

*Fiscal Year 2013*

*Small Business Procurement Scorecard*

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***Grade Calculation Methodology***

***April 2014***

*FY2013 federal prime contracting data retrieved from FPDS-NG on 02/19/2014 for the date range 10/01/2012 through 9/30/2013*  
*FY2013 federal subcontracting data retrieved from eSRS on 03/14/2014 for the date range 10/01/2012 through 09/30/2013*



# Executive Summary



The annual Scorecard is an assessment tool which measures the following:

- (1) How well federal agencies reach their small business and socio-economic prime contracting and subcontracting goals, and
- (2) Agency-specific progress

Each agency's Scorecard grade consists of its achievements in three areas, and each area is graded by the percentage shown below:

|   |                               |
|---|-------------------------------|
| <b>Prime Contracting Achievement</b>    | <b>80% of Scorecard Grade</b> |
| <b>Subcontracting Achievement</b>       | <b>10% of Scorecard Grade</b> |
| <b>Plan Progress Report Performance</b> | <b>10% of Scorecard Grade</b> |

The prime and subcontracting component goals include goals for small businesses, small businesses owned by women, small disadvantaged businesses, service-disabled veteran-owned small businesses, and small businesses located in Historically Underutilized Business Zones (HUBZones). Agencies compile Plan Progress Reports that contain documentation that the Small Business Utilization Plans submitted by the agency were appropriately carried out in pursuit of their goals.

Each federal agency has a different small business contracting goal, negotiated bi-annually in consultation with SBA. SBA ensures that the sum total of all of the goals exceeds the 23 percent target established by law. Each agency's efforts in meeting its small business goals expands opportunities for small businesses to compete for and win federal contracts.

SBA is utilizing a letter grade based methodology that has six potential grade ranges (A+, A, B, C, D, F). These grade ranges provide more distinction among different agencies' performance.

