

# Department of Veterans Affairs

## FY2018 Small Business Procurement Scorecard

**A**  
100.49%

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

Prime Contracting Achievement:			57.78%
	2017 Achievement	2018 Goal	2018 Achievement
Small Business	29.72%	28.50%	30.90% (\$8.4 B)
Women Owned Small Business	2.75%	5.00%	2.57% (\$696.3 M)
Small Disadvantaged Business	7.16%	5.00%	9.02% (\$2.4 B)
Service Disabled Veteran Owned Small Business	19.70%	3.00%	21.53% (\$5.8 B)
HUBZone	2.15%	3.00%	2.20% (\$596.0 M)

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

Subcontracting Achievement:			15.72%
	2017 Achievement	2018 Goal	2018 Achievement
Small Business	16.60%	17.50%	19.00%
Women Owned Small Business	2.30%	5.00%	3.10%
Small Disadvantaged Business	1.80%	5.00%	2.30%
Service Disabled Veteran Owned Small Business	0.50%	3.00%	0.70%
HUBZone	0.20%	3.00%	0.10%

1) Capped at 200%;

15(k) OSDBU Compliance Requirements		18.19%
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	0.90	
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	0.20	
15(k)8 Assign Small Business Technical Advisors	0.00	
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>19.10</b>	

Number of Small Business Prime Contractors Comparison	8.80%
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	11,827	10,977	0.80
Women Owned Small Business	1,554	1,351	0.70
Small Disadvantaged Business	3,445	3,422	0.90
Service Disabled Veteran Owned Small Business	3,482	3,585	1.10
HUBZone	409	390	0.90
<b>Score:</b>			<b>4.40</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:

VA continues to face challenges in subcontracting due to the overwhelming dominance of commercial plans. For subcontracting plans associated with an individual VA-administered contract, VA excels consistently. For example, in FY 2018, VA achieved 49.7% small business participation on individual plans. When these results are combined with commercial plans, where Government-wide policy provides limited management or oversight, VA's overall achievement falls short of VA goals. With respect to prime contracting, VA's hierarchy of contracting preferences, established by law, mandates VA consider Service-Disabled Veteran-Owned Small Businesses (SDVOSBs) and Veteran-Owned Small Businesses (VOSBs) prior to other small business preferences such as those available in the HUBZone or Women-Owned Small Business programs. While consistent with VA's mission to serve Veterans, this mandate necessarily makes achievement of those other goals extremely challenging. VA also has special authority to award contracts to VOSBs. VA achieved 22.2% compared to the Secretary's 12% goal in FY 2018. Because the Scorecard evaluates agency performance on the Government-wide small business programs, it does not factor in this VA-specific accomplishment. However, in FY 2018 VA put \$6.0 billion into the hands of Veteran entrepreneurs and owners.