

# Agency for International Development

## FY 2017 Small Business Procurement Scorecard

**C**  
**89.43%**

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

Prime Contracting Achievement:			47.08%
	2016 Achievement	2017 Goal	2017 Achievement
Small Business	13.12%	11.50%	13.18% (\$634.2 M)
Women Owned Small Business	3.36%	5.00%	3.83% (\$184.5 M)
Small Disadvantaged Business	5.50%	5.00%	7.15% (\$344.1 M)
Service Disabled Veteran Owned Small Business	1.19%	3.00%	0.84% (\$40.6 M)
HUBZone	0.19%	3.00%	0.19% (\$9.0 M)

Subcontracting Achievement:			15.62%
	2016 Achievement	2017 Goal	2017 Achievement
Small Business	26.70%	18.00%	17.20%
Women Owned Small Business	7.50%	5.00%	4.60%
Small Disadvantaged Business	3.30%	5.00%	2.60%
Service Disabled Veteran Owned Small Business	1.10%	3.00%	1.10%
HUBZone	0.80%	3.00%	0.80%

OSDBU Compliance Requirements		19.53%
Grading Scale:		Peer Review 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		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		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		0.60
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
<b>Total:</b>		<b>17.58</b>

Number of Small Business Prime Contractors Comparison	7.20%
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	449	373	0.70
Women Owned Small Business	154	133	0.70
Small Disadvantaged Business	212	198	0.80
Service Disabled Veteran Owned Small Business	43	29	0.70
HUBZone	29	24	0.70
<b>Score:</b>			<b>3.60</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:

USAID attributes the reduction in its overall scorecard grade to the change in the methodology used to assess Federal agencies performance, which decreases the importance of prime contracting and increases the importance of subcontracting achievements. In fiscal year (FY) 2017, USAID awarded its highest ever total worldwide dollar and percentage prime contract obligations to U.S. small businesses at \$634.2M (13.18%), exceeding FY 2016's total of \$571M (13.12%). Concurrently, in FY 2017, USAID began to proactively encourage its Contracting Officers stationed overseas to require small business subcontract plans for contracts awarded and performed overseas. As a result, while the Agency's overall subcontract dollars to small businesses decreased only slightly (\$121.4M in FY 2017 vs \$126.8M in FY 2016), total dollars subcontracted increased significantly (\$720.8M in FY 2017 vs \$475.4M in FY 2016), thus resulting in a significant percentage drop in overall subcontracting achievements. USAID will continue to make every effort to provide maximum practicable opportunities for U.S. small businesses as prime and subcontractors.