***The Scorecard format measures the total performance of an agency's achievements in a clear and consistent method***

| Achievement Category   | Achievement Category Components | Component Weight               | Weight of Category Achievement toward Overall Grade |   |                                   |                                |  |        |  |       |  |               |  |        |  |      |  |       |                          |                   |        |              |       |        |      |         |              |       |        |      |  |  |  |  |                              |   |  |                   |
|--|---------------------------------|--------------------------------|---|---|-----------------------------------|--------------------------------|--|--------|--|-------|--|---------------|--|--------|--|------|--|-------|--------------------------|-------------------|--------|--------------|-------|--------|------|---------|--------------|-------|--------|------|--|--|--|--|------------------------------|---|--|-------------------|
| <p><b>1 Prime Contracting</b></p> <table border="1" data-bbox="184 493 663 786"> <thead> <tr> <th>Achievement</th> <th>Goal</th> <th>Goal Performance</th> <th>Weight of Prime Grade</th> <th>Weighted Average Goal Performance</th> </tr> </thead> <tbody> <tr> <td>Small Business</td> <td>32.38 / 31.9 =</td> <td>102.0</td> <td>X 60 =</td> <td>61.20</td> </tr> <tr> <td>SDB</td> <td>14.13 / 5.0 =</td> <td>150.0</td> <td>X 10 =</td> <td>15.0</td> </tr> <tr> <td>WOSB</td> <td>7.86 / 5.0 =</td> <td>150.0</td> <td>X 10 =</td> <td>15.0</td> </tr> <tr> <td>SDVOSB</td> <td>1.91 / 3.0 =</td> <td>63.64</td> <td>X 10 =</td> <td>6.36</td> </tr> <tr> <td>HUBZone</td> <td>2.70 / 3.0 =</td> <td>85.96</td> <td>X 10 =</td> <td>8.59</td> </tr> <tr> <td colspan="4"></td> <td><b>106.56</b><br/>Prime Score</td> </tr> </tbody> </table>  | Achievement                     | Goal                           | Goal Performance                                    | Weight of Prime Grade   | Weighted Average Goal Performance | Small Business                 | 32.38 / 31.9 =   | 102.0  | X 60 =   | 61.20 | SDB  | 14.13 / 5.0 = | 150.0  | X 10 = | 15.0   | WOSB | 7.86 / 5.0 =   | 150.0 | X 10 =                   | 15.0              | SDVOSB | 1.91 / 3.0 = | 63.64 | X 10 = | 6.36 | HUBZone | 2.70 / 3.0 = | 85.96 | X 10 = | 8.59 |  |  |  |  | <b>106.56</b><br>Prime Score | <p>Small Business</p> <p>SDB</p> <p>WOSB</p> <p>SDVOSB</p> <p>HUBZone</p> | <p>60%</p> <p>10%</p> <p>10%</p> <p>10%</p> <p>10%</p> | <p><b>80%</b></p> |
| Achievement  | Goal                            | Goal Performance               | Weight of Prime Grade                               | Weighted Average Goal Performance   |                                   |                                |  |        |  |       |  |               |  |        |  |      |  |       |                          |                   |        |              |       |        |      |         |              |       |        |      |  |  |  |  |                              |   |  |                   |
| Small Business   | 32.38 / 31.9 =                  | 102.0                          | X 60 =  | 61.20   |                                   |                                |  |        |  |       |  |               |  |        |  |      |  |       |                          |                   |        |              |       |        |      |         |              |       |        |      |  |  |  |  |                              |   |  |                   |
| SDB  | 14.13 / 5.0 =                   | 150.0                          | X 10 =  | 15.0  |                                   |                                |  |        |  |       |  |               |  |        |  |      |  |       |                          |                   |        |              |       |        |      |         |              |       |        |      |  |  |  |  |                              |   |  |                   |
| WOSB   | 7.86 / 5.0 =                    | 150.0                          | X 10 =  | 15.0  |                                   |                                |  |        |  |       |  |               |  |        |  |      |  |       |                          |                   |        |              |       |        |      |         |              |       |        |      |  |  |  |  |                              |   |  |                   |
| SDVOSB   | 1.91 / 3.0 =                    | 63.64                          | X 10 =  | 6.36  |                                   |                                |  |        |  |       |  |               |  |        |  |      |  |       |                          |                   |        |              |       |        |      |         |              |       |        |      |  |  |  |  |                              |   |  |                   |
| HUBZone  | 2.70 / 3.0 =                    | 85.96                          | X 10 =  | 8.59  |                                   |                                |  |        |  |       |  |               |  |        |  |      |  |       |                          |                   |        |              |       |        |      |         |              |       |        |      |  |  |  |  |                              |   |  |                   |
|  |                                 |                                |   | <b>106.56</b><br>Prime Score  |                                   |                                |  |        |  |       |  |               |  |        |  |      |  |       |                          |                   |        |              |       |        |      |         |              |       |        |      |  |  |  |  |                              |   |  |                   |
| <p><b>2 Subcontracting</b></p> <table border="1" data-bbox="184 932 663 1224"> <thead> <tr> <th>Achievement</th> <th>Goal</th> <th>Goal Performance</th> <th>Weight of Prime Grade</th> <th>Weighted Average Goal Performance</th> </tr> </thead> <tbody> <tr> <td>Small Business</td> <td>49.27 / 40.00 =</td> <td>123.18</td> <td>X 60 =</td> <td>73.91</td> </tr> <tr> <td>SDB</td> <td>18.14 / 5.0 =</td> <td>150.0</td> <td>X 10 =</td> <td>15.0</td> </tr> <tr> <td>WOSB</td> <td>18.89 / 5.0 =</td> <td>150.0</td> <td>X 10 =</td> <td>15.0</td> </tr> <tr> <td>SDVOSB</td> <td>1.31 / 3.0 =</td> <td>50.40</td> <td>X 10 =</td> <td>5.05</td> </tr> <tr> <td>HUBZone</td> <td>2.98 / 3.0 =</td> <td>99.47</td> <td>X 10 =</td> <td>9.95</td> </tr> <tr> <td colspan="4"></td> <td><b>118.91</b><br/>Sub-k Score</td> </tr> </tbody> </table>   | Achievement                     | Goal                           | Goal Performance                                    | Weight of Prime Grade   | Weighted Average Goal Performance | Small Business                 | 49.27 / 40.00 =  | 123.18 | X 60 =   | 73.91 | SDB  | 18.14 / 5.0 = | 150.0  | X 10 = | 15.0   | WOSB | 18.89 / 5.0 =  | 150.0 | X 10 =                   | 15.0              | SDVOSB | 1.31 / 3.0 = | 50.40 | X 10 = | 5.05 | HUBZone | 2.98 / 3.0 = | 99.47 | X 10 = | 9.95 |  |  |  |  | <b>118.91</b><br>Sub-k Score | <p>Small Business</p> <p>SDB</p> <p>WOSB</p> <p>SDVOSB</p> <p>HUBZone</p> | <p>60%</p> <p>10%</p> <p>10%</p> <p>10%</p> <p>10%</p> | <p><b>10%</b></p> |
| Achievement  | Goal                            | Goal Performance               | Weight of Prime Grade                               | Weighted Average Goal Performance   |                                   |                                |  |        |  |       |  |               |  |        |  |      |  |       |                          |                   |        |              |       |        |      |         |              |       |        |      |  |  |  |  |                              |   |  |                   |
| Small Business   | 49.27 / 40.00 =                 | 123.18                         | X 60 =  | 73.91   |                                   |                                |  |        |  |       |  |               |  |        |  |      |  |       |                          |                   |        |              |       |        |      |         |              |       |        |      |  |  |  |  |                              |   |  |                   |
