

# Department of Defense

## FY2015 Small Business Procurement Scorecard

# A

106.34%

FPDS-NG Prime Contracting Data as of Feb. 20, 2016  
 eSRS Subcontracting Data as of Mar. 14, 2016

<b>Prime Contracting Achievement:</b>			<b>88.02%</b>
	2014 Achievement	2015 Goal	2015 Achievement
Small Business	23.47%	21.60%	24.64% (\$52.4 B)
Women Owned Small Business	3.97%	5.00%	4.43% (\$9.4 B)
Small Disadvantaged Business	8.95%	5.00%	9.53% (\$20.2 B)
Service Disabled Veteran Owned Small Business	3.04%	3.00%	3.45% (\$7.3 B)
HUBZone	1.93%	3.00%	1.87% (\$4.0 B)

<b>Subcontracting Achievement:</b>			<b>8.46%</b>
	2014 Achievement	2015 Goal	2015 Achievement
Small Business	33.20%	36.00%	32.30%
Women Owned Small Business	5.70%	5.00%	5.30%
Small Disadvantaged Business	4.60%	5.00%	4.40%
Service Disabled Veteran Owned Small Business	2.10%	3.00%	2.00%
HUBZone	1.50%	3.00%	1.40%

<b>Success Factors</b>		<b>9.86%</b>
<b>Plan Progress Success Factor Grading Scale:</b> Factor Subtotal Score / 7	<b>Peer Review Score</b>	
1. Commitment to Small Business Utilization - The Agency demonstrated, through action and documented evidence, a commitment to utilize small businesses to obtain goods and services.	1.00	
2. Effective Engagement of Senior Level Management in Achieving Small Business Goals - The Agency's senior leadership (i.e. Deputy Secretary, Chief Acquisition Officer, Senior Procurement Executive, senior program managers, and OSDBU 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	
3. Data Quality of Small Business Contracting - The Agency demonstrated, through action and documented evidence, a commitment to small business contracting data quality.	1.00	
4. Training of Acquisitions Staff - 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	
5. Outreach to Small Business - 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	
6. Bundling Avoidance, Justification and Mitigation - The Agency demonstrated, through action and documented evidence, a clearly communicated policy to address and mitigate the adverse effects of contract bundling on small businesses. (For applicable dollar threshold for the agency, see FAR subpart 7.104)	1.00	
7. OSDBU Organization - The Agency demonstrated, through action and documented evidence, compliance with Section 1691 - Offices of Small and Disadvantaged Business Utilization - of the National Defense Authorization Act (NDAA) of 2013.	0.90	
<b>Prime and Subcontracting Grading Scale:</b> A+ < 150% but ≥ 120% A < 120% but ≥ 100% B < 100% but ≥ 90% C < 90% but ≥ 80% D < 80% but ≥ 70% F < 70%	Total	6.90

**Comments:****Graded Agency:**

The DoD Better Buying Power (BBP) initiatives implemented by the department over the past few years codified the role of small business in procurement, set a tone emphasizing the use of small business and caused actions across the acquisition system that resulted in historic levels of procurement from small businesses. Updates to the DoD 5000 series associated with BBP initiatives provided increased emphasis and direction to the acquisition community to incorporate small business considerations into procurement activities such as acquisition team formation, acquisition strategy development and market research. The BBP emphasis on innovation prompted twelve DoD Components to participate in the DoD Small Business Innovation Research (SBIR) program to produce three annual solicitations consisting of approximately 600 research and development topics to bring innovative solutions to offset adversaries' capabilities. The \$1B SBIR program generated approximately 10,000 Small Business proposals and 2,500 awards every year.

The increased emphasis on small business participation in DoD procurement caused by BBP raised visibility of the DoD Mentor Protégé Program (MPP) and helped expand the DoD industrial base by supporting 75 small business participants in FY 2015 (4 Mentors, 71 Protégés). The DoD BBP initiatives contributed to the substantial increase in small business procurement performance that enabled the department to achieve prime contracting goals for the first time in FY 2014 and then again in FY2015. The steady performance improvement resulted in a nearly 5% increase in small business prime contracting during the implementation period of BBP.