

# Department of Labor

## FY2011 Small Business Procurement Scorecard

# A

110.13%

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

eSRS Subcontracting Data as of Apr. 27, 2012

Prime Contracting Achievement:			89.19%
	2010 Achievement	2011 Goal	2011 Achievement
Small Business	34.97%	33.42%	34.68% (\$674.0 M)
Women Owned Small Business	7.17%	5.00%	6.95% (\$135.0 M)
Small Disadvantaged Business	16.34%	5.00%	19.15% (\$372.2 M)
Service Disabled Veteran Owned Small Business	3.08%	3.00%	2.98% (\$58.0 M)
HUBZone	3.15%	3.00%	3.12% (\$60.7 M)

Subcontracting Achievement:			10.94%
	2010 Achievement	2011 Goal	2011 Achievement
Small Business	57.50%	55.40%	57.60%
Women Owned Small Business	18.30%	5.00%	15.40%
Small Disadvantaged Business	18.90%	5.00%	16.40%
Service Disabled Veteran Owned Small Business	1.70%	3.00%	1.70%
HUBZone	5.20%	3.00%	3.40%

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:**

Department of Labor is pleased to accept the "A" rating on its FY 2011 SBA Procurement Scorecard and is committed to increasing Federal Government contracting opportunities for small businesses in FY 2012. The Department will assure accountability by continuing to provide a transparent accounting of its progress in meeting small business goals. The Department was successful in meeting the small business, small disadvantaged business, women owned small business and HUBZone goals, and it met 99% of its service-disabled veteran-owned small business goal with a 2.98% performance. In FY 2012 DOL is working to ensure that at a minimum, 3% of procurements are awarded to the service-disabled veteran-owned small business (SDVOSB) community. Senior leadership has reminded component agencies of the importance of achieving their small business goals with an emphasis on HUBZone and SDVOSB participation. The Department will continue to use many of its best practices to ensure small businesses the maximum practicable contract opportunities. These best practices include: Office of Small and Disadvantaged Business Utilization's (OSDBU's) participation at small business vendor outreach events; senior leadership communication of agency small business procurement performance; use of small business performance standards in acquisition personnel evaluations; and the continuation of OSDBU's quarterly Small Business Vendor Outreach Sessions at the National Office in Washington, DC, a "Foot in the Door" strategy to provide small businesses direct access to Department procurement officials.