

Department of Veterans Affairs

FY2020 Small Business Procurement Scorecard

A

101.21%

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

| Prime Contracting Achievement: | | | 53.38% |
|---|---------------------|--------------|-------------------------------------|
| | 2019 Achievement | 2020 Goal | 2020 Achievement ^{1, 2} |
| Small Business | 32.23% | 28.16% | 26.58% (\$9.8 B) |
| Women Owned Small Business | 3.16% | 5.00% | 2.44% (\$902.5 M) |
| Small Disadvantaged Business | 10.00% | 5.00% | 9.32% (\$3.4 B) |
| Service Disabled Veteran Owned Small Business | 23.39% | 3.00% | 20.24% (\$7.5 B) |
| HUBZone | 2.93% | 3.00% | 1.98% (\$731.6 M) |

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

| Subcontracting Achievement: | | | 17.43% |
|---|---------------------|--------------|----------------------------------|
| | 2019 Achievement | 2020 Goal | 2020 Achievement ¹ |
| Small Business | 13.40% | 16.60% | 20.60% (\$5.9 B) |
| Women Owned Small Business | 2.20% | 5.00% | 3.70% (\$1.1 B) |
| Small Disadvantaged Business | 1.10% | 5.00% | 1.30% (\$367.6 M) |
| Service Disabled Veteran Owned Small Business | 0.40% | 3.00% | 0.30% (\$73.2 M) |
| HUBZone | 0.10% | 3.00% | 0.50% (\$147.5 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 | 10.40% |
|---|--------|
| 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 | 9,870 | 9,825 | 0.90 |
| Women Owned Small Business | 1,136 | 1,180 | 1.10 |
| Small Disadvantaged Business | 3,273 | 3,484 | 1.20 |
| Service Disabled Veteran Owned Small Business | 3,592 | 3,577 | 0.90 |
| HUBZone | 423 | 438 | 1.10 |
| Score: | | | 5.20 |

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 mission-critical commercial plans. For subcontracting plans associated with an individual VA-administered contract, VA excels consistently. For example, in FY 2020, VA achieved 61.3% small business participation on individual plans. When these results were combined with commercial plans, where Government-wide policy provides limited management or oversight, VA achieved 20.6% for all small businesses, and fell short of VA goals in other socioeconomic categories.

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 other goals challenging.

VA also has special authority to award contracts to VOSBs. VA achieved 20.4% compared to the Secretary's 17% goal in FY 2020. 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 2020 VA put \$7.5 billion into the hands of Veteran entrepreneurs and owners.