| SDB  | 18.14 / 5.0 =                   | 150.0                          | X 10 =  | 15.0  |                                   |                                |  |        |  |       |  |               |  |        |  |      |  |       |                          |                   |        |              |       |        |      |         |              |       |        |      |  |  |  |  |                              |   |  |                   |
| WOSB   | 18.89 / 5.0 =                   | 150.0                          | X 10 =  | 15.0  |                                   |                                |  |        |  |       |  |               |  |        |  |      |  |       |                          |                   |        |              |       |        |      |         |              |       |        |      |  |  |  |  |                              |   |  |                   |
| SDVOSB   | 1.31 / 3.0 =                    | 50.40                          | X 10 =  | 5.05  |                                   |                                |  |        |  |       |  |               |  |        |  |      |  |       |                          |                   |        |              |       |        |      |         |              |       |        |      |  |  |  |  |                              |   |  |                   |
| HUBZone  | 2.98 / 3.0 =                    | 99.47                          | X 10 =  | 9.95  |                                   |                                |  |        |  |       |  |               |  |        |  |      |  |       |                          |                   |        |              |       |        |      |         |              |       |        |      |  |  |  |  |                              |   |  |                   |
|  |                                 |                                |   | <b>118.91</b><br>Sub-k Score  |                                   |                                |  |        |  |       |  |               |  |        |  |      |  |       |                          |                   |        |              |       |        |      |         |              |       |        |      |  |  |  |  |                              |   |  |                   |
| <p><b>3 Success Factors</b></p> <table border="1" data-bbox="268 1354 575 1560"> <thead> <tr> <th>Plan Progress Elements</th> <th>Performance</th> <th>Plan Progress Scoring</th> </tr> </thead> <tbody> <tr> <td>Has the contractor clearly increased the number of competitively awarded contracts to small businesses.</td> <td></td> <td rowspan="7"><b>Plan Progress Score 100</b></td> </tr> <tr> <td>Has the contractor clearly demonstrated to small business contracting.</td> <td></td> </tr> <tr> <td>Has the contractor clearly demonstrated to small business contracting.</td> <td></td> </tr> <tr> <td>Has the contractor clearly demonstrated to small business contracting.</td> <td></td> </tr> <tr> <td>Has the contractor clearly demonstrated to small business contracting.</td> <td></td> </tr> <tr> <td>Has the contractor clearly demonstrated to small business contracting.</td> <td></td> </tr> <tr> <td>Has the contractor clearly demonstrated to small business contracting.</td> <td></td> </tr> </tbody> </table> | Plan Progress Elements          | Performance                    | Plan Progress Scoring                               | Has the contractor clearly increased the number of competitively awarded contracts to small businesses. |                                   | <b>Plan Progress Score 100</b> | Has the contractor clearly demonstrated to small business contracting. |        | Has the contractor clearly demonstrated to small business contracting. |       | Has the contractor clearly demonstrated to small business contracting. |               | Has the contractor clearly demonstrated to small business contracting. |        | Has the contractor clearly demonstrated to small business contracting. |      | Has the contractor clearly demonstrated to small business contracting. |       | <p>7 Success Factors</p> | <p><b>10%</b></p> |        |              |       |        |      |         |              |       |        |      |  |  |  |  |                              |   |  |                   |
| Plan Progress Elements   | Performance                     | Plan Progress Scoring          |   |   |                                   |                                |  |        |  |       |  |               |  |        |  |      |  |       |                          |                   |        |              |       |        |      |         |              |       |        |      |  |  |  |  |                              |   |  |                   |
| Has the contractor clearly increased the number of competitively awarded contracts to small businesses.  |                                 | <b>Plan Progress Score 100</b> |   |   |                                   |                                |  |        |  |       |  |               |  |        |  |      |  |       |                          |                   |        |              |       |        |      |         |              |       |        |      |  |  |  |  |                              |   |  |                   |
| Has the contractor clearly demonstrated to small business contracting.   |                                 |                                |   |   |                                   |                                |  |        |  |       |  |               |  |        |  |      |  |       |                          |                   |        |              |       |        |      |         |              |       |        |      |  |  |  |  |                              |   |  |                   |
| Has the contractor clearly demonstrated to small business contracting.   |                                 |                                |   |   |                                   |                                |  |        |  |       |  |               |  |        |  |      |  |       |                          |                   |        |              |       |        |      |         |              |       |        |      |  |  |  |  |                              |   |  |                   |
| Has the contractor clearly demonstrated to small business contracting.   |                                 |                                |   |   |                                   |                                |  |        |  |       |  |               |  |        |  |      |  |       |                          |                   |        |              |       |        |      |         |              |       |        |      |  |  |  |  |                              |   |  |                   |
| Has the contractor clearly demonstrated to small business contracting.   |                                 |                                |   |   |                                   |                                |  |        |  |       |  |               |  |        |  |      |  |       |                          |                   |        |              |       |        |      |         |              |       |        |      |  |  |  |  |                              |   |  |                   |
| Has the contractor clearly demonstrated to small business contracting.   |                                 |                                |   |   |                                   |                                |  |        |  |       |  |               |  |        |  |      |  |       |                          |                   |        |              |       |        |      |         |              |       |        |      |  |  |  |  |                              |   |  |                   |
| Has the contractor clearly demonstrated to small business contracting.   |                                 |                                |   |   |                                   |                                |  |        |  |       |  |               |  |        |  |      |  |       |                          |                   |        |              |       |        |      |         |              |       |        |      |  |  |  |  |                              |   |  |                   |

