

# General Services Administration

## FY 2017 Small Business Procurement Scorecard

**A**  
107.43%

FPDS-NG Prime Contracting Data as of Feb. 20, 2018  
eSRS Subcontracting Data as of May 1, 2018

| Prime Contracting Achievement:                |                     |              | 72.18%                |
|---|---------------------|--------------|-----------------------|
|   | 2016<br>Achievement | 2017<br>Goal | 2017<br>Achievement   |
| Small Business                                | 39.23%              | 36.50%       | 42.68%<br>(\$1.9 B)   |
| Women Owned Small Business                    | 9.31%               | 5.00%        | 8.85%<br>(\$388.0 M)  |
| Small Disadvantaged Business                  | 21.64%              | 5.00%        | 22.60%<br>(\$990.4 M) |
| Service Disabled Veteran Owned Small Business | 5.32%               | 3.00%        | 6.45%<br>(\$282.8 M)  |
| HUBZone                                       | 3.89%               | 3.00%        | 4.95%<br>(\$216.8 M)  |

| Subcontracting Achievement:                   |                     |              | 15.38%              |
|---|---------------------|--------------|---------------------|
|   | 2016<br>Achievement | 2017<br>Goal | 2017<br>Achievement |
| Small Business                                | 31.30%              | 29.00%       | 23.90%              |
| Women Owned Small Business                    | 5.90%               | 5.00%        | 6.10%               |
| Small Disadvantaged Business                  | 7.60%               | 5.00%        | 5.30%               |
| Service Disabled Veteran Owned Small Business | 0.70%               | 3.00%        | 0.90%               |
| HUBZone                                       | 0.40%               | 3.00%        | 0.50%               |

| OSDBU Compliance Requirements  |  | 19.87%               |
|--|--|----------------------|
| Grading Scale:   |  | Peer Review<br>Score |
| Subtotal Score /18   |  |                      |
| Requirements Scores:   |  |                      |
| <b>0.6 = Unsatisfactory; 0.7 = Below Average; 0.8 = Satisfactory; 0.9 = Above Average; 1.0 = Excellent</b> |  |                      |
| 15(k)0 Office and Director Experience  |  | 0.96                 |
| 15(k)1 Director Title  |  | 0.98                 |
| 15(k)2 Compensation and Seniority  |  | 1.00                 |
| 15(k)3 Reporting (Head of Agency or Deputy Head)   |  | 1.00                 |
| 15(k)4 Implementation and Execution of Business Development  |  | 1.00                 |
| 15(k)5 Identify and Address Bundling of Contracts  |  | 1.00                 |
| 15(k)6 Provide Assistance on Payments  |  | 1.00                 |
| 15(k)7 Supervisory Authority   |  | 1.00                 |
| 15(k)8 Assign Small Business Technical Advisors  |  | 1.00                 |
| 15(k)9 OSDBU Cooperation and Consultation  |  | 1.00                 |
| 15(k)10 Recommendations to Contracting Officers  |  | 1.00                 |
| 15(k)11 Activity Conversion  |  | 0.98                 |
| 15(k)12 Advise CAO and SPE   |  | 1.00                 |
| 15(k)13(Optional) SBC and Contracting Specialist Training  |  | 1.00                 |
| 15(k)14 Receive Unsolicited Proposals  |  | 0.96                 |
| 15(k)15 Exclusive Duties and Title   |  | 1.00                 |
| 15(k)16 Congressional Reporting  |  | 1.00                 |
| 15(k)17 Respond to Undue Restriction Notifications   |  | 1.00                 |
| <b>Total:</b>  |  | <b>17.88</b>         |

| Number of Small Business Prime Contractors Comparison   | 10.60% |
|---|--------|
| Increase in number of SB primes by 10% or more = 1.3  |        |
| Increase in number of SB primes by 5% or more but less than or equal to 10% = 1.2             |        |
| Increase in number of SB primes between 0% and less than 5% = 1.1                             |        |
| No change in the number of SB primes (Change = 0%) 0% increase; 0% decrease (no change) = 1.0 |        |
| Decrease in number of SB primes by more than 0% but less than -5% = 0.9                       |        |
| Decrease in number of SB primes by -5% or more but less than or equal to -10% = 0.8           |        |
| Decrease in number of SB primes by -10% or more = 0.7   |        |

|   | 2016<br>Count | 2017<br>Count | 2017<br>Performance |
|---|---------------|---------------|---------------------|
| Small Business                                | 2,697         | 2,746         | 1.10                |
| Women Owned Small Business                    | 708           | 703           | 0.90                |
| Small Disadvantaged Business                  | 1,496         | 1,538         | 1.10                |
| Service Disabled Veteran Owned Small Business | 324           | 329           | 1.10                |
| HUBZone                                       | 297           | 306           | 1.10                |
| <b>Score:</b>                                 |               |               | <b>5.30</b>         |

| 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%                                 |

**Comments:**

## Graded Agency:

The Administrator of the General Services Administration (GSA) has made it a priority for GSA to achieve its small business prime contracting and subcontracting goals. As a result, in Fiscal Year 2017, GSA met and exceeded all GSA prime contracting small business and socio-economic category goals. At the same time, GSA supported customer agencies' achievement of their small business goals. GSA senior leaders played a critical role in effectively communicating the importance of achieving the agency's small business contracting goals throughout the acquisition community and the agency. GSA emphasized acquisition planning using the Forecast Tool. The Forecast tool allowed GSA to increase competition, and made it easier for vendors to obtain advance notice of potential contracting opportunities with the Federal Government. GSA hosted over 300 events nationwide for approximately 50,000 small businesses. Events were held in-person, as well as virtually and included partner agencies and non-Government advocacy groups. During the reporting period, GSA met its small disadvantaged business and woman-owned small business subcontracting goals, and increased subcontracting dollars awarded to HUBZone and service-disabled veteran-owned small businesses. Training for the GSA acquisition workforce emphasized small business subcontracting, reporting, and identifying actions to influence small business subcontracting achievement. GSA is looking forward to another year of continued success.