

# General Services Administration

## FY2018 Small Business Procurement Scorecard

**A**  
116.12%

FPDS-NG Prime Contracting Data as of Mar. 15, 2019  
eSRS Subcontracting Data as of Mar. 15, 2019

Prime Contracting Achievement:			68.47%
	2017 Achievement	2018 Goal	2018 Achievement
Small Business	42.68%	35.00%	39.37% (\$1.9 B)
Women Owned Small Business	8.85%	5.00%	8.66% (\$408.6 M)
Small Disadvantaged Business	22.60%	5.00%	20.25% (\$955.4 M)
Service Disabled Veteran Owned Small Business	6.45%	3.00%	5.65% (\$266.4 M)
HUBZone	4.95%	3.00%	3.99% (\$188.1 M)

1) Capped at 200%; 2) Achievement include double credit for LASA and Puerto Rico awards.

Subcontracting Achievement:			16.33%
	2017 Achievement	2018 Goal	2018 Achievement
Small Business	23.90%	26.50%	24.70%
Women Owned Small Business	6.10%	5.00%	4.60%
Small Disadvantaged Business	5.30%	5.00%	4.60%
Service Disabled Veteran Owned Small Business	0.90%	3.00%	1.40%
HUBZone	0.50%	3.00%	0.80%

1) Capped at 200%.

15(k) OSDBU Compliance Requirements		19.52%
Requirements Scores: 0.0=No; 0.5 = Partial Credit; 1.0 = Yes		Peer Review Score
15(k)0 Office and Director Experience		1.00
15(k)1 Director Title		0.50
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		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		1.00
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
15(k)18 Purchase Card Summary Data Review		1.00
15(k)19 Vendor Compliance Educational Training		1.00
15(k)20 Subcontracting Plan Review		1.00
<b>Total:</b>		<b>20.50</b>

Number of Small Business Prime Contractors Comparison	11.80%
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 or equal to 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 or equal to -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	

	2017 Count	2018 Count	2018 Performance
Small Business	3,632	4,073	1.30
Women Owned Small Business	819	894	1.20
Small Disadvantaged Business	1,818	1,966	1.20
Service Disabled Veteran Owned Small Business	349	408	1.30
HUBZone	312	297	0.90
<b>Score:</b>			<b>5.90</b>

**Prime and Subcontracting Grading Scale:**

- A+  $\leq 150\%$  but  $\geq 120\%$
- A  $< 120\%$  but  $\geq 100\%$
- B  $< 100\%$  but  $\geq 90\%$
- C  $< 90\%$  but  $\geq 80\%$
- D  $< 80\%$  but  $\geq 70\%$
- F  $< 70\%$

**Comments:**

Graded Agency:

The Administrator of the General Services Administration (GSA) has made creating more opportunities for small businesses a key performance goal by which GSA holds itself accountable. GSA created an executive acquisition dashboard giving all GSA executives, managers, and employees the ability to see its performance on all critical acquisition metrics. As a result, in Fiscal Year 2018, GSA met and exceeded all GSA prime contracting small business and socio-economic goals. At the same time, GSA supported customer agencies' achievement of their small business goals by enhancing access to qualified small businesses and expanding access to small business buying options across GSA contracts. During the reporting period, GSA increased subcontracting dollars awarded to service-disabled veteran-owned small businesses and HUBZone small businesses and developed a tool, the Certified Subcontracting Matrix, to proactively negotiate higher subcontracting goals and maximize opportunities for small businesses. GSA senior leaders played a critical role in effectively communicating and educating the acquisition workforce on the importance of achieving the agency's small business and socio-economic small business contracting goals. GSA reviewed and provided feedback on proposed small business legislation that impacted small businesses and conducted internal procurement compliance reviews. GSA emphasized acquisition planning using the Forecast Tool which made it easier for vendors to obtain advance notice of potential contracting opportunities with the Federal Government. GSA participated in over 300 events and programs nationwide and offered free counseling to small businesses. GSA looks forward to another successful year.