

Department of State

FY 2017 Small Business Procurement Scorecard

A
108.37%

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

Prime Contracting Achievement:			52.41%
	2016 Achievement	2017 Goal	2017 Achievement
Small Business	28.56%	25.08%	22.89% (\$2.5 B)
Women Owned Small Business	6.23%	5.00%	4.50% (\$485.4 M)
Small Disadvantaged Business	14.81%	5.00%	11.93% (\$1.3 B)
Service Disabled Veteran Owned Small Business	5.40%	3.00%	3.70% (\$399.2 M)
HUBZone	2.37%	3.00%	2.47% (\$266.1 M)

Subcontracting Achievement:			23.87%
	2016 Achievement	2017 Goal	2017 Achievement
Small Business	47.30%	36.00%	46.20%
Women Owned Small Business	8.90%	5.00%	8.20%
Small Disadvantaged Business	3.30%	5.00%	4.30%
Service Disabled Veteran Owned Small Business	2.50%	3.00%	3.30%
HUBZone	1.60%	3.00%	1.90%

OSDBU Compliance Requirements		19.89%
Grading Scale:		
Subtotal Score /18	Peer Review Score	
Requirements Scores:		
0.6 = Unsatisfactory; 0.7 = Below Average; 0.8 = Satisfactory; 0.9 = Above Average; 1.0 = Excellent		
15(k)0 Office and Director Experience	1.00	
15(k)1 Director Title	1.00	
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	0.92	
15(k)9 OSDBU Cooperation and Consultation	1.00	
15(k)10 Recommendations to Contracting Officers	1.00	
15(k)11 Activity Conversion	1.00	
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	0.98	
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	
Total:	17.90	

Number of Small Business Prime Contractors Comparison	12.20%
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 Count	2017 Count	2017 Performance
Small Business	1,807	2,157	1.30
Women Owned Small Business	492	643	1.30
Small Disadvantaged Business	619	788	1.30
Service Disabled Veteran Owned Small Business	197	189	0.90
HUBZone	134	152	1.30
Score:			6.10

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 U.S. Department of State is proud of its small business accomplishments and will continue to work to improve. The Department's ability to meet all of its small business prime and subcontracting goals is particularly challenged given that the majority of our procurement dollars are spent on overseas projects. Overseas work is often difficult and risky for U.S. small businesses to undertake as a prime contractor. U.S. small businesses are likely to encounter challenges due to differences in doing business overseas such as cultural norms, differences in local laws, more complicated logistics, unusual or unpredictable working conditions, uncertain communications and infrastructure, fluctuations in currency, working across multiple time zones and a host of other challenging conditions not generally present when working domestically.

The Department's Office of Small and Disadvantaged Utilization, Office of Acquisition Management and Bureaus continue to work together and with the U.S. Small Business Administration to expand opportunities for U.S. small businesses abroad.