

**Department of Defense**  
**2010 Small Business Procurement Scorecard**

<b>B</b>
<b>95.8</b>

FPDS-NG Data as of April 29, 2011  
eSRS Data as of May 31, 2011

<b>Prime Contracting Achievement:</b>			<b>93.83</b>
	<b>2009 Achievement</b>	<b>2010 Goal</b>	<b>2010 Achievement</b>
<b>Small Business</b>	21.13%	22.28%	20.94% (\$61.120B)
<b>Women Owned Small Business</b>	3.37%	5.00%	3.59% (\$10.472B)
<b>Small Disadvantaged Business</b>	7.19%	5.00%	7.12% (\$20.773B)
<b>Service Disabled Veteran Owned Small Business</b>	1.43%	3.00%	1.82% (\$5.303B)
<b>HUBZone</b>	3.26%	3.00%	3.00% (\$8.753B)

<b>Sub Contracting Achievement:</b>			<b>107.53</b>
	<b>2009 Achievement</b>	<b>2010 Goal</b>	<b>2010 Achievement</b>
<b>Small Business</b>	34.22%	31.70%	37.30%
<b>Women Owned Small Business</b>	5.63%	5.00%	6.30%
<b>Small Disadvantaged Business</b>	4.11%	5.00%	5.00%
<b>Service Disabled Veteran Owned Small Business</b>	1.35%	3.00%	1.90%
<b>HUBZone</b>	2.04%	3.00%	2.40%

<b>Plan Progress:</b>		<b>100</b>
<ul style="list-style-type: none"> <li>✓ Full response</li> <li>* Unacceptable response</li> <li>↔ Partial response</li> </ul>		
✓ 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.		✓

<b>Grading Scale</b>	
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:

Department of Defense (DoD) prime contracting decisions are bounded by the DoD mission, which is to provide military force to deter war and to protect the security of our country. Hence, many DoD dollars are necessarily spent on major weapons systems, which includes contracts to build ships, airplanes and tanks.

In FY 2010, DoD spent over \$50 billion on major contracts for defense systems. Although these contracts are counted as "small business eligible," there are virtually no small business opportunities available in these procurements; no small business, or group of small businesses, could be big enough to perform any of those contracts while staying within the existing size standards.

If all large contracts associated with major defense programs were removed from the small business eligible base, then in FY 2010, DoD far exceeded both the DoD goal and the Federal-wide goal. Without the \$50 billion, DoD's small business achievement would be 25.28%.

Although DoD was unable to award to small businesses prime contracts for major acquisition systems, the quality of work that went to small businesses was exceptionally high. For example, DoD expended well over \$5 billion for research and development performed by small businesses.

DoD small business received unprecedented support from leadership. The Under Secretary of Defense for Acquisition, Technology and Logistics included small business in his "efficiency and productivity in defense spending" initiatives. Small business is addressed in two of the five focus areas, and is a component of "Promote Real Competition" and "Improve Tradecraft in Services Acquisition." Also, the DoD acquisition workforce has been directed to "increase dynamic small business role in defense marketplace competition," and to "Increase small business participation in providing services."

Another important achievement in FY 2010 was the development of DoD OSBP "maximum practicable opportunity" analysis model. This analysis helps identify maximum practicable small business opportunity and will allow DoD to focus resources on procurements that will provide the maximum benefit and improvement in small business achievements.

### SBA:

The Department of Defense (DOD) met 2 of its 5 prime contracting goals: Small Disadvantaged Business and HUBZone. However, it did not meet its prime contracting goals for Small Business, Women Owned Small Business and Service-Disabled Veteran Owned Small Business.

Fiscal year 2010 prime contracting achievement saw increases over FY2009 in Women Owned Small Business and Service-Disabled Veteran Owned Small Business. DOD FY2010 achievement declined for Small Business, Small Disadvantaged Business and HUBZone.

DOD regularly attends Small Business Procurement Advisory Council meetings.