic category goals is limited.