# Agency Achievement Example



| Prime Contracting  |          |                 | Sub Contracting       |          |                 | Success Factors  |
|--|----------|-----------------|-----------------------|----------|-----------------|--|
|  | Goal (%) | Achievement (%) |                       | Goal (%) | Achievement (%) |  |
| <b>Small Business</b>  | 31.90    | 32.38           | <b>Small Business</b> | 40.00    | 49.27           | The Agency demonstrated, through action and documented evidence, a commitment to utilize small businesses to obtain goods and services.  |
| <b>SDB</b>   | 5.0      | 14.18           | <b>SDB</b>            | 5.0      | 10.14           | The Agency's senior leadership (e.g., 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. |
| <b>WOSB</b>  | 5.0      | 7.86            | <b>WOSB</b>           | 5.0      | 10.89           | The Agency demonstrated, through action and documented evidence, a commitment to small business contracting data quality.  |
| <b>SDVOSB</b>  | 3.0      | 1.91            | <b>SDVOSB</b>         | 3.0      | 1.51            | The Agency demonstrated a commitment to small business utilization through regular training of acquisitions staff on the issues/procedures/policies/regulations impacting small businesses.  |
| <b>HUBZone</b>   | 3.0      | 2.70            | <b>HUBZone</b>        | 3.0      | 2.98            | 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.  |
| <p><b>SDB</b> = Small Disadvantaged Business<br/> <b>WOSB</b> = Woman Owned Small Business<br/> <b>SDVOSB</b> = Service Disabled Veteran Owned Small Business<br/> <b>HUBZone</b> = Small Business located in a Historically Underutilized Business Zone</p> |          |                 |                       |          |                 | The Agency demonstrated, through action and documented evidence, a commitment to expanding subcontracting opportunities for small businesses.  |
|  |          |                 |                       |          |                 | The Agency demonstrated, through action and documented evidence, efforts to unbundle contracts. If the Agency bundled contracts, has it documented and published their rationale.  |

