

**Department of Defense**  
**2009 Small Business Procurement Scorecard**

<b>B</b>
<b>93.6</b>

FPDS-NG Data as of July 29, 2010  
ARRA Data as of August 6, 2010

<b>Prime Contracting Achievement:</b>			<b>93.77</b>
	<b>2008 Achievement</b>	<b>2009 Goal</b>	<b>2009 Achievement</b>
<b>Small Business</b>	19.86%	22.24%	21.13% (\$63.894B)
<b>Women Owned Small Business</b>	2.95%	5.00%	3.37%
<b>Small Disadvantaged Business</b>	6.05%	5.00%	7.19%
<b>Service Disabled Veteran Owned Small Business</b>	1.05%	3.00%	1.43%
<b>HUBZone</b>	2.39%	3.00%	3.26%

<b>Sub Contracting Achievement:</b>			<b>85.98</b>
	<b>2008 Achievement</b>	<b>2009 Goal</b>	<b>2009 Achievement</b>
<b>Small Business</b>	31.67%	37.20%	34.22%
<b>Women Owned Small Business</b>	5.25%	5.00%	5.63%
<b>Small Disadvantaged Business</b>	3.72%	5.00%	4.11%
<b>Service Disabled Veteran Owned Small Business</b>	1.00%	3.00%	1.35%
<b>HUBZone</b>	1.91%	3.00%	2.04%

<b>Plan Progress:</b>		<b>100</b>
<ul style="list-style-type: none"> <li>✓ Full response</li> <li>* Unacceptable response</li> <li>↔ Partial response</li> </ul>		
✓ Has implemented a strategy to increase the number of competitively awarded contracts to small businesses.	✓	
✓ Has demonstrated top-level Agency commitment to small business contracting.	✓	
✓ Planned significant events to increase small business participation in the procurement process during the period.	✓	
✓ Demonstrated the small business data is accurately reported in FPDS-NG during the period. Verified & Cleared FPDS-NG Anomalies.	✓	
✓ Demonstrated the policies and procedures are in place to ensure compliance with subcontracting plans and attainment of subcontracting goals during the period.	✓	
✓ Demonstrated no unjustified bundling has taken place during the period.	↔	
✓ Planned training to contracting staff/managers in executing small business/socioeconomic procurements during the period.	✓	
✓ Planned to collaborate with SBA on formulation of small business procurement policy initiatives during the period.	✓	
✓ Agency submits all strategic plans and reports that became due to SBA during the reporting period.	✓	

<b>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%

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**Comments:**

**Graded Agency:**

The Department of Defense (DoD) is unique within the Federal Government by the scope and breadth of what it buys. For example, in Fiscal Year 2008 (the most recent year available of "official goaling data") DoD spent 18.3% of its total prime dollars on items critical to the war effort, such as fixed wing aircraft, rotary wing aircraft, combat assault and tactical vehicles, aircraft carriers, submarines and destroyers. All of these products had one or more contracts over \$1 Billion, count as "small business eligible," and have virtually no small business (SB) opportunities, because the size standards make it impossible for SBs to have the capacity to build these products. Preliminary analysis shows similar procurements in FY 2009; it is virtually impossible for DoD to achieve small business performance on par with agencies whose mission does not require purchase of major weapons systems. If these items were removed from the small business eligible base, DoD would have easily exceeded its small business goal as well as the Federal-wide small business goal of 23%.

In an effort to improve small business performance, despite the massive amount of procurements that are essentially impossible for small businesses to perform, DoD funded a "maximum practicable" study. The study analyzed prior-year Federal procurement data and developed a methodology to identify products and services purchased by DoD, which have above average potential for increased small business participation. The methodology will help to identify maximum practicable small business opportunity and will allow DoD to focus resources on procurements that will provide the maximum benefit and improvement in small business achievements. DoD expects to see the benefits of applying this tool in FY 2011.

**SBA:**

**Goaling Achievement**

The Department of Defense (DoD) met 2 of their 5 prime contracting goals missing Small Business, Women Owned Small Business, and Service-Disabled Veteran Owned Small Business.

Fiscal year 2009 prime contracting achievement saw increases over FY2008 in all categories – Small Business, Women Owned Small Business, Small Disadvantaged Business, Service-Disabled Veteran Owned Small Business, and HUBZone.

**SBA Data Anomaly Reports**

DoD responded on-time to SBA's contracting data anomaly report and fully addressed submitted anomalies.

**Partnership with SBA**

DoD regularly attended the SBA chaired Small Business Procurement Advisory Council meetings hosted at the SBA.

DoD contributes to the Interagency Task Force on Federal Contracting Opportunities for Small Businesses acting as both an executive committee and workgroup co-chair member.

**American Reinvestment and Recovery Act Contracts**

Since enactment of ARRA, the DoD has directed 55.8% of their Recovery Act funds toward small businesses.