

# Department of Health and Human Services

## FY2011 Small Business Procurement Scorecard

<b>A</b> <b>106.44%</b>
----------------------------

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

eSRS Subcontracting Data as of Apr. 27, 2012

Prime Contracting Achievement:			86.36%
	2010 Achievement	2011 Goal	2011 Achievement
Small Business	22.01%	19.50%	23.94% (\$4.5 B)
Women Owned Small Business	5.69%	5.00%	6.43% (\$1.2 B)
Small Disadvantaged Business	9.38%	5.00%	9.66% (\$1.8 B)
Service Disabled Veteran Owned Small Business	1.00%	3.00%	0.97% (\$180.7 M)
HUBZone	1.42%	3.00%	0.96% (\$178.2 M)

Subcontracting Achievement:			10.08%
	2010 Achievement	2011 Goal	2011 Achievement
Small Business	35.20%	28.00%	32.40%
Women Owned Small Business	7.30%	5.00%	8.00%
Small Disadvantaged Business	6.20%	5.00%	5.20%
Service Disabled Veteran Owned Small Business	1.20%	3.00%	0.70%
HUBZone	1.60%	3.00%	1.10%

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:**

The Department of Health and Human Services awards approximately \$18.5 Billion in Federal Procurements annually. In Fiscal Year 2011, we awarded \$4.5 Billion to small businesses, or 23.94 percent, and we're on target to achieve our Fiscal Year 2012 goal of 20.5 percent. This is real progress, but our greatest challenge is achieving our HUBZone and service-disabled veteran-owned small business goals. Therefore, we've implemented many initiatives to increase our small business awards, such as:

1. Each of our agencies has developed a Small Business Strategic Plan for reaching their annual small business goals.
2. We have made attaining these goals a key performance element in the annual performance plans of our program managers and acquisition personnel, and we continue to provide sessions for our staff.
3. We host industry days, such as our annual "VHW8" Event, which targets Veteran-owned, HUBZone, Women-owned and 8(a) small businesses, as well as monthly vendor outreach sessions.
4. We have increased the use of social media, such as Twitter.
5. We are strengthening our approach to awards below the Simplified Acquisition Threshold of \$150,000.

These measures, along with continued support from and commitment by senior leadership, will contribute to the success in the Department of Health and Human Services achieving its small business goals.