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# **USAID Small Business Update for SBAIC Partners**

**Presentation by:  
Mauricio P. Vera  
Director, OSDBU  
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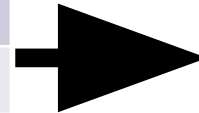
# Agenda

- ❖ Preliminary SB Accomplishments for FY 2018
- ❖ Issues with USAID's SBA Scorecard for FY 2017
- ❖ OSDBU Priorities for FY 2019
- ❖ Category Management
- ❖ Small Business Applied Research Program (SBAR)
- ❖ SB Market Analysis & Research Tool (SB-MART)



## Small Business Prime Contracting Goals vs. Accomplishments

FY 2017		
	Goal	Achieved
Small Business	11.5%	13.18%
Disadvantaged	5%	7.15%
Women-owned	5%	3.83%
Service Disabled Vet-Owned	3%	0.84%
HUBZone	3%	0.19%



FY 2018		
	Goal	Achieved
Small Business	12.0%	14.19%
Disadvantaged	5%	7.73%
Women-owned	5%	4.56%
Service Disabled Vet-Owned	3%	0.36%
HUBZone	3%	0.42%

Preliminary numbers show that USAID met two goals in FY 2018 and significantly improved in all categories except SDVOSB



# WORLDWIDE SMALL BUSINESS INDICATOR REPORT (SBI) REGIONAL SUMMARY FY16-18 as of 9/30/18

REGION	FY 2016 - Goal 11%				% ACHIEVED TOWARDS INDIVIDUAL SB GOAL	FY 2017 - Goal 11.5%				% ACHIEVED TOWARDS INDIVIDUAL SB GOAL	FY 2018 - Goal 12%				% ACHIEVED TOWARDS INDIVIDUAL SB GOAL
	Total Dollars	SB Dollars	SB%	Goal		Total Dollars	SB Dollars	SB%	Goal		Total Dollars	SB Dollars	SB%	Goal	
AFGHANISTAN & PAKISTAN	332,033,260	2,041,119	0.61%	2.00%	30.74%	276,125,409	1,562,297	0.57%	2.00%	28.29%	191,971,772	14,279,252	7.44%	2.00%	371.91%
AFRICA	1,007,569,310	47,467,599	4.71%	6.00%	78.52%	1,107,003,968	55,630,700	5.03%	6.00%	83.76%	1,058,558,451	47,017,702	4.44%	6.00%	74.03%
ASIA	369,336,431	24,383,328	6.60%	9.00%	73.35%	367,941,738	21,990,661	5.98%	8.00%	74.71%	381,013,973	26,756,242	7.02%	7.00%	100.32%
EUROPE & EURASIA	97,956,615	11,662,394	11.91%	8.00%	148.82%	111,025,788	12,374,906	11.15%	10.00%	111.46%	158,911,393	15,579,922	9.80%	10.00%	98.04%
LATIN AMERICA AND THE CARIBBEAN	338,964,894	34,131,363	10.07%	6.00%	167.82%	373,897,250	33,992,322	9.09%	6.00%	151.53%	308,289,133	22,172,410	7.19%	7.00%	102.75%
MIDDLE EAST	317,253,417	3,937,068	1.24%	2.00%	62.05%	276,489,639	13,119,830	4.75%	2.00%	237.26%	295,176,380	20,217,909	6.85%	2.00%	342.47%
UNITED STATES (DOMESTIC)	1,874,230,488	446,669,061	23.83%	No Goal		2,251,364,488	491,006,839	21.81%	No Goal		2,392,233,439	533,182,877	22.29%	No Goal	
<b>TOTAL</b>	<b>4,354,262,841</b>	<b>571,105,191</b>	<b>13.12%</b>	<b>11.00%</b>	<b>119.24%</b>	<b>4,813,353,591</b>	<b>634,315,846</b>	<b>13.18%</b>	<b>11.50%</b>	<b>114.59%</b>	<b>4,838,904,528</b>	<b>686,592,586</b>	<b>14.19%</b>	<b>12.00%</b>	<b>118.24%</b>

1. The data is obtained from the Federal Procurement Data System (FPDS), and the dollars reported are figures for obligations.
2. Overseas contracts started to be included in the SBA Scorecard calculations in FY16. Prior to FY16, only domestic contracts were included in the SBA Scorecard calculations.



