

# Department of Veterans Affairs

## FY2015 Small Business Procurement Scorecard

# B

97.12%

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

<b>Prime Contracting Achievement:</b>			<b>79.38%</b>
	2014 Achievement	2015 Goal	2015 Achievement
Small Business	34.42%	32.00%	30.80% (\$6.2 B)
Women Owned Small Business	3.42%	5.00%	2.96% (\$594.2 M)
Small Disadvantaged Business	8.35%	5.00%	7.46% (\$1.5 B)
Service Disabled Veteran Owned Small Business	18.71%	3.00%	16.81% (\$3.4 B)
HUBZone	1.50%	3.00%	1.69% (\$338.5 M)

<b>Subcontracting Achievement:</b>			<b>7.88%</b>
	2014 Achievement	2015 Goal	2015 Achievement
Small Business	18.60%	17.50%	17.70%
Women Owned Small Business	2.70%	5.00%	2.80%
Small Disadvantaged Business	2.60%	5.00%	2.90%
Service Disabled Veteran Owned Small Business	0.60%	3.00%	1.50%
HUBZone	0.40%	3.00%	0.50%

<b>Success Factors</b>		<b>9.86%</b>
<b>Plan Progress Success Factor Grading Scale:</b> Factor Subtotal Score / 7	<b>Peer Review Score</b>	
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.	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.	0.90	
<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	6.90

**Comments:****Graded Agency:**

The Department of Veterans Affairs' (VA) commitment to providing timely patient care has increased reliance on national and regional contracts for procuring health care outside the VA system. These acquisitions do not provide significant prime contracting opportunities for small business, due to the need for extensive referral networks outside the capability of small business to provide. In the alternative, VA will continue to seek subcontracting opportunities, but these health care services are commercial in nature and current acquisition regulations provide limited ability to oversee compliance with commercial subcontracting plans. VA anticipates these challenges will become even more significant in Fiscal Year 2016.

VA's hierarchy of contracting preferences, established by law, mandates VA consider Service-Disabled Veteran-Owned Small Businesses (SDVOSBs) and Veteran-Owned Small Businesses (VOSBs) prior to other small business preferences such as those available in the HUBZone or Women-Owned Small Business programs. While consistent with VA's mission to serve Veterans, this mandate necessarily makes achievement of those other goals extremely challenging.

VA also has special authority to award contracts to VOSBs. VA achieved 18.6% compared to the Secretary's 12% goal in FY 2015. Because the Scorecard evaluates agency performance on the Governmentwide small business programs, it does not factor in this VA-specific accomplishment. However, this authority put \$3.7 billion into the hands of Veteran entrepreneurs and owners.