

**Agency for International Development**  
**2009 Small Business Procurement Scorecard**

<b>F</b> <b>43.8</b>
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FPDS-NG Data as of July 29, 2010  
ARRA Data as of August 6, 2010

<b>Prime Contracting Achievement:</b>			<b>39.64</b>
	<b>2008 Achievement</b>	<b>2009 Goal</b>	<b>2009 Achievement</b>
<b>Small Business</b>	11.60%	19.60%	8.66% (\$0.090B)
<b>Women Owned Small Business</b>	2.34%	5.00%	3.47%
<b>Small Disadvantaged Business</b>	4.81%	5.00%	1.50%
<b>Service Disabled Veteran Owned Small Business</b>	0.05%	3.00%	0.25%
<b>HUBZone</b>	0.26%	3.00%	0.71%

<b>Sub Contracting Achievement:</b>			<b>25.57</b>
	<b>2008 Achievement</b>	<b>2009 Goal</b>	<b>2009 Achievement</b>
<b>Small Business</b>	22.32%	40.30%	12.84%
<b>Women Owned Small Business</b>	2.58%	5.00%	1.95%
<b>Small Disadvantaged Business</b>	0.14%	5.00%	0.88%
<b>Service Disabled Veteran Owned Small Business</b>	0.08%	3.00%	0.04%
<b>HUBZone</b>	0.09%	3.00%	0.20%

<b>Plan Progress:</b>		<b>95</b>
✓ <i>Full response</i> * <i>Unacceptable response</i> ⇔ <i>Partial response</i>		
✓ Has implemented a strategy to increase the number of competitively awarded contracts to small businesses.	⇔	
✓ Has demonstrated top-level Agency commitment to small business contracting.	✓	
✓ Planned significant events to increase small business participation in the procurement process during the period.	✓	
✓ Demonstrated the small business data is accurately reported in FPDS-NG during the period. Verified & Cleared FPDS-NG Anomalies.	✓	
✓ Demonstrated the policies and procedures are in place to ensure compliance with subcontracting plans and attainment of subcontracting goals during the period.	⇔	
✓ Demonstrated no unjustified bundling has taken place during the period.	⇔	
✓ Planned training to contracting staff/managers in executing small business/socioeconomic procurements during the period.	✓	
✓ Planned to collaborate with SBA on formulation of small business procurement policy initiatives during the period.	✓	
✓ Agency submits all strategic plans and reports that became due to SBA during the reporting period.	✓	

<b>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:**

In FY 2009, the United States Agency for International Development (USAID) did not meet its projected small business goals. The agency awarded 8.7%, or \$89M, of its total dollar obligations to small businesses. This is considered very low, but, the small business percentage was driven, in large part, by the agency's obligations in support of USAID's Global Health Bureau. Global Health acquisitions represented approximately half of the agency's total obligated dollars. The vast majority of this was for the Supply Chain Management System contract that supplies essential medicines in support of the President's Emergency Plan for AIDS Relief (PEPFAR). PEPFAR commodities are procured by a consortium of 16 large organizations through a competitive contract awarded in 2005 which mainly procures generic, life-saving ARV-related medicines from manufacturers based outside the United States. When the contract was awarded, market research determined that there were no small pharmaceutical firms that could provide these commodities. This contract will be re-competed in 2012 and USAID will explore options for increasing the role of small business consistent with PEPFAR's goal of providing an uninterrupted supply of quality life-saving medicines to HIV-infected individuals at the best value to the USG. If the Global Health Bureau is excluded, USAID actually awarded 18% of its total obligated dollars to small businesses, just below the 19% goal.

To ensure increased small business utilization in the future, USAID is implementing a new comprehensive procurement reform strategy. This includes, as one of its key objectives, increasing competition and, expanding the use of small, minority, and women-owned businesses on direct contract awards. The agency recently established a new Board for Acquisition & Assistance Reform (BAAR), which is responsible for reviewing and restructuring large Indefinite Quantity Contracts and small business participation is a key factor in this review. The BAAR is ensuring that the required small business market research is conducted, and that there is an appropriate use of small business set asides. This is encouraging widespread use of creative approaches such as small business thresholds. We are confident that these reforms will have a positive impact on the agency's small business achievements in FY 2010 and beyond.

### **SBA:**

#### **Goaling Achievement**

The Agency for International Development (USAID) missed all of their prime contracting goals.

Fiscal year 2009 prime contracting achievement saw increases over FY2008 in Women Owned Small Business, Service-Disabled Veteran Owned Small Business, and HUBZone. USAID FY2009 achievement declined from FY2008 in Small Business and Small Disadvantaged Business.

#### **SBA Data Anomaly Reports**

USAID responded on-time to SBA's contracting data anomaly report and fully addressed submitted anomalies.

#### **Partnership with SBA**

USAID regularly attended the SBA chaired Small Business Procurement Advisory Council meetings hosted at the SBA.

#### **American Reinvestment and Recovery Act Contracts**

Since enactment of ARRA, the USAID has directed 45.1% of their Recovery Act funds toward small businesses.