# WORLDWIDE SMALL BUSINESS INDICATOR REPORT (SBI)

## DOMESTIC – Bureaus & Independent Offices

### FY17-18 as of 9/30/18

GREEN: 100% YELLOW: 70.00% - 99.99% RED: 0.00% - 69.99%	FY17					DOMESTIC - Bureaus & Independent Offices FY18 as of September 30, 2018				
	Total Dollars	SB Dollars	SB%	Goal	% to Goal	Total Dollars	SB Dollars	SB%	Goal	% to Goal
Africa	10,405,138	6,123,812	58.85%	15.00%	392.36%	10,274,107	6,182,596	60.18%	10.00%	601.76%
Asia	7,805,886	2,670,858	34.22%	20.00%	171.08%	6,566,682	2,563,523	39.04%	21.00%	185.90%
BFS	31,373,535	23,882,120	76.12%	60.00%	126.87%	11,762,062	7,867,433	66.89%	65.00%	102.90%
DCHA	446,312,721	37,768,601	8.46%	15.00%	56.42%	376,214,328	32,426,477	8.62%	10.00%	86.19%
E3	96,544,458	43,106,445	44.65%	35.00%	127.57%	120,405,472	54,594,381	45.34%	35.00%	129.55%
Europe & Eurasia	7,277,200	2,542,898	34.94%	20.00%	174.72%	12,270,755	975,191	7.95%	21.00%	37.84%
GDL (LAB)	29,592,516	23,977,985	81.03%	No Goal		38,981,899	30,068,462	77.13%	No Goal	
Global Health	1,272,911,906	153,902,883	12.09%	8.00%	151.13%	1,422,139,612	154,705,850	10.88%	9.00%	120.87%
HCTM	19,722,766	19,964,310	101.22%	28.00%	361.52%	29,644,280	12,829,643	43.28%	30.00%	144.26%
LAC	13,639,433	8,511,811	62.41%	25.00%	249.62%	7,802,393	2,397,081	30.72%	26.00%	118.16%
Management	232,477,429	104,594,505	44.99%	45.00%	99.98%	210,874,277	131,785,487	62.49%	45.00%	138.88%
Middle East	19,332,009	9,145,422	47.31%	20.00%	236.54%	47,818,826	36,616,378	76.57%	21.00%	364.63%
OAPA	5,046,489	4,735,843	93.84%	25.00%	375.38%	4,458,436	4,066,640	91.21%	26.00%	350.82%
OIG	14,231,826	9,015,635	63.35%	50.00%	126.70%	14,549,154	8,351,423	57.40%	50.00%	114.80%
PPL	30,919,304	30,486,782	98.60%	60.00%	164.34%	30,196,189	29,415,141	97.41%	60.00%	162.36%
Security	8,701,560	7,041,288	80.92%	75.00%	107.89%	8,794,342	7,603,335	86.46%	75.00%	115.28%
<b>UNITED STATES (DOMESTIC)</b>	<b>2,252,050,993</b>	<b>491,693,339</b>	<b>21.83%</b>	<b>No Goal</b>		<b>2,392,233,439</b>	<b>533,182,877</b>	<b>22.29%</b>	<b>No Goal</b>	

1. The data is obtained from the Federal Procurement Data System (FPDS), and the dollars reported are figures for obligations.
2. Negatives represents when the cumulative deobligations exceed the cumulative obligations for the bureau or independent office.



