

Office of Personnel Management

FY2011 Small Business Procurement Scorecard

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80.18%

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

Prime Contracting Achievement:			57.51%
	2010 Achievement	2011 Goal	2011 Achievement
Small Business	18.70%	24.33%	18.16% (\$278.1 M)
Women Owned Small Business	8.86%	5.00%	7.89% (\$120.9 M)
Small Disadvantaged Business	3.60%	5.00%	4.39% (\$67.2 M)
Service Disabled Veteran Owned Small Business	0.05%	3.00%	0.97% (\$14.8 M)
HUBZone	0.07%	3.00%	0.03% (\$0.5 M)

Subcontracting Achievement:			12.67%
	2010 Achievement	2011 Goal	2011 Achievement
Small Business	67.40%	47.50%	61.10%
Women Owned Small Business	16.20%	5.00%	12.60%
Small Disadvantaged Business	1.90%	5.00%	3.90%
Service Disabled Veteran Owned Small Business	8.00%	3.00%	10.80%
HUBZone	1.40%	3.00%	3.50%

Success Factors		10.00%
<u>Plan Progress Success Factor Grading Scale:</u> 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 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
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
<u>Prime and Subcontracting Grading Scale:</u> A+ <= 150% but >= 120% A < 120% but >= 100% B < 100% but >= 90% C < 90% but >= 80% D < 80% but >= 70% F < 70%	Total	7.00

Comments:

OPM's FY 2011 small business achievements show that our procurement reform efforts are beginning to have an impact. In FY 2011, OPM awarded 14.27% or \$105M, of its total dollar obligations to small businesses thus improving in 3 of the 5 prime achievement categories. OPM's most significant change was in small business subcontracting where OPM exceeded the agency's goal of 47.50% by 28.7% equaling 61.1%. Equally significant was OPM's increase in the prime contract small disadvantaged business category where OPM increased by 1.07% from FY10's achievement, and in the women-owned small business category (WOSB), OPM increased prime contract WOSB achievement by 2.88% equaling 7.88% thus exceeding the agency's goal of 5%.

While OPM's overall small business percentage is comparatively low, this is driven, and recognized by the SBA largely due to the agency's obligations in support of the Federal Investigative Services (FIS) contract. FIS acquisitions annually represent approximately 40% of the agency's total obligated dollars and the vast majority of this is for pre-employment investigative background services (top secret, secret and special access) for OPM and various federal agencies. During the re-procurement of these services, market research determined that there were no small firms that could fulfill the technical requirements which required small firms to have current security clearances and to provide investigative services on a global level. OPM consulted with the SBA's PCR who concurred with the above findings and authorized the use of full and open competition.

The Agency will continue to define a comprehensive strategy and continue to engage and execute a variety of initiatives designed to yield overarching near and long-term program improvements. The Agency's FY12 strategy is to continue with the refinement and focus on outreach, training, advocacy, and strategic partnering which have proven to be successful for other federal agencies. With the launch of the new Office of Small and Disadvantaged Business Utilization (OSDBU) & Policy office, and the support and collaboration of senior leadership, OPM remains steadfast in our efforts to build on our successes even in the face of some significant programmatic challenges.