

Department of State
FY2011 Small Business Procurement Scorecard

| |
|----------------|
| A |
| 101.73% |

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

eSRS Subcontracting Data as of Apr. 27, 2012

| Prime Contracting Achievement: | | | 81.63% |
|---|-----------------------------|----------------------|-----------------------------|
| | 2010 Achievement | 2011 Goal | 2011 Achievement |
| Small Business | 34.62% | 34.00% | 34.26% (\$1.3 B) |
| Women Owned Small Business | 4.70% | 5.00% | 4.99% (\$195.6 M) |
| Small Disadvantaged Business | 17.39% | 5.00% | 16.74% (\$656.1 M) |
| Service Disabled Veteran Owned Small Business | 2.59% | 3.00% | 2.71% (\$106.0 M) |
| HUBZone | 2.82% | 3.00% | 2.27% (\$89.0 M) |

| Subcontracting Achievement: | | | 10.10% |
|---|-----------------------------|----------------------|-----------------------------|
| | 2010 Achievement | 2011 Goal | 2011 Achievement |
| Small Business | 57.10% | 54.30% | 58.50% |
| Women Owned Small Business | 12.10% | 5.00% | 7.60% |
| Small Disadvantaged Business | 3.70% | 5.00% | 3.50% |
| Service Disabled Veteran Owned Small Business | 1.80% | 3.00% | 2.60% |
| HUBZone | 1.70% | 3.00% | 1.70% |

| Success Factors | | 10.00% |
|---|-------|------------------------------|
| Plan Progress Success Factor Grading Scale: 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 |
| Prime and Subcontracting Grading Scale: 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 Department of State has maintained its focus on small business goal achievement despite its ever-evolving global responsibilities. Late in the year, the Office of Small and Disadvantaged Business Utilization began reporting to the Deputy Secretary for Management and Resources rather than the Assistant Secretary for Administration, in order to elevate the profile of and improve senior leadership visibility on the small business mission. All domestically awarded actions are being screened for their set-aside potential. Underperforming goal categories are receiving additional scrutiny to enable greater success in future years. Our large prime contractors performed well against their subcontracting goals by exceeding or improving in three of the five categories. We continue to actively participate in the SBA Advisory Council and have significantly reduced data reporting anomaly errors.