# WORLDWIDE SMALL BUSINESS INDICATOR REPORT (SBI) PILOT MISSIONS FY17-18 as of 9/30/18

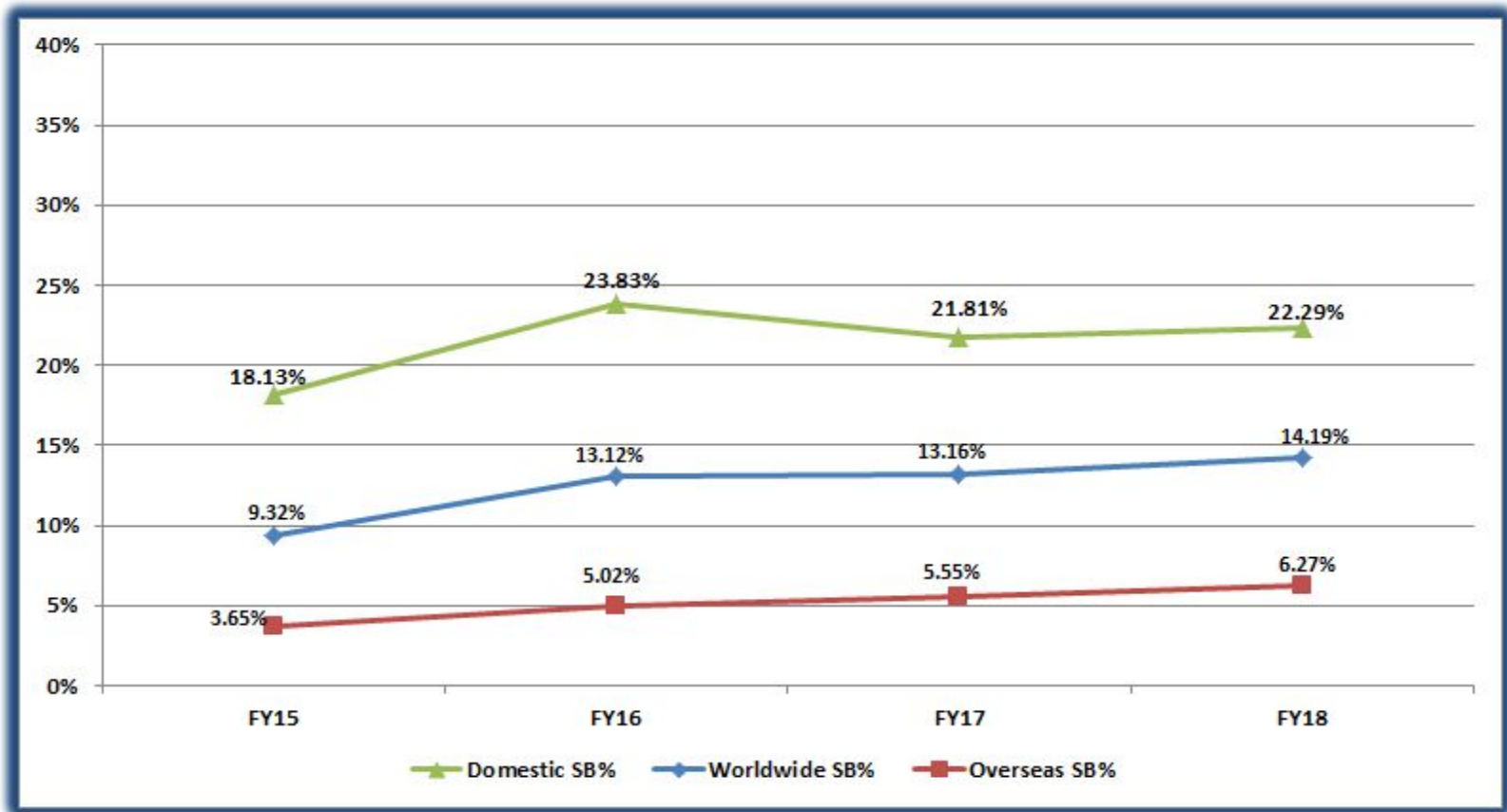
COUNTRY	WORLDWIDE SMALL BUSINESS INDICATOR REPORT (SBI) PILOT MISSIONS FY18 as of September 30, 2018				% ACHIEVED TOWARDS INDIVIDUAL SB GOAL
	Total Dollars	SB Dollars	SB%	Goal	
BANGLADESH	43,064,854	3,536,256	8.21%	5.00%	164.23%
BOSNIA AND HERZEGOVINA	17,022,155	6,880,194	40.42%	20.00%	202.10%
GHANA	55,506,585	1,760,682	3.17%	3.00%	105.73%
GUATEMALA	42,740,551	5,388,074	12.61%	15.00%	84.04%
HONDURAS	51,289,201	3,539,903	6.90%	13.00%	53.09%
JORDAN	87,509,024	1,564,000	1.79%	2.00%	89.36%
LIBERIA	32,284,284	5,349,234	16.57%	10.00%	165.69%
MOROCCO	12,836,187	3,713,732	28.93%	18.00%	160.73%
PAKISTAN	49,609,564	11,387,122	22.95%	2.00%	1147.67%
PERU	17,137,965	786,367	4.59%	20.00%	22.94%
PHILIPPINES	38,949,166	9,882,515	25.37%	6.00%	422.88%
TANZANIA	95,608,192	11,369,682	11.89%	6.00%	198.20%
UGANDA	92,536,348	4,561,752	4.93%	6.00%	82.16%
UKRAINE	52,992,017	(1,044,332)	-1.97%	2.00%	-98.54%
VIETNAM	39,805,124	7,164,136	18.00%	16.00%	112.49%
ZAMBIA	22,180,649	2,799,999	12.62%	2.00%	631.18%

