

General Services Administration

FY2013 Small Business Procurement Scorecard

A

119.25%

FPDS-NG Prime Contracting Data as of Feb. 19, 2014
 eSRS Subcontracting Data as of Mar. 14, 2014

Prime Contracting Achievement:			98.76%
	2012 Achievement	2013 Goal	2013 Achievement
Small Business	39.98%	30.00%	36.91% (\$1.3 B)
Women Owned Small Business	9.06%	5.00%	7.75% (\$272.0 M)
Small Disadvantaged Business	19.16%	5.00%	17.46% (\$612.8 M)
Service Disabled Veteran Owned Small Business	3.17%	3.00%	3.36% (\$117.9 M)
HUBZone	3.81%	3.00%	2.53% (\$88.8 M)

Subcontracting Achievement:			10.53%
	2012 Achievement	2013 Goal	2013 Achievement
Small Business	26.00%	25.00%	30.00%
Women Owned Small Business	3.90%	5.00%	7.90%
Small Disadvantaged Business	4.40%	5.00%	9.60%
Service Disabled Veteran Owned Small Business	1.20%	3.00%	0.70%
HUBZone	0.70%	3.00%	0.30%

Success Factors		9.96%
<u>Plan Progress Success Factor Grading Scale:</u> 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 OSD/BU 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.	0.97	
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).	1.00	
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	
<u>Prime and Subcontracting Grading Scale:</u> 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

Comments:

Graded Agency:

GSA awarded \$1.3 billion, or 36.91 percent of eligible contract dollars, to small business in FY2013, exceeding the Agency's 30 percent prime contracting small business goal. GSA's success is attributable to the commitment to small business contracting by the Agency's senior leadership throughout all business lines and support organizations, and acquisition workforce. GSA's Office of Small Business Utilization (OSBU) continued to build agency-wide engagement through training and informational resources. GSA's Office of Government-wide Policy issued memorandums and Acquisition Alerts to encourage small business participation in GSA acquisitions. OSBU expanded outreach to small businesses, improving upon the "Doing Business with GSA" workshop series. To improve subcontracting performance, GSA conducted training for the acquisition workforce and increased prime contractor accountability by requiring Subcontracting Compliance Reviews with SBA. GSA closely monitored subcontracting plans and reports and continued to encourage teams to promote and negotiate aggressive subcontracting plan goals. Finally, GSA's Government-wide contracts and Multiple Award Schedule contracts helped other agencies achieve their small business goals.