

# Department of Defense

## FY2011 Small Business Procurement Scorecard

|        |
|--------|
| B      |
| 91.65% |

FPDS-NG Prime Contracting Data as of Apr. 27, 2012  
 eSRS Subcontracting Data as of Apr. 27, 2012

| Prime Contracting Achievement:                | 71.45%              |              |                      |
|---|---------------------|--------------|----------------------|
|   | 2010<br>Achievement | 2011<br>Goal | 2011<br>Achievement  |
| Small Business                                | 20.94%              | 22.28%       | 19.80%<br>(\$57.4 B) |
| Women Owned Small Business                    | 3.59%               | 5.00%        | 3.43%<br>(\$10.0 B)  |
| Small Disadvantaged Business                  | 7.12%               | 5.00%        | 6.90%<br>(\$20.0 B)  |
| Service Disabled Veteran Owned Small Business | 1.82%               | 3.00%        | 2.02%<br>(\$5.8 B)   |
| HUBZone                                       | 3.00%               | 3.00%        | 2.58%<br>(\$7.5 B)   |

| Subcontracting Achievement:                   | 10.20%              |              |                     |
|---|---------------------|--------------|---------------------|
|   | 2010<br>Achievement | 2011<br>Goal | 2011<br>Achievement |
| Small Business                                | 37.30%              | 31.70%       | 35.20%              |
| Women Owned Small Business                    | 6.30%               | 5.00%        | 5.80%               |
| Small Disadvantaged Business                  | 5.00%               | 5.00%        | 4.90%               |
| Service Disabled Veteran Owned Small Business | 1.90%               | 3.00%        | 2.20%               |
| HUBZone                                       | 2.40%               | 3.00%        | 2.00%               |

| Success Factors   | 10.00%            |      |
|---|-------------------|------|
| <u>Plan Progress Success Factor Grading Scale:</u><br>Factor Subtotal Score / 7   | Peer Review Score |      |
| The Agency demonstrated, through action and documented evidence, a commitment to utilize small businesses to obtain goods and services.   | 1.00              |      |
| The Agency's senior leadership (e.g., senior procurement executive, senior program managers, and OSD/DBU director) demonstrated, through action and documented evidence, that they have clearly communicated the importance of achieving the agency's Small Business contracting goals through the chain of command to the contracting officer level. | 1.00              |      |
| The Agency demonstrated, through action and documented evidence, a commitment to small business contracting data quality.   | 1.00              |      |
| The Agency demonstrated a commitment to small business utilization through regular training of acquisitions staff on the issues/procedures/policies/regulations impacting small businesses.   | 1.00              |      |
| The Agency demonstrated, through action and documented evidence, a commitment to growing their small business supplier base and increasing awareness of contracting opportunities for small businesses  | 1.00              |      |
| The Agency demonstrated, through action and documented evidence, a commitment to expanding subcontracting opportunities for small businesses.   | 1.00              |      |
| The Agency demonstrated, through action and documented evidence, efforts to unbundle contracts. If the Agency bundled contracts, has it documented and published their rationale.   | 1.00              |      |
| <b>Prime and Subcontracting Grading Scale:</b><br>A+ <= 150% but >= 120%<br>A < 120% but >= 100%<br>B < 100% but >= 90%<br>C < 90% but >= 80%<br>D < 80% but >= 70%<br>F < 70%  | Total             | 7.00 |

**Comments:**

Department of Defense (DoD) prime contracting supports DoD's mission to provide the military forces needed to deter war and to protect the security of our country. The complex and expensive systems needed to aid in this mission are considered "small business eligible," even though there are no small businesses, or group of small businesses, that have the capacity or infrastructure to perform any of these contracts while staying within the existing size standards. In FY 11, there were 11 product service codes (PSCs) for items such as aircraft, destroyers, space vehicles, guided missiles, aircraft carriers and combat ships that had less than 0.5% awarded to small businesses, but account for more than \$34.6 billion of DoD's base. If these contracts did not count against DoD's small business achievements, DoD would have achieved 23.16% to small business. Furthermore, these PSC do not constitute maximum practicable opportunities for small businesses. Despite these challenges, DoD is excited about several initiatives begun in FY 11 that will have a positive effect on small business performance in FY 12 and beyond. Among these is the inclusion of small business goal achievement in SES performance appraisals for all functions related to acquisitions. DoD has also expanded the functionality of the MaxPrac tool to better assist with market research, not just identify likely areas of small business improvement. Efforts to develop and deploy essential small business training to the entire DoD acquisition workforce are also underway. Another huge advancement for DoD small business programs is the inclusion of small business initiatives in the Defense Planning Guidance, which is used for the development and implementation of Defense programs.