

# Office of Personnel Management

## 2009 Small Business Procurement Scorecard

**F**

**60.6**

FPDS-NG Data as of July 29, 2010

ARRA Data as of August 6, 2010

Prime Contracting Achievement:			50.61
	2008 Achievement	2009 Goal	2009 Achievement
Small Business	13.81%	28.94%	13.98% (\$0.224B)
Women Owned Small Business	2.99%	5.00%	5.60%
Small Disadvantaged Business	3.31%	5.00%	4.19%
Service Disabled Veteran Owned Small Business	1.05%	3.00%	0.15%
HUBZone	1.90%	3.00%	0.47%

Sub Contracting Achievement:			100.66
	2008 Achievement	2009 Goal	2009 Achievement
Small Business	47.53%	51.30%	62.36%
Women Owned Small Business	15.11%	5.00%	22.84%
Small Disadvantaged Business	1.57%	5.00%	3.13%
Service Disabled Veteran Owned Small Business	0.85%	3.00%	0.52%
HUBZone	1.76%	3.00%	1.42%

Plan Progress:		100
<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.		✓

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:**

All of us at OPM remain committed to our small business program, continuously searching for ways to improve our program results. We are concerned that the scorecard methodology used by SBA does not give the public an accurate accounting of our program's success. In FY 2009 OPM received a perfect score on our Plan Progress, a clear indication that OPM is taking every step possible to improve. OPM also received a score that rates an A in Sub Contracting Achievement. OPM negotiated subcontracting plans whereby our prime contractors provided more than \$38 million to small businesses. That amounts to more than 62% of the total subcontracting dollars awarded, which is double the governmentwide average. In fact, OPM awarded 31% of all contract actions to small businesses. OPM's primary obstacle to complete success remains a fundamental imbalance in the nature of the services our agency needs to obtain via contracts and the total dollars involved. Two of our programs accounted for about 40% of the total contact dollars awarded in FY2009, and because of their governmentwide scope, it is difficult to find small businesses to provide these services. When those two programs (security investigations and comprehensive HR consulting services offered governmentwide) are removed and other entries erroneously entered by other agencies into FPDS-NG attributed to OPM are corrected, OPM awarded approximately 27% of the remaining contract dollars to small businesses in FY2009, just short of our 2009 goal and 4% higher than the 23% governmentwide goal for small business contracting.

### **SBA:**

#### **Goaling Achievement**

The Office of Personnel Management (OPM) met 1 of their 5 prime contracting goals missing Small Business, Small Disadvantaged Business, Service-Disabled Veteran Owned Small Business, and HUBZone

Fiscal year 2009 prime contracting achievement saw increases over FY2008 in Small Business, Women Owned Small Business, and Small Disadvantaged Business. OPM FY2009 achievement declined from FY2008 in Service-Disabled Veteran Owned Small Business and HUBZone.

#### **SBA Data Anomaly Reports**

OPM responded on-time to SBA's contracting data anomaly report and fully addressed submitted anomalies.

#### **Partnership with SBA**

OPM occasionally attended the SBA chaired Small Business Procurement Advisory Council meetings hosted at the SBA.

#### **American Reinvestment and Recovery Act Contracts**

Not Applicable