

Department of State
FY2020 Small Business Procurement Scorecard

A+ 122.08%

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

Prime Contracting Achievement:			70.35%
	2019 Achievement	2020 Goal	2020 Achievement^{1, 2}
Small Business	31.81%	26.00%	32.24% (\$3.0 B)
Women Owned Small Business	5.31%	5.00%	5.06% (\$472.0 M)
Small Disadvantaged Business	19.13%	5.00%	20.32% (\$1.9 B)
Service Disabled Veteran Owned Small Business	4.10%	3.00%	4.85% (\$452.3 M)
HUBZone	5.65%	3.00%	6.89% (\$642.4 M)

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

Subcontracting Achievement:			24.13%
	2019 Achievement	2020 Goal	2020 Achievement¹
Small Business	55.30%	38.00%	52.50% (\$788.3 M)
Women Owned Small Business	4.40%	5.00%	6.80% (\$101.9 M)
Small Disadvantaged Business	3.90%	5.00%	4.90% (\$74.0 M)
Service Disabled Veteran Owned Small Business	2.20%	3.00%	2.90% (\$44.0 M)
HUBZone	1.00%	3.00%	1.40% (\$21.3 M)

1) Capped at 200%;

15(k) OSDBU Compliance Requirements		20.00%
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		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
15(k)21 Assist Small Business concerns in SBIR or STTR program (This requirement was not included in the FY20 scorecard calcs.)		1.00
Total:		21.00

Number of Small Business Prime Contractors Comparison	7.60%
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	1,671	1,363	0.70
Women Owned Small Business	413	365	0.70
Small Disadvantaged Business	631	603	0.90
Service Disabled Veteran Owned Small Business	174	142	0.70
HUBZone	191	177	0.80
Score:			3.80

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. Department of State is committed to providing U.S. Small Businesses with maximum practical opportunity to win Department contracts. We are proud of our record of accomplishment in this area and very grateful to our small business prime contact holders. The Department's mission is, by definition, globally diverse and requires technical, managerial and financial capabilities that are very often far in excess of those necessary to perform successfully on domestic Federal contracts. The Department's Office of Small and Disadvantaged Business Utilization, Office of Acquisition Operations and Office of the Senior Procurement Executive will continue to work hand in hand to ensure the continued success of all U.S. Small Businesses seeking to fulfill the contractual requirements of the Department.