August 2014 Small Business Set-Aside Results

• MONTHLY SNAPSHOT
  – 3,244 eBuy small business set-asides (26.4%) were created from 12,287 RFQs
  – This represents a 2.1% decrease from the prior month’s percentage of 28.5%

• CUMULATIVE SNAPSHOT
  – Between April 2012 and August 2014, 40,906 eBuy small business set-asides (22.7%) were created from 180,564 RFQs
  – This represents a 0.3% increase from the prior month's cumulative total of 22.4%
Number of Set-Aside RFQs in eBuy from April 1, 2012 - August 31, 2014

- Navy, 5,789
- Army, 5,802
- Air Force, 5,670
- Interior, 1,542
- Agriculture, 1,076
- Commerce, 1,098
- Department of Defense, 3,002
- Energy, 382
- Health and Human Services, 1,669
- Homeland Security, 1,601
- Housing and Urban Development, 58
- Justice, 986
- Labor, 372
- State, 237
- Transportation, 159
- VA, 8,324
- Other, 905
- GSA, 766
- NSF, 28
- NASA, 220
- NRC, 20
- OPM, 127
- SBA, 135
- SSA, 93
- EEOC, 8
- EPA, 327
- Treasury, 410

Total: 14,655
Number of Set-Aside RFQs in eBuy from April 1, 2012 - August 31, 2014

Agency

- AID
- USDA
- Commerce
- Department of Defense
- Education
- Energy
- HHS
- DHS
- HUD
- Justice
- Labor
- State
- DOT
- VA
- Air Force
- Army
- Interior
- Navy
- Treasury
- EPA
- EEOC
- GSA
- NASA
- NSF
- NRC
- OPM
- SBA
- SSA
- Other

Number of RFQs

- 8,324
- 5,670
- 5,802
- 5,789
- 1,669
- 1,098
- 1,076
- 3,002
- 986
- 82
- 58
- 372
- 237
- 159
- 1,601
- 382
- 8
- 410
- 327
- 766
- 220
- 28
- 20
- 127
- 135
- 93
- 905
- 31
Number of Set-Aside RFQs in eBuy from April 1, 2012 - August 31, 2014 (Department of Defense Only)

<table>
<thead>
<tr>
<th>Agency</th>
<th>Number of RFQs</th>
</tr>
</thead>
<tbody>
<tr>
<td>Air Force</td>
<td>5,670</td>
</tr>
<tr>
<td>Army</td>
<td>5,802</td>
</tr>
<tr>
<td>Navy</td>
<td>5,789</td>
</tr>
<tr>
<td>Department of Defense</td>
<td>3,002</td>
</tr>
</tbody>
</table>
Utilization Rate

eBuy Set-Aside Utilization from April 1, 2012 - August 31, 2014

Average: 22.7%

Agency
eBuy Set-Aside Utilization from April 1, 2012 - August 31, 2014 (Department of Defense Only)

- Air Force: 20.0%
- Army: 23.1%
- Navy: 21.0%
- Department of Defense: 24.9%
eBuy Set-Aside Utilization from April 1, 2012 - August 31, 2014 (Civilian Agencies Only)

Utilization Rate

Agency

AID 19.6%
USDA 19.2%
Commerce 23.2%
Education 28.5%
Energy 20.3%
HHS 18.9%
DHS 45.7%
HUD 26.0%
Justice 21.9%
Labor 22.8%
State DOT 21.4%
VA Interior 26.6%
Treasury EPA 24.8%
GSA EEOC 14.8%
NASA NSF 10.7%
NRC NRC 9.9%
OPM SBA 20.1%
SBA SSA 10.9%
August 2014 RFQ volume is 8% higher than August 2013 volume.
These five agencies represent 67.0% of the Set-Aside volume for the month of August.

<table>
<thead>
<tr>
<th>Agency</th>
<th>August Set-Asides</th>
</tr>
</thead>
<tbody>
<tr>
<td>Department of Veterans Affairs</td>
<td>707</td>
</tr>
<tr>
<td>Department of the Navy</td>
<td>484</td>
</tr>
<tr>
<td>Department of the Air Force</td>
<td>460</td>
</tr>
<tr>
<td>Department of the Army</td>
<td>354</td>
</tr>
<tr>
<td>Department of Defense (Office of the Secretary of Defense)</td>
<td>194</td>
</tr>
</tbody>
</table>
Number of eBuy Set-Aside RFQs by Socioeconomic Program

- 8(a): 539
- HUBZone: 524
- SDVOSB: 2,465
- Small Business: 37,032
- EDWOSB: 13
- WOSB: 346
## Set-Asides by Socioeconomic Program

<table>
<thead>
<tr>
<th>Socioeconomic Program</th>
<th>Number of Set-Asides</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>37032</td>
</tr>
<tr>
<td>SDVOSB</td>
<td>2465</td>
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<tr>
<td>8(a)</td>
<td>539</td>
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<tr>
<td>HUBZone</td>
<td>524</td>
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<tr>
<td>WOSB</td>
<td>346</td>
</tr>
<tr>
<td>EDWOSB</td>
<td>13</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>40,919</strong></td>
</tr>
</tbody>
</table>
Demographics of eBuy Set-Aside RFQs from April 1, 2012 – August 31, 2014

eBuy Set-Aside RFQs by DoD and Civilian Agencies

Total Set-Asides = 40,919
DoD = 20,263
Civilian = 20,656

eBuy Set-Aside RFQs by DoD and Civilian Agency

Top 5 Agencies Represent 81.6% of the Total Set-Aside RFQ Volume

<table>
<thead>
<tr>
<th>Top 5 Agencies</th>
<th>Volume</th>
</tr>
</thead>
<tbody>
<tr>
<td>DoD</td>
<td>20,263</td>
</tr>
<tr>
<td>VA</td>
<td>8,324</td>
</tr>
<tr>
<td>HHS</td>
<td>1,669</td>
</tr>
<tr>
<td>DHS</td>
<td>1,601</td>
</tr>
<tr>
<td>Interior</td>
<td>1,542</td>
</tr>
</tbody>
</table>
Tools

To encourage the workforce to increase usage of the 1331 set-aside tool:

- Guidance material
  - www.gsa.gov/schedulesandsbgoals
  - Set-aside FAQs at http://www.gsa.gov/portal/content/113371
  - Blog articles at http://interact.gsa.gov/groups/multiple-award-schedules
  - Schedules news and training at http://www.gsa.gov/masnews
Tools

To encourage the workforce to increase usage of the 1331 set-aside tool:

- Training opportunities: [http://www.gsa.gov/masnews](http://www.gsa.gov/masnews)
  - Live Webinars held twice monthly
  - Online Training on FAITAS and the DAU Virtual Campus, available 24/7
    - Basic Contracting for GSA Schedules (FAC 023)
    - GSA Schedules and Small Business (FAC 027)
    - GSA Schedules eBuy (FAC 037)