

# General Services Administration

## 2009 Small Business Procurement Scorecard

<b>C</b> <b>87.0</b>
-------------------------

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

Prime Contracting Achievement:			89.11
	2008 Achievement	2009 Goal	2009 Achievement
Small Business	38.75%	35.74%	27.04% (\$2.001B)
Women Owned Small Business	7.59%	5.00%	5.79%
Small Disadvantaged Business	14.48%	5.00%	10.71%
Service Disabled Veteran Owned Small Business	3.93%	3.00%	1.90%
HUBZone	6.45%	3.00%	3.24%

Sub Contracting Achievement:			56.93
	2008 Achievement	2009 Goal	2009 Achievement
Small Business	15.59%	28.30%	18.53%
Women Owned Small Business	2.93%	5.00%	2.95%
Small Disadvantaged Business	2.81%	5.00%	4.06%
Service Disabled Veteran Owned Small Business	0.34%	3.00%	0.68%
HUBZone	0.35%	3.00%	0.41%

Plan Progress:		100
✓ Full response * Unacceptable response ⇔ Partial response		
✓ 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.		✓

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:**

The nearly \$2 billion in prime contracts GSA awarded to small business in FY 2009 represents 27 percent of eligible contract dollars. While this achievement did not fully meet GSA's 35.7 percent goal, it is a \$100M increase from GSA's FY 2008 awards to small business and GSA's highest achievement for small business to date. GSA's 27 percent achievement also exceeds the government-wide goal of 23 percent. Like most agencies, GSA received FY 2009 funding through the American Reinvestment and Recovery Act (ARRA). GSA's ARRA project portfolio comprising large, capital construction projects presented a unique challenge to GSA's ability to achieve its small business goals. Despite this challenge, GSA is committed to small business participation in its ARRA projects. GSA has taken extra measures to reach out to and involve small businesses in its ARRA work. We have hosted ARRA-specific outreach events for project managers, acquisition teams, and large and small businesses. We have also participated in events hosted by Congressional and Senatorial offices, SBA, and other agencies highlighting ARRA opportunities. Since enactment of ARRA, GSA has directly awarded 14.2% (\$682M) of Recovery Act funds toward small businesses.

Excluding GSA's ARRA portfolio, GSA awarded more than 33 percent to small business, or \$1.9B of \$5.7B in eligible contract awards. Moving forward, GSA continues to identify ways to increase small business contracting opportunities, including a new mentor-protégé program, industry and subgroup-specific analysis and outreach, and GSA acquisition workforce training and support in small business program areas.

GSA is implementing an aggressive agency-wide effort to improve subcontracting oversight and administration, including contract officer and contractor training, system enhancements, and increased monitoring and enforcement measures. In addition, GSA is working to clarify and improve its data in the Electronic Subcontract Reporting System (eSRS) moving forward, and the numbers are currently under review. Issues with GSA's subcontracting data include: inconsistent reporting by contractors, subcontracting reporting for customer agency task orders on GSA's multiple award contracts (that likely should be attributed to other agencies rather than to GSA), and lack of reporting below the first tier of subcontracting. GSA is working across small business, procurement, policy, and systems teams to address these issues.

### **SBA:**

#### **Goaling Achievement**

The General Services Administration (GSA) met 3 of their 5 prime contracting goals missing Small Business and Service-Disabled Veteran Owned Small Business.

GSA FY2009 achievement declined from FY2008 in all categories.

#### **SBA Data Anomaly Reports**

GSA responded late to SBA's contracting data anomaly report but fully addressed submitted anomalies.

#### **Partnership with SBA**

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

The GSA 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, GSA has directed 14.2% of their Recovery Act funds toward small businesses.