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This document includes the following useful reference material for USPS contractors who are required to submit semi-annual subcontracting reports and USPS employees who review and approve the submitted reports.

- Sample problems requiring correction
- Solutions to correct those problems identified
- Definitions of terms and acronyms found on reports
- Resources such as links to locate required codes and business classifications
- Link to e-mail the SCRMS Help Desk
- Sample completed reports for \$0 and multi-page report
- Sample downloadable report template available in SCRMS and tips for completing it

NOTE: This guide only addresses common errors found on subcontracting reports and how to avoid or correct them. A complete training course regarding SCRMS is available when you log into the application.



Below are some reasons why a subcontracting report may be rejected upon review by the USPS Contracting Officer and consequently require prompt correction(s) and resubmission by the supplier to be compliant with this federal requirement. These tips are being provided to hopefully avoid any rejections. However, if a report is returned for correction, this document can also be used as a reference to properly resubmit the semi-annual report.

			Problem			Solution									
Dollars are being reported under either the Directed or Allocated column, but the #SubKs for the subcontractor listed with spend is left blank or has a zero.								If spend is reported for any subcontractor, there must be at least a "1" in the #SubKs field indicating the number of actions (e.g., subcontracts, purchase orders, checks, etc.) that were issued to the company that represent the amount reported.							
# SubKs NAICS Codes & Allocated \$ Directed Allocated								<u># SubKs</u>	NAICS Codes	Total of Direct & Allocated \$	Directed	Allocated			
	0	321113	\$5,463	\$5,46	3 \$0	D		1	321113	\$ 5,463	\$5,463	\$0			
Dollar has a	s are NOT be 1 or higher nu	ing reported for a umber.	a particular subo	contractor, but	the #SubKs field	d	Re spe the cor	move the numl end reported du semi-annual r mpany will stay	ber from the #SubK uring the period. Th eport (when both th in the database so	is field for any com his will remove the he dollar and #Sub hat it can be add	pany listed that subcontractor co ks fields are bla ed if necessary	does not have ompletely from nk), but the to a future report	t.		
	# SubKs NAICS Codes & Allocated \$ Directed Allocated 1 321113 \$575 \$575 \$0							<u># SubKs</u>	NAICS Codes	Total of Direct & Allocated \$	Directed	Allocated			
		238220	238220 \$0 \$0 \$0					1	321113	\$575	\$575	\$0			
	1	236210	\$88,250	\$88,250	\$0]	1	236210	\$88,250	\$88,250	\$0	•		
Companies used in a previous report appear on a list for the current semi-annual report as a convenience for suppliers completing the report in case those companies were used again. If there was spend for any of the ones listed, the supplier can just enter the current period's amount as well as the #SubKs. However, when any of the subcontractors listed does not have spend for the previous six months, simply leaving both the #SubKs and the Directed and Allocated spend fields blank will leave the companies without spend off the current report. In the example, the second line has a company listed with 1 #SubKs, but no spend. If there was no spend, remove the "1" so that the company name drops off the report.											-				



Problem	Solution							
The amount entered in the Allocated column should be in the Directed column.	Refer to the "Definitions" on Page 6 to understand the difference between Direct and Allocated spend.							
# SubKsNAICS CodesTotal of Direct & Allocated \$DirectedAllocated1236210\$88,555\$0\$88,555	 Direct spend is the most commonly reported. If direct spend is not applicable, suppliers should consider reporting allocated spend instead of simply submitting a \$0 report. Allocated spend is the result of a calculation as shown on the Definitions page. If you not perform this calculation, the spend is likely Direct spend. 							
The same amount of spend is entered in both the Directed and Allocated columns.	Refer to the "Definitions" on Page 6 to understand the difference between Direct and Allocated spend.							
Total of Direct & Allocated \$DirectedAllocated\$30,000\$15,000\$15,000	Total of Direct & Allocated \$DirectedAllocated\$15,000\$15,000\$0							
It is unlikely for the exact same amount of spend to be both direct and allocated. This likely error should catch the USPS reviewer's attention and result in a rejected report and a request to the supplier for a correction. If the spend is in both columns, the total reported will be double the amount of the actual spend.	After identifying the type of spend, enter the amount in only one of the columns. Your total will automatically adjust to show the correct amount of total spend for that subcontractor.							
Amounts are entered in both the Directed and Allocated columns.	Refer to the "Definitions" on Page 6 to understand the difference between Direct and Allocated spend.							
Total of Direct & Allocated \$DirectedAllocated\$538,725\$38,725\$500,000	It is acceptable to report spend for both directed and allocated in the same report, but be sure to understand the source of the data that is being reported. For example, one of the spend amounts should not be a portion of the other one being reported. In other words, do not mistake Allocated as a total of something such as an established goal, the							
When a contracting officer or other USPS approver review a report with spend similar to the above that shows a large general amount of Allocated spend with a smaller specific amount of directed spend for the same subcontractor, the reviewer is likely to contact the supplier's contact to confirm that the spend types are fully understood.	words, do not mistake Allocated as a total of something such as an established goal, the sum of payments received from the USPS, or the total value of a contract your company issued to a subcontractor, etc.; while reporting the direct spend as the amount spent from that total. Although this error is not common, it has occurred a few times and we need to avoid it. Assistance is available via the USPS SCRMS Help Desk at <u>SCRMS@usps.gov</u> .							

