

# Department of Veterans Affairs

## FY2011 Small Business Procurement Scorecard

# B

99.37%

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

eSRS Subcontracting Data as of Apr. 27, 2012

Prime Contracting Achievement:			84.38%
	2010 Achievement	2011 Goal	2011 Achievement
Small Business	37.35%	33.50%	33.66% (\$5.9 B)
Women Owned Small Business	3.54%	5.00%	3.86% (\$677.8 M)
Small Disadvantaged Business	8.78%	5.00%	8.41% (\$1.5 B)
Service Disabled Veteran Owned Small Business	20.05%	3.00%	18.22% (\$3.2 B)
HUBZone	2.16%	3.00%	2.24% (\$393.4 M)

Subcontracting Achievement:			5.48%
	2010 Achievement	2011 Goal	2011 Achievement
Small Business	11.60%	17.40%	14.00%
Women Owned Small Business	1.70%	5.00%	1.80%
Small Disadvantaged Business	1.10%	5.00%	0.60%
Service Disabled Veteran Owned Small Business	0.20%	3.00%	0.20%
HUBZone	0.20%	3.00%	0.30%

Success Factors		9.51%
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.	0.83	
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.	0.83	
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	
<b>Prime and Subcontracting Grading Scale:</b> A+ <math>\leq 150\%</math> but <math>\geq 120\%</math> A <math>< 120\%</math> but <math>\geq 100\%</math> B <math>< 100\%</math> but <math>\geq 90\%</math> C <math>< 90\%</math> but <math>\geq 80\%</math> D <math>< 80\%</math> but <math>\geq 70\%</math> F <math>< 70\%</math>	Total	6.66

**Comments:**

The scorecard does not accurately reflect either VA's statutory responsibilities or its achievements in small business contracting. Public Law 109-461 places Service-Disabled Veteran-Owned Small Businesses (SDVOSBs) and Veteran-Owned Small Businesses (VOSBs) first and second, respectively, in the hierarchy of VA's small business preferences. By law, HUBZone and women-owned small business preferences are not available to VA unless SDVOSBs and VOSBs are unavailable.

The SBA's cap on credit for SDVOSB awards conflicts with VA's statutory open-ended commitment to SDVOSB contracting. VA continues to make SDVOSBs its first priority even after it has met its goal. Moreover, SBA cites that it does not have a statutory vehicle for setting a goal for VOSB procurement since Congress has not set a government-wide goal to measure this achievement. As a result, the scorecard awards no credit to VA for its VOSB procurement even though VOSBs are VA's second statutory priority. However, in accordance with the agency's statutory responsibility to place SDVOSBs and VOSBs first and second, the VA Secretary has set goals of 10 percent for SDVOSBs (higher than the 3 percent statutory goal that is established government wide and tracked by SBA in the scorecard) and 12 percent for VOSBs. The VA exceeded both of these goals set by the Secretary.