

# Department of Defense

## FY 2017 Small Business Procurement Scorecard

|         |
|---------|
| A       |
| 100.97% |

FPDS-NG Prime Contracting Data as of Feb. 20, 2018  
eSRS Subcontracting Data as of May 1, 2018

| <b>Prime Contracting Achievement:</b>         |                     |              | <b>52.60%</b>        |
|---|---------------------|--------------|----------------------|
|   | 2016<br>Achievement | 2017<br>Goal | 2017<br>Achievement  |
| Small Business                                | 22.94%              | 22.00%       | 23.26%<br>(\$61.4 B) |
| Women Owned Small Business                    | 4.10%               | 5.00%        | 4.21%<br>(\$11.1 B)  |
| Small Disadvantaged Business                  | 8.77%               | 5.00%        | 8.52%<br>(\$22.5 B)  |
| Service Disabled Veteran Owned Small Business | 3.36%               | 3.00%        | 3.33%<br>(\$8.8 B)   |
| HUBZone                                       | 1.57%               | 3.00%        | 1.56%<br>(\$4.1 B)   |

| <b>Subcontracting Achievement:</b>            |                     |              | <b>18.57%</b>       |
|---|---------------------|--------------|---------------------|
|   | 2016<br>Achievement | 2017<br>Goal | 2017<br>Achievement |
| Small Business                                | 33.90%              | 34.00%       | 33.70%              |
| Women Owned Small Business                    | 5.70%               | 5.00%        | 5.80%               |
| Small Disadvantaged Business                  | 4.40%               | 5.00%        | 4.40%               |
| Service Disabled Veteran Owned Small Business | 2.10%               | 3.00%        | 2.40%               |
| HUBZone                                       | 1.40%               | 3.00%        | 1.50%               |

| <b>OSDBU Compliance Requirements</b>  |                   | <b>20.00%</b> |
|---|-------------------|---------------|
| <b>Grading Scale:</b>   |                   |               |
| Subtotal Score /18  | Peer Review Score |               |
| Requirements Scores:  |                   |               |
| 0.6 = Unsatisfactory; 0.7 = Below Average; 0.8 = Satisfactory; 0.9 = Above Average; 1.0 = Excellent |                   |               |
| 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              |               |
| <b>Total:</b>   | <b>18.00</b>      |               |

| <b>Number of Small Business Prime Contractors Comparison</b>                                  | <b>9.80%</b> |
|---|--------------|
| 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 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 -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   |              |

|   | 2016<br>Count | 2017<br>Count | 2017<br>Performance |
|---|---------------|---------------|---------------------|
| Small Business                                | 52,499        | 51,124        | 0.90                |
| Women Owned Small Business                    | 11,389        | 11,181        | 0.90                |
| Small Disadvantaged Business                  | 15,621        | 15,514        | 0.90                |
| Service Disabled Veteran Owned Small Business | 4,961         | 4,966         | 1.10                |
| HUBZone                                       | 2,604         | 2,631         | 1.10                |
| <b>Score:</b>                                 |               |               | <b>4.90</b>         |

| <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%  |

**Comments:**

## Graded Agency:

The congressionally directed reorganization of the DoD acquisition and research offices, combined with an emphasis on recapitalizing complex weapons systems to support the defense mission, created a challenging environment to maintain small business procurement performance in FY2017. Nevertheless, the department was able to maintain an "A" scorecard because of the recent statute excluding some small business overseas procurement, such as that impacted by Status of Forces Agreements. The statutory change is not yet implemented in the Federal Procurement Data System - Next Generation (FPDS-NG), therefore, the numbers on this DoD scorecard include manual adjustments to remove statutorily excluded overseas transactions. The FPDS-NG Small Business Goaling Report for FY2017 may reflect slightly different performance numbers due to the delay of implementing the statutory changes in FPDS-NG. The department provided maximum practicable opportunity for small business procurement and will continue to utilize the small business industrial base to help create a modernized and ready Joint Force.