

General Services Administration

FY2011 Small Business Procurement Scorecard

A+

134.29%

FPDS-NG Prime Contracting Data as of Apr. 27, 2012

eSRS Subcontracting Data as of Apr. 27, 2012

Prime Contracting Achievement:			111.75%
	2010 Achievement	2011 Goal	2011 Achievement
Small Business	28.67%	27.00%	38.83% (\$1.4 B)
Women Owned Small Business	5.93%	5.00%	9.15% (\$322.0 M)
Small Disadvantaged Business	13.42%	5.00%	19.02% (\$669.3 M)
Service Disabled Veteran Owned Small Business	2.22%	3.00%	2.63% (\$92.6 M)
HUBZone	3.22%	3.00%	4.39% (\$154.6 M)

Subcontracting Achievement:			12.54%
	2010 Achievement	2011 Goal	2011 Achievement
Small Business	31.30%	15.60%	32.10%
Women Owned Small Business	4.90%	5.00%	6.10%
Small Disadvantaged Business	5.20%	5.00%	5.60%
Service Disabled Veteran Owned Small Business	1.20%	3.00%	2.30%
HUBZone	0.90%	3.00%	1.30%

Success Factors		10.00%
<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 (e.g., senior procurement executive, senior program managers, and OSDBU 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.	1.00	
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.	1.00	
The Agency demonstrated, through action and documented evidence, efforts to unbundle contracts. If the Agency bundled contracts, has it documented and published their rationale.	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	7.00

Comments:

The \$1.4 billion in prime contracts General Services Administration (GSA) awarded to small business in FY 2011 represents 38.8% of eligible contract dollars, exceeding our 27% goal. GSA exceeded all subcategory goals, except for the Service-Disabled Veteran-Owned Small Business (SDVOSB) goal. We awarded 2.6% of contract dollars to SDVOSBs, an improvement on our FY 2010 achievement of 2.26%. To increase SDVOSB contracting, we conducted SDVOSB training for the acquisition workforce, issued an Acquisition Alert and market research guidance to help identify capable SDVOSBs, chartered a GSA Veterans Advisory Council to champion SDVOSB contracting, worked closely with acquisition teams to set aside procurements for veteran firms, and collaborated with other agencies to identify best practices. While we are making progress with SDVOSBs, we continue to focus on this area in FY 2012. To increase subcontracting opportunities, we involved the acquisition workforce and prime contractors. We conducted training, encouraged and negotiated aggressive subcontracting plan goals, increased post-award monitoring of subcontracting achievements, and increased accountability by conducting Subcontracting Compliance Review site visits with SBA and agency Procurement Management Reviews.