Problem	Solution					
Even when a selection has been made for a Minority-owned or Woman-owned business classification, a business size selection is also required. All subcontractors' records must indicate whether the company is a Small or Large business size. It cannot be both and it cannot be left blank, as shown below.	If you do not know the business size, ask the subcontractor to provide that information. If the subcontractor is not sure, there is a website from the Small Business Administration that has a convenient tool that only requires two entries to questions about 1) the NAICS code for the industry (and there is a convenient link to search for the industry code by keyword); and then depending on the industry the only other input required is either the average 2a) number of employees OR 2b) annual revenue/receipts. Upon entry of these two items, the tool immediately indicates whether it is a small business or not. To access the tool, go to https://www.sba.gov/tools/size-standards-tool?ms=nid4060 . Once you know the business size, you can easily update the profile for that company in SCRMS by following these steps: Go to SubK Diverse Suppliers from the Main Menu. Select the one from the list or search for the company if you prefer. Click the pencil icon to edit the profile. A Check the box for either Small or Large Business. Select only one of these, not both. If the company is also Minority-owned and/or Woman-owned, please be sure to make those selections too. These entries are very important for this reporting requirement 					
The main purpose of this reporting requirement (for recipients of major federal government contracts totaling \$500,000 or more) is to identify the number and value of subcontracts awarded to small businesses and those companies or independent contractors that can be classified as minority-owned or woman-owned businesses. There are no exceptions to the reporting requirement, and all subcontracts should be identified including those that are awarded to large businesses. Many times the classification of minority-owned or woman-owned business is indicated on a report but it is missing the size. These businesses can be either small or large, but one size must be indicated for all subcontractors listed.	Supplier Information *Company Name: Diamond Lil Cafe Contact Name (First Last): Contact Name (First Last): *Classification: Image Small Business (Select all that apply.) Image Munority Business Image Business Image Business Image Busin					
Subcontracts are listed but the NAICS code is missing. NAICS (North American Industry Classification System) codes are used to identify the types of industries benefiting from the subcontracts.	NAICS codes can be selected from the profile screen. You will find the option after selecting the SubK Diverse Suppliers link from the Main Menu where your subcontractors' records are stored in SCRMS. A link will let you easily search for the industry and add the NAICS code associated with the subcontractor. Multiple codes can be added if they apply. NAICS Code Add NAICS Codes Remove NAICS Codes 238220: Plumbing, Heating, and Air-Conditioning Contractors					