# Calculating Prime Contracting Score



| <b>1</b>       | Category Component Achievement |   | Goal   |   | Achievement Score |   | Component Weight |   | Weighted Performance |
|----------------|--------------------------------|---|--------|---|-------------------|---|------------------|---|----------------------|
| Small Business | 32.38%                         | / | 31.90% | = | 101.50%           | X | 60.0%            | = | 60.90%               |
| SDB            | 14.18%                         | / | 5.0%   | = | 150.00%*          | X | 10.0%            | = | 15.00%               |
| WOSB           | 7.86%                          | / | 5.0%   | = | 150.00%*          | X | 10.0%            | = | 15.00%               |
| SDVOSB         | 1.91%                          | / | 3.0%   | = | 63.67%            | X | 10.0%            | = | 6.37%                |
| HUBZone        | 2.70%                          | / | 3.0%   | = | 90.00%            | X | 10.0%            | = | 9.00%                |
|                |                                |   |        |   |                   |   |                  |   | <b>106.27</b>        |
|                |                                |   |        |   |                   |   |                  |   | <b>Prime Score</b>   |

\*achievement score capped at 150.00%

+

# Calculating Subcontracting Score



| <b>2</b>       | Category Component Achievement |   | Goal   |   | Achievement Score |   | Component Weight |   | Weighted Performance |
|----------------|--------------------------------|---|--------|---|-------------------|---|------------------|---|----------------------|
| Small Business | 49.27%                         | / | 40.00% | = | 123.18%           | X | 60.0%            | = | 73.91%               |
| SDB            | 10.14%                         | / | 5.0%   | = | 150.0%*           | X | 10.0%            | = | 15.00%               |
| WOSB           | 10.89%                         | / | 5.0%   | = | 150.0%*           | X | 10.0%            | = | 15.00%               |
| SDVOSB         | 1.51%                          | / | 3.0%   | = | 50.33%            | X | 10.0%            | = | 5.03%                |
| HUBZone        | 2.98%                          | / | 3.0%   | = | 99.33%            | X | 10.0%            | = | 9.93%                |
|                |                                |   |        |   |                   |   |                  |   | <b>118.87</b>        |
|                |                                |   |        |   |                   |   |                  |   | <b>Sub-k Score</b>   |

\*achievement score capped at 150.00%

+

# Calculating Success Factors Score



|  <b>Success Factors</b>   | <b>Performance</b> |
|--|--------------------|
| <b>COMMITMENT TO SMALL BUSINESS UTILIZATION</b><br>Has the Agency demonstrated, through action and documented evidence, a commitment to utilize small businesses to obtain goods and services?   | 1                  |
| <b>EFFECTIVE ENGAGEMENT OF SENIOR LEVEL MANAGEMENT IN ACHIEVING SMALL BUSINESS GOALS</b><br>Has 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                  |
| <b>DATA QUALITY OF SMALL BUSINESS CONTRACTING</b><br>Has the Agency demonstrated, through action and documented evidence, a commitment to small business contracting data quality?   | 1                  |
| <b>TRAINING OF ACQUISITIONS STAFF</b><br>Has the Agency demonstrated a commitment to small business utilization through regular training of acquisitions staff on the issues/procedures/policies/regulations impacting small business?   | 1                  |
| <b>OUTREACH TO SMALL BUSINESS</b><br>Has 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                  |
| <b>SUBCONTRACTING</b><br>Has 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                  |
| <b>UNBUNDLING</b><br>Has 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 your agency)   | 1                  |



