

# Office of Personnel Management

## FY2020 Small Business Procurement Scorecard

A+
143.72%

FPDS-NG Prime Contracting Data as of Feb. 22, 2021  
eSRS Subcontracting Data as of Apr. 15, 2021

Prime Contracting Achievement:	100.00%		
	2019 Achievement	2020 Goal	2020 Achievement <sup>1, 2</sup>
Small Business	30.07%	18.50%	82.92% (\$298.7 M)
Women Owned Small Business	14.96%	5.00%	46.34% (\$166.9 M)
Small Disadvantaged Business	13.58%	5.00%	45.31% (\$163.2 M)
Service Disabled Veteran Owned Small Business	2.28%	3.00%	7.91% (\$28.5 M)
HUBZone	3.12%	3.00%	8.46% (\$30.5 M)

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

Subcontracting Achievement:	18.72%		
	2019 Achievement	2020 Goal	2020 Achievement <sup>1</sup>
Small Business	45.90%	50.00%	24.10% (\$12.5 M)
Women Owned Small Business	12.60%	5.00%	15.20% (\$7.9 M)
Small Disadvantaged Business	11.50%	5.00%	11.60% (\$6.0 M)
Service Disabled Veteran Owned Small Business	0.60%	3.00%	1.40% (\$0.7 M)
HUBZone	14.10%	3.00%	9.80% (\$5.1 M)

1) Capped at 200%;

15(k) OSDBU Compliance Requirements	16.00%
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	1.00
15(k)2 Compensation and Seniority	0.00
15(k)3 Reporting (Head of Agencyor Deputy Head)	0.00
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	0.00
15(k)10 Recommendations to Contracting Officers	1.00
15(k)11 Activity Conversion	0.00
15(k)12 Advise CAO and SPE	1.00
15(k)13(Optional) SBC and Contracting Specialist Training	0.00
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
15(k)21 Assist Small Business concerns in SBIR or STTR program (This requirement was not included in the FY20 scorecard calcs.)	1.00
<b>Total:</b>	<b>16.00</b>

Number of Small Business Prime Contractors Comparison	9.00%
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	

	2019 Count	2020 Count	2020 Performance
Small Business	237	196	0.70
Women Owned Small Business	73	59	0.70
Small Disadvantaged Business	111	96	0.70
Service Disabled Veteran Owned Small Business	20	21	1.10
HUBZone	22	26	1.30
<b>Score:</b>			<b>4.50</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 U.S. Office of Personnel Management (OPM) is honored to receive an outstanding grade of A+ on its Fiscal Year (FY) 2020 Small Business Procurement Scorecard, with a sustained successful track record of continuous success. This noteworthy achievement reflects the Agency's continuous commitment and collaborative efforts by senior leadership, the OPM Office of Small and Disadvantaged Business Utilization (OSDBU), the OPM acquisition workforce, and large business partners to provide opportunities to small business to compete for OPM procurements. As a result, OPM significantly exceeded all prime small business goals for FY 2020. OPM will continue its commitment to provide small business concerns with opportunities to compete for OPM's contracts, to the maximum extent practicable.