Problem			Solution						
The amount of spend reported in one semi-annual roone year. Semi-annual reporting is supposed to be for activity For example, the report due by October 15 th should previous April through September. USPS contractor on the 1 st day of each semi-annual period. Below is a sample calendar that is included in the sy	eport is for a perio during the previou include spend dat s get 15 calendar ystem reminders s	od greater than us six months. ta from the days beginning ent by SCRMS.	If a supplier identifies a mistake made during one six-month reporting period (after the period has closed), the supplier can make corrections or include inadvertently omitted data during the following reporting period (as long as it falls within the same fiscal year) by providing a cumulative report and entering comments indicating the months that are part of the adjustment. Additionally, if the spend was overstated in a prior period of the same fiscal year, please note that negative numbers can be entered where the spend data is entered to subtract the over-reported amount. The following option is available in SCRMS when preparing a subcontract report. This example would be for a report due in April that also has data corrections from the previous six months. The October report can have data corrected from the current FY year going back to October 1 of the previous fiscal year.						
USPS Semi-Annual Spend Data Reported for Reporting Period the following Months	SCRMS Open for Reporting	Reporting Due Date	NOTE: If a cumulative report, Include Adjustments						
1 October 1 - March 31	April 1 - 15	April 15	Comment and in the "Comment" section,						
2 April - September 30	October 1 - 15	October 15	included in the submission:						
			data from January 2018.						
The amount reported as subcontracting spend is group USPS contract or project.	eater than the am	ount of the	Refer to the "Definitions" on Page 6 to understand the terms related to the subcontract activity that needs to be reported.						
Suppliers required to submit a semi-annual subcontr subcontract activity related to a specific contract with \$500,000 that the United States Postal Service awa requirement is based on committed value not the tot If the USPS awarded a contract to a supplier in the subcontracted amount should only be a portion of th subcontract spend should be attributable to the part subcontracted amount reported should not be the sa supplier received from the USPS.	ract report must of h a current value of rded to the compa- tal of payments. amount of \$1,500 he contract's total icular contract. Th ame or greater tha	nly report of at least any. The ,000, the value. The e an what the	Ensure that the amount of subcontracting activity reported is only that which is applicable to the specific USPS contract or project number indicated for the report within SCRMS. Most suppliers submit data based on the number of payments made by the USPS supplier to its subcontractors during the previous months (currently six) that are part of the reporting period. Although it can be submitted based on commitments via purchase orders and other agreements, make sure not to report both. Either report the commitments or the payments resulting from those commitments.						
The Excel template downloaded from SCRMS is pa allow users to view the full name of the subcontracto	ssword protected ors added to the v	and does not vorksheet.	The software company has protected the file to ensure that it will easily upload when completed. The USPS does not have the password to unprotect it. However, you can create an unprotected copy by copying the cells of the entire report from top left to bottom right and then pasting those cells with formatting on another blank worksheet. To see a copy of the template, which is mostly used by companies with a large number of subcontractors to report, see Page 9.						



Definitions

Subcontract

Any agreement (other than one involving an employer/employee relationship) entered into by a US Postal Service contractor or subcontractor calling for products or services required for performance of the contract or subcontract.

Direct Subcontracting

Directly attributable subcontract spend activity within the USPS contract reporting period for each specific agreement calling for products or services.

Allocable (indirect) Subcontracting

Allocable contracting activity is derived from indirect cost information. Allocable subcontracting activity is any expenditure (other than a direct contract or purchase) by the supplier which can be associated with the contract in accordance with Generally Accepted Accounting Principles (GAAP).

Indirect subcontract spend activity within the USPS contract reporting period for each specific agreement calling for products or services as calculated using the following: (U / R) x (TIS) = AS

- U = Total of USPS funds paid against a specific contract agreement during a reporting period "Supplier A"
- **R** = Total Revenue within reporting period for "Supplier A"
- TIS = Total Indirect Subcontract spend activity within reporting period
- AS = Allocable Subcontracting within reporting period

Number of Subcontracts (#SubKs)

Total number of subcontracts (direct awards, indirect awards, and/or purchases) and modifications made during the applicable period. This would include allocable transactions made by the supplier attributable to the USPS contract during the reporting period for each specific agreement calling for products or services.

Actions

Business category counts based on the number of subcontracts identified for each subcontractor. The Supply Chain Relationship Management System (SCRMS) will calculate Actions for the period total based on the figures entered into the "#SubKs" fields. Multiple business categories may apply to a subcontractor. (Dee business category and classification definitions below.)

Business Category:

Size Classifications: Large Business - LB Small Business - SB

Diversity Classifications:

Minority-owned Business - MB Woman-owned Business - WB



Resources

The following websites will help you find the correct codes and business classifications that are required for completing the subcontracting reports. The last link will provide you an e-mail address for any additional assistance you may need.

NAICS Codes (The North American Industry Classification System)

This site allows you to search for the NAICS code by entering a key word such as Roofing, Furniture, Cleaning Services, etc.