1. The data is obtained from the Federal Procurement Data System (FPDS), and the dollars reported are figures for obligations.
2. Negatives represents when the cumulative deobligations exceed the cumulative obligations for the region



# WORLDWIDE SMALL BUSINESS INDICATOR REPORT (SBI) SUMMARY FY15-18 as of 9/30/18

FY	Domestic SB%	Worldwide SB%	Overseas SB%
FY15	18.13%	9.32%	3.65%
FY16	23.83%	13.12%	5.02%
FY17	21.81%	13.16%	5.55%
FY18	22.29%	14.19%	6.27%





## Issues with USAID's SBA Scorecard for FY 2017

- ❖ USAID had its best performance ever in prime contracting to SBs (worldwide dollars and percentages) yet still received a “C” on its scorecard
- ❖ New scorecard methodology reduced prime contracting from 80% to 50% of the grade
- ❖ New methodology doubled the importance of subcontracting (went from 10% to 20% of grade) and USAID accomplishment declined from 26.7% to 16.9%
- ❖ USAID accomplishment in the new “number of small business partners” category was impacted due to agency consolidation of SB awards
- ❖ Final USAID grade was 89.2%, just slightly below a “B” grade





# FY17 SBA Scorecard

## Comparing FY17 Results using FY16 Methodology

### Prime and Subcontracting Grading Scale:

**A+**  $\leq 150\%$  but  $\geq 120\%$

**B**  $< 100\%$  but  $\geq 90\%$

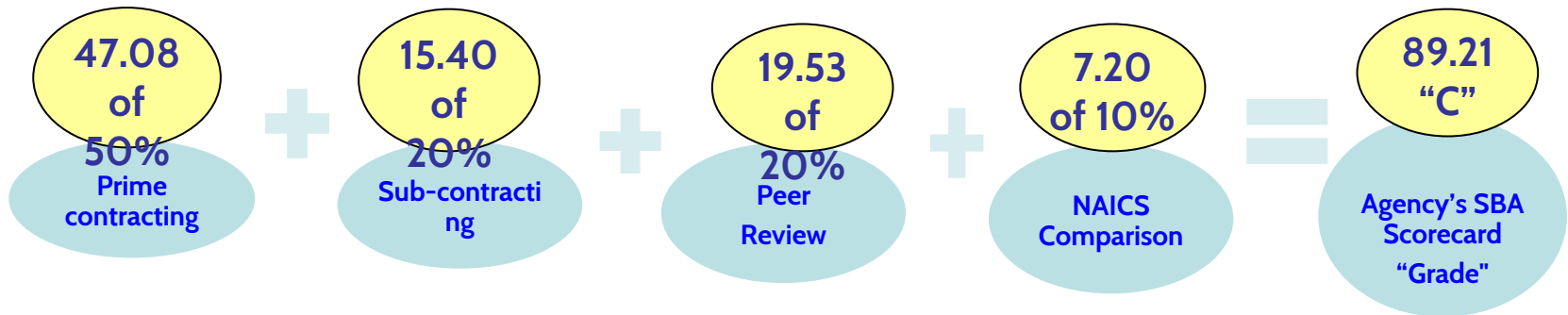
**D**  $< 80\%$  but  $\geq 70\%$

**A**  $< 120\%$  but  $\geq 100\%$

**C**  $< 90\%$  but  $\geq 80\%$

**F**  $< 70\%$

### FY 2017 Results:



### FY 2017 Results using FY 16 Methodology:





## OSDBU Priorities for FY 2019

- ❖ Manage strategic relationships with USAID senior leadership and Management Bureau including M/OAA; also Transformation team including EPPR
- ❖ Utilizing expanded SOAR process to expand the footprint of SB
- ❖ Actively participate in USAID Transformation (EPPR) and enhanced Public Engagement
- ❖ Increased Partner Engagement including further interaction at the Bureau level
  - SB Vendor Outreach Session on EPPR in November
  - Worldwide CO conference tentatively scheduled for January 2019
  - USAID 12<sup>th</sup> Annual SB Conference scheduled for late spring 2019
- ❖ New OSDBU Senior Program Manager will likely join us in the Fall



## OSDBU Priorities for FY 2019

- ❖ Continued focus on overseas Missions use of U.S. small businesses in their acquisitions
  - ✓ Expansion of Mission Small Business Goaling program to an additional 15 missions in FY 2019; at least 30 missions will then have goals; plan is to double again in FY 2020
  - ✓ Increased communications with the field (OSDBU Newsletter, webinars, etc.)
  - ✓ Continuing SB Programs training at select missions (El Salvador (LAC) and Haiti by January; several African missions in 2019)
- ❖ Increased focus on SB subcontracting and new partners (scorecard emphasis)
- ❖ Mitigating the detrimental impact of Category Management
- ❖ Continue to support Small Business Applied Research (SBAR) Program
