

Agency for International Development

FY2012 Small Business Procurement Scorecard

B
92.16%

FPDS-NG Prime Contracting Data as of Mar. 15, 2013

eSRS Subcontracting Data as of Apr. 15, 2013

Prime Contracting Achievement:			76.22%
	2011 Achievement	2012 Goal	2012 Achievement
Small Business	13.74%	11.00%	11.99% (\$189.5 M)
Women Owned Small Business	4.67%	5.00%	4.36% (\$68.9 M)
Small Disadvantaged Business	7.67%	5.00%	7.13% (\$112.6 M)
Service Disabled Veteran Owned Small Business	2.65%	3.00%	1.37% (\$21.6 M)
HUBZone	0.58%	3.00%	0.70% (\$11.0 M)

Subcontracting Achievement:			6.08%
	2011 Achievement	2012 Goal	2012 Achievement
Small Business	22.90%	26.50%	20.10%
Women Owned Small Business	5.50%	5.00%	5.60%
Small Disadvantaged Business	3.20%	5.00%	1.40%
Service Disabled Veteran Owned Small Business	0.00%	3.00%	0.30%
HUBZone	0.30%	3.00%	0.10%

Success Factors		9.86%
Plan Progress Success Factor Grading Scale: Factor Subtotal Score / 7		Peer Review Score
The Agency demonstrated, through action and documented evidence, a commitment to utilize small businesses to obtain goods and services.		1.00
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.		1.00
The Agency demonstrated, through action and documented evidence, a commitment to small business contracting data quality.		0.93
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
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
The Agency demonstrated, through action and documented evidence, a commitment to expanding subcontracting opportunities for small businesses. (Reference: FAR 19.7 - Small Business Subcontracting Program).		0.97
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. (Reference: FAR subpart 7.104 for applicable dollar threshold for each agency).		1.00
Total		6.90
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%		

Comments:

Graded Agency:

In FY 2012, USAID continued to implement its comprehensive procurement reform strategy which has, as one of its key objectives, increasing competition and expanding the use of small businesses (SB) on direct contract awards. Our FY 2012 SB achievements illustrate the continuing success of these reforms. The agency increased its dollar awards in all but one of the five prime SB contract categories and achieved two of its five goals: the overall SB goal and the small disadvantaged business goal. Our efforts in FY 2013 are focused on continuing to increase overall awards to SBs with a special emphasis on improving in the SDVOSB, HUBZone, and WOSB categories.

While we have increased our overall awards to SBs, we continue to make every effort to balance SB goals with the agency's obligations in support of its Global Health (GH) Bureau. GH procurements represent approximately 60% of the agency's total obligated dollars and the vast majority of funds are in support of the President's Emergency Plan for AIDS Relief (PEPFAR). PEPFAR commodity buys are procured from a consortium of 16 large organizations through a competitive contract. When the contract was awarded, market research determined that there were no small pharmaceutical firms that could provide these commodities. This contract is being re-competed in 2013 and USAID is conducting market research to identify opportunities for small business inclusion as prime and subcontractors.