Small vs. Large Business Determination Link to a PDF file with a table of the Small Business Administration's size standards based on a list of NAICS codes along with industry classifications. A value higher than the standard shown for each Industry is considered a Large business. Additional information and file formats are available at the <u>SBA Website</u>.

<u>SBA Size Standards Tool</u> (To quickly identify business size as determined by the <u>Small Business Administration</u>.) Easy to use tool requires only two entries prior to providing a company its business size.

- 1. You will need your NAICS code, but it provides a link to the NAICS lookup site.
- 2. Depending on the industry associated with the NAICS code, you will either need to know the company's average annual revenue (normally services and construction industries) OR the average number of employees (normally manufacturing and supply industries.)

Minority-Owned and Woman-Owned Business Determination These definitions can be found under the USPS *Supplying Principles and Practices*, Page 140 of the PDF file available through the link. For other information regarding our manuals and publications, visit <u>USPS.com</u>.

<u>ZIP+4 Code Lookup</u> You can use this tool to quickly find a ZIP Code.

SCRMS@usps.gov You can use the e-mail address to submit any questions or report any issues to the SCRMS Help Desk.



Sample Reports

Sample \$0 Report

	Subcontractor Mar	agement					Subcontra	actor Manage	ement				
			01/11/2017									01/11	/2017
	Total of Direct & Allocated: Total: Direct:	Number Subcontracts: Total Allocated:				Total of Direct	ct & Allocated:	<u>\$745,775</u> <u>\$745,775</u>		Number Subcontracts: Total Allocated:	<u>18</u> \$0		
Supplier's Name: ABC COMPANY, INC. Contract Number: 123458-17-B-4321.	NEGOTIATED GOAL	S PERIOD TOTAL	CUMULATIVE TO PLAN	Supplier's Name: RELIABLE (Contract Number: 4ABCDE-1	CONSTRUCTION CO. 7-B-0101		NEGO	TIATED GOALS	PI	ERIOD TOTAL	CUMUL	ATIVE TO P	LAN
	Classification Dollars Perce	ntage Dollars Actions	Dollars Percentage			Classificati	on Dollar	s Percentag	je Dolla	rs Actions	Dollar	s Perc	entage
	Minority Owned \$0	0.00% \$0 0	0.00 %			Minority Own	ed	\$0 0.00	9% \$2	28,175	7 \$228	,175	0.00 %
	Woman Owned \$0	0.00 % \$0 0	0.00 %			Woman Own	ed	\$0 0.00)% \$2	21,825	4 \$22	,825	0.00 %
	Small Business \$0	0.00 % \$0 0	0.00 %			Small Busine	ss	\$0 0.00	96 \$7	01,522	15 \$70	,522	0.00 %
	Large Business \$0	0.00% \$0 0	0.00 %			Large Busine	55	\$0 0.00)% \$	44,253	3 \$4	,253	0.00 %
Contracting Officer's Name: Justin Nadal				Contracting Officer's Name	: Don Wright								
Reporting Year: 2016				Reporting Year: 2016									
Reporting Period: Oct - Dec				Reporting Period. Oct - De	<u>c</u>								
SUBCONTRACTOR INFORM	MATION	Contract-Specific	Business Category	<u>SUE</u>	SCONTRACTOR INFORM	MATION		Con	tract-Specific	2	Busines	is Category	
Name City, State ZIP + 4	# SubKs NAICS Codes Allocated	Directed Allocated Minor	ity <u>Woman</u> <u>Small</u> <u>Large</u>	Name	City, State ZIP + 4	<u># SubKs</u>	NAICS Codes	Total of Direct & Allocated \$	Directed	Allocated Min	ority Woman	<u>Small</u>	Large
Total:				AMERICAN TOOLS CO.	Greensboro, NC 27438-54	15 1	321113	\$5,463	\$5,463	\$0		×	
				BEST PLUMBING, LLC	Durham, NC 27517-73	34 1	238220	\$125,500	\$125,500	\$0	X	x	
				CONSTRUCTION EXPERTS, INC.	Raleigh, NC 27545-38	19 1	236210	\$88,250	\$88,250	\$0	< l	x	
				DIVERSIFIED FLOORING	Raleigh, NC 27628-69	63 2	238330	\$45,750	\$45,750	\$0	x x	х	
				DRYWALL PROS	Durham, NC 27077-45	54 1	238310	\$75,025	\$75,025	\$0		X	
				FOUR SEASONS HVAC CONTRACTING CO.	Raleigh, NC 27624-74	43 1	238220	\$137,731	\$137,731	\$0		x	
				GLOBAL ENGINEERING	Miami, FL 33184-334	14 1	541330	\$28,000	\$28,000	\$0	<		x
				HOME-BUILDING DEPOT	Greensboro, NC 27404-44	48 3	423840	\$808	\$808	\$0		~	×
				Total:	Chaper Hill, NC 27707-77	1 1	423830	\$9,950	59,950	\$0	× .	×	
						18		\$/45,/75	\$745,775	\$U	1 4	15	3
	Page 1 of 1			Note: All entries in this samp The totals assume another pa	le report were made up for illus age with additional subcontract	stration purposes ing activity.	Page 1 of only.	2					