- ❖ Expand and promote SB Market Analysis & Research Tool (SB-MART)



## Category Management and Impact on SB

- ❖ Category Management (CM) is an OMB/GSA acquisition initiative that leverages volume purchasing across government agencies with a goal of reducing costs
- ❖ Agency spend is divided into 3 Tiers:
  - ✓ Tier 3, Best in Class (BIC)
  - ✓ Tiers 2 and 1, Well Managed
  - ✓ Tier 0, Unmanaged
- ❖ Government-wide CM goals for FY 18 were 35% BIC and decreasing unmanaged spend by 20%
- ❖ OASIS is primary BIC solution for Professional Services category; On-ramping solicitation for OASIS SB Pool 1 is out, responses due [November 8th](#)
- ❖ President's Management Agenda requires CFO Act Agencies to achieve both their CM objectives and their SB contracting goals
- ❖ OMB is working closely with SBA and agency OSDDBU's to ensure that as CM principles are implemented effectively, agencies continue to focus on meeting their SB contracting goals



## Small Business Applied Research Program (SBAR)

- ❖ A field-based initiative designed to meet USAID's development objectives through technology, products, and services offered by U.S. small businesses
- ❖ Potential partners include Small Business Innovation Research Phase 2 graduates and existing USAID SB partners
- ❖ Two step solicitation process conducted under BAA procedures: (1) concept paper, and (2) full proposal
- ❖ First round in evaluations. Second round solicitation anticipated release date: November/December 2018. Pre-proposal conference: Jan 2019
- ❖ Sectors included in Round Two: Water, Agriculture, Energy, Mobile Communications Technology, Global Health, and Stability



## SB Market Analysis & Research Tool (SB-MART)

- ❖ USAID acquisition & technical staff use SB-MART as a market research tool to help them identify SBs and Minority Serving Institutions (MSIs) with the expertise and capabilities to perform on USAID A&A requirements
- ❖ Efficient, searchable system with relevant market research collected on existing partners and potential new partners
- ❖ SB-MART allows SBs and MSIs interested in working with USAID to provide their company/institution profiles and capabilities
- ❖ Small businesses are required to provide annual updates to ensure SB-MART information is timely and current.
- ❖ Participation in SB-MART is not mandatory. USAID acquisition and technical staff are still encouraged to use other market research tools: Sources Sought Notices, Request for Information, SBAIC website, GSA Discovery, etc.
- ❖ [www.sbmart.usaid.gov](http://www.sbmart.usaid.gov)



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## OSDBU Points of Contact:

**Mauricio Vera, Director**

**[mvera@usaid.gov](mailto:mvera@usaid.gov)**

**Kimberly Ball, Deputy Director**

**[kball@usaid.gov](mailto:kball@usaid.gov)**

**Teneshia Alston**

**SB Goaling & Outreach Program Manager**

**[talston@usaid.gov](mailto:talston@usaid.gov)**