**Total Score =**  
**Success Factor Average score/7**

| <b>Grading Scale</b> | <b>Success Factor Overall Score X</b> |
|----------------------|---------------------------------------|
|                      | <b>10%</b>                            |
| Excellent            | 1.0                                   |
| Above Average        | 0.9                                   |
| Satisfactory         | 0.8                                   |
| Below Average        | 0.7                                   |
| Unsatisfactory       | 0.6                                   |

**Success Factors Score**  
**100.00**

*Agency success factor performance is scored by a peer review panel of OSDDBU/OSBP directors*

# Calculating Agency Overall Small Business Procurement Grade



| Achievement Category   | Category Score |   | Weight of Category toward Overall Grade |   |                     |
|--|----------------|---|---|---|---------------------|
| <b>① Prime</b><br>  | 106.27%        | X | <b>80%</b>                              | = | 85.02%              |
| <b>② Subcontracting</b><br>   | 118.87%        | X | <b>10%</b>                              | = | 11.89%              |
| <b>③ Plan Progress</b><br>  | 100.0%         | X | <b>10%</b>                              | = | 10.0%               |
| <b>Overall Small Business Performance Grade</b>  |                |   |   |   | <b>A</b><br>106.90% |
| <b>A+</b> ≤ 150% but ≥ 120%<br><b>A</b> < 120% but ≥ 100%<br><b>B</b> < 100% but ≥ 90%<br><b>C</b> < 90% but ≥ 80%<br><b>D</b> < 80% but ≥ 70%<br><b>F</b> < 70% |                |   |   |   |                     |



# Calculating Success Factors Score



|  <b>Success Factors</b>   | <b>Performance</b> |
|--|--------------------|
| <b>COMMITMENT TO SMALL BUSINESS UTILIZATION</b><br>Has the Agency demonstrated, through action and documented evidence, a commitment to utilize small businesses to obtain goods and services?   | 1                  |
| <b>EFFECTIVE ENGAGEMENT OF SENIOR LEVEL MANAGEMENT IN ACHIEVING SMALL BUSINESS GOALS</b><br>Has 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                  |
| <b>DATA QUALITY OF SMALL BUSINESS CONTRACTING</b><br>Has the Agency demonstrated, through action and documented evidence, a commitment to small business contracting data quality?   | 1                  |
| <b>TRAINING OF ACQUISITIONS STAFF</b><br>Has the Agency demonstrated a commitment to small business utilization through regular training of acquisitions staff on the issues/procedures/policies/regulations impacting small business?   | 1                  |
| <b>OUTREACH TO SMALL BUSINESS</b><br>Has 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                  |
| <b>SUBCONTRACTING</b><br>Has 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                  |
| <b>UNBUNDLING</b><br>Has 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 your agency)   | 1                  |



**Total Score =**  
**Success Factor Average score/7**

| <b>Grading Scale</b>  | <b>Success Factor Overall Score X</b> |
|-----------------------|---------------------------------------|
|                       | <b>10%</b>                            |
| <b>Excellent</b>      | <b>1.0</b>                            |
| <b>Above Average</b>  | <b>0.9</b>                            |
| <b>Satisfactory</b>   | <b>0.8</b>                            |
| <b>Below Average</b>  | <b>0.7</b>                            |
| <b>Unsatisfactory</b> | <b>0.6</b>                            |

**Success Factors Score**  
**100.00**

*Agency success factor performance is scored by a peer review panel of OSDDBU/OSBP directors*

# Questions



## **SBA.gov Small Business Procurement Scorecards**

*<http://www.sba.gov/content/small-business-procurement-goaling-scorecards>*

## **Small Business Industry Groups and Members of the Press**

Please contact the SBA's Office of Communications & Public Liaison  
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(Fax) 202-481-2386  
[Terrence.Sutherland@sba.gov](mailto:Terrence.Sutherland@sba.gov)  
Press Office: <http://www.sba.gov/newsroom>

## **Federal, State, and Local Government Staff**

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