

# Department of Education

## FY2011 Small Business Procurement Scorecard

B
90.18%

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

eSRS Subcontracting Data as of Apr. 27, 2012

Prime Contracting Achievement:			70.94%
	2010 Achievement	2011 Goal	2011 Achievement
Small Business	15.95%	17.80%	18.18% (\$337.9 M)
Women Owned Small Business	5.47%	5.00%	5.42% (\$100.7 M)
Small Disadvantaged Business	5.57%	5.00%	5.53% (\$102.8 M)
Service Disabled Veteran Owned Small Business	0.65%	3.00%	0.99% (\$18.4 M)
HUBZone	0.72%	3.00%	0.66% (\$12.3 M)

Subcontracting Achievement:			9.24%
	2010 Achievement	2011 Goal	2011 Achievement
Small Business	45.80%	37.30%	32.00%
Women Owned Small Business	14.30%	5.00%	8.00%
Small Disadvantaged Business	10.20%	5.00%	6.80%
Service Disabled Veteran Owned Small Business	1.00%	3.00%	1.50%
HUBZone	1.50%	3.00%	2.20%

Success Factors		10.00%
Plan Progress Success Factor Grading Scale: 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	
<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	7.00

**Comments:**

In FY 2011 the Department of Education (Department) met its overall prime contracting goal and improved in seven of ten assessed prime and subcontracting categories as compared to FY 2010. It is noteworthy that actions were recently taken by two major Department contractors to correct their FY 2011 subcontracting report submissions. While these revisions were made subsequent to SBA's Scorecard data analysis, the overall result is a significant increase in the Agency's FY 2011 subcontracting achievement, which we believe reflects our continued commitment and focus in this area. The Department's steadfast efforts to identify and strategically engage in areas of greatest opportunity were key to our overall improvement. The Department's comprehensive small business strategy focuses on outreach, training, advocacy, and strategic partnering. Even as our efforts have proven successful in recent years, the Department continues to engage and execute a variety of initiatives designed to yield overarching near and long-term program improvements, particularly in program areas where achievement fell short. With the support and collaboration of senior ED leadership, we remain steadfast in our efforts to build on our successes, even in the face of some significant programmatic challenges.