

Office of Personnel Management

2010 Small Business Procurement Scorecard

D

77.3

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

Prime Contracting Achievement:			68.72
	2009 Achievement	2010 Goal	2010 Achievement
Small Business	13.98%	24.33%	18.70% (\$0.230B)
Women Owned Small Business	5.60%	5.00%	8.86% (\$0.109B)
Small Disadvantaged Business	4.19%	5.00%	3.60% (\$0.044B)
Service Disabled Veteran Owned Small Business	0.15%	3.00%	0.05% (\$0.001B)
HUBZone	0.47%	3.00%	0.07% (\$0.001B)

Sub Contracting Achievement:			123.60
	2008 Achievement	2009 Goal	2009 Achievement
Small Business	62.36%	47.50%	67.40%
Women Owned Small Business	22.84%	5.00%	16.20%
Small Disadvantaged Business	3.13%	5.00%	1.90%
Service Disabled Veteran Owned Small Business	0.52%	3.00%	8.00%
HUBZone	1.42%	3.00%	1.40%

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:**

OPM remains committed to our small business program which is clearly reflected in the improvement of our overall score from an "F" in FY 2009 to a "D" in FY 2010. Despite the progress, we are working to continue to improve our program. These efforts are reflected in our perfect score in the category of "Plan Progress." Additionally, our subcontracting program remains vibrant as evident by our "A" in Sub contracting Achievement. Our prime contractors awarded more than 67% of their subcontract dollars to small businesses - more than double the government-wide average. All of these grades are good news, but do not tell the complete story. OPM's primary obstacle to 100% success is due to a fundamental imbalance in the nature of the services we contract for and the total dollars obligated. One of our programs alone accounted for about 28% of the total contract dollars awarded in FY 2010. Because of the government wide scope of the program we have not found small businesses capable of providing these services. That resulted in only about 2% of its contract dollars awarded to small businesses, while all the rest of OPM easily exceeded our overall goal of 24.33%. OPM awarded about 37% of its actions to small businesses, but the dollar imbalance obscures the true extent of OPM awards to small businesses. Although our Federal Procurement Data System data for FY 2010 is incomplete, our analysis indicates that the overall grade is correct.

SBA:

The Office of Personnel Management (OPM) met 1 of its 5 prime contracting goals: Women Owned Small Business. However, it did not meet its prime contracting goals for Small Business, Small Disadvantaged Business, Service-Disabled Veteran Owned Small Business and HUBZone.

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

OPM occasionally attends Small Business Procurement Advisory Council meetings.