

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

<p><b>C</b></p> <p><b>85.5</b></p>
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FPDS-NG Data as of April 29, 2011  
eSRS Data as of May 31, 2011

<b>Prime Contracting Achievement:</b>			<b>80.41</b>
	<b>2009 Achievement</b>	<b>2010 Goal</b>	<b>2010 Achievement</b>
<b>Small Business</b>	16.40%	17.80%	15.95% (\$0.290B)
<b>Women Owned Small Business</b>	5.83%	5.00%	5.47% (\$0.099B)
<b>Small Disadvantaged Business</b>	4.60%	5.00%	5.57% (\$0.101B)
<b>Service Disabled Veteran Owned Small Business</b>	0.48%	3.00%	0.65% (\$0.012B)
<b>HUBZone</b>	0.80%	3.00%	0.72% (\$0.013B)

<b>Sub Contracting Achievement:</b>			<b>112.01</b>
	<b>2009 Achievement</b>	<b>2010 Goal</b>	<b>2010 Achievement</b>
<b>Small Business</b>	39.96%	37.30%	45.80%
<b>Women Owned Small Business</b>	12.97%	5.00%	14.30%
<b>Small Disadvantaged Business</b>	8.60%	5.00%	10.20%
<b>Service Disabled Veteran Owned Small Business</b>	1.08%	3.00%	1.00%
<b>HUBZone</b>	0.84%	3.00%	1.50%

<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:**

The Department of Education improved in six of ten assessed small business prime and subcontracting categories from FY09 to FY10. The overall small business spend increased in both the prime and subcontracting areas by more than \$45M and \$50M respectively. These increases resulted from our consistent outreach efforts to targeted small business communities that were most likely to meet our contracting requirements. Though we fell just shy of our targets in FY10, we have continued to build upon these efforts and the relationships we have developed in these targeted communities.

The Department has defined a comprehensive strategy and continues to engage and execute a variety of initiatives designed to yield overarching near and long-term program improvements. Our strategies, which focus on outreach, training, advocacy, and strategic partnering, have proven successful in recent years. With the support and collaboration of senior ED leadership, we remain steadfast in our efforts to build on our successes even in the face of some significant programmatic challenges.

**SBA:**

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

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

Education regularly attends Small Business Procurement Advisory Council meetings.