Note: All entries on these sample reports were made up for illustration purposes only.



Sample Multi-Page Report (Page 1 only)

Sample Template

There is an option within SCRMS to download a template for completing your subcontracting report. This template once completed must be uploaded back into SCRMS so that the report can be submitted electronically as required. Normally, adding subcontractors manually is an easy process when there are only a few to list on a semi-annual report. The template download option is usually preferred and used by USPS contractors with a large number of subcontractors.

This template can be downloaded, and the completed report can be imported, from the Enter Spend Data section within the SubK Menu of the supplier's SCRMS Main Menu. Look for the following buttons.

Download Template

See Page 10 for tips to successfully complete and import your SubK report template in SCRMS.					
Subcontractor INFORMATION MACC Listed Utesta Contract-Specific Business Category Name City State ZIP-4 # Subks Codes Mance Allocated Minority Moran Small Name City State ZIP-4 # Subks Codes Mance Allocated Minority Moran Small complete and Import your SubK Import your SubK </td <td></td>					
Name City State ZIP+4 # SubKs Codes (Minority Minority Monan Small tips to successfully complete and import your SubK report template in SCRMS. Image: City State ZIP+4 # SubKs Codes (Minority Minority Monan Small SCRMS. Image: City State ZIP+4 # SubKs Codes (Minority Monan Small	Business Category				
tips to successfully complete and import your SubK report template in SCRMS.	Laraeleenneled				
inport of successfully complete and import your SubK report template in SCRMS. 000 000 000 Import your SubK report template in SCRMS. 000 000 000 000 Import your SubK report template in SCRMS. 000 000 000 000 Import your SubK report template in SCRMS. 000 000 000 000 Import your SubK report template in SCRMS. 000 000 000 000 Import your SubK report template in SCRMS. 000 000 000 000 Import your SubK report template in SCRMS. 000 000 000 000 Import your SubK report template in SCRMS. 000 000 000 000 Import your SubK report template in SCRMS. 000 000 000 000 Import your SubK report template in SCRMS. 000 000 000 000					
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import your SubK report template in SCRMS.					
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report template in SCRMS.					
report template in SCRMS.					
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Import Subk Report

Tips for Correctly Completing the SCRMS Subcontracting Report Template

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2	Name	City	State	ZIP + 4	# SubKs	Codes	(inio Purpose Only)	Direct	Allocated	Minority	Woman	Small			
3	Johnny's Machine Co.	Anvtown	VA	22031	1	33271	1058.00	1058.00				Yes			
4	Specialty Manufacturing	Braddock	TN	51248-8	2	33271	4236.48	4236.48			Yes	Yes			
5	Annodizers Inc.	Catapult	TX	71563	1	33281	440.00	440.00				Yes			
6	Acme Hardware Inc.	Schaumsbur	IL	81645	1	33251	852.00	852.00		Yes			Yes		
7	Pete's Printers	Barlow	VA	22054	2	32311	268.22	268.22				Yes			
8	Janice's Cleaning Servi	Brightown	VA	22014-6	1	81141	580.00		580.00	Yes	Yes	Yes			
9	Allright Packaging Co.	Standardsvil	MD	23901	1	32221	3259.91		3259.91			Yes			
10	Computers R Us	Localtown	VA	22050-5	1	51821	1220.00		1220.00			Yes			
11	Accountants Plus	Washington	DC	20060-5	1	52232	600.00		600.00		Yes		Yes		
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