

Strategic Sourcing: How to Get the Quality, Value and Convenience You Need

Presented by:

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and
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Seminar Objectives

Seminar participants will understand:

- The AbilityOne Program and the benefits it provides
- The broad range of AbilityOne products that meet your quality and delivery requirements at a fair market price
- How to use the various ordering and delivery channels for AbilityOne products

The AbilityOne Team

- **Federal personnel**
- **Committee for Purchase**
 - Independent Executive Branch Agency
- **Central Nonprofit Agencies (CNAs)**
 - National Industries for the Blind (NIB)
 - NISH (serving people who have other severe disabilities)
- **State and Private Nonprofit Agencies (NPAs)**

How does AbilityOne work with Federal Customers?

- Federal Government is the AbilityOne Customer
- Partner with Federal customers to increase customer satisfaction and loyalty, and become their preferred source for products and services
- Increase customer satisfaction
 - Responsiveness, consistency, reliability, quality, timeliness, and price
- Establish collaborative plans

Benefits to the Federal Government

- Quality products and services, on-time delivery
- Fair market prices, best value procurement
- National network of solutions providers
- Long-term relationships
- Moral satisfaction in helping people to help themselves

Over 3,200 Off-the-Shelf “Commodity” Products

- Chemical Supplies
- Cleaning Products
- Clocks
- Clothing
- Computer Accessories
- Disposable Paper Products
- Furniture
- Kitchen & Breakroom Supplies
- Mattress & Bedding
- Medical Supplies
- Office Supplies
- Paint & Accessories
- Personal Care & Safety
- Picture Frames
- Shipping & Packaging Supplies
- Writing Instruments

“Green” Products

- Biodegradable paper cups
- Process Chlorine Free (PCF) office paper
- Pens made from recycled materials
- Disposable cutlery
- Environmental cleaning agents

Custom Products

- Business Cards
- Awards and recognition items
 - Plaques
 - Pen sets
- Clocks
- Military picture frames
- Stamps

Safety & Personal Care

- First aid kits
- Fire hoses
- Flashlights
- Gloves
- Nonskid deck covering
- Traffic safety clothing items

Priority of Sources for Products (FAR 8.002)

- Agency inventories
- Excess from other agencies
- Federal Prison Industries (UNICOR)
- ***Supplies on the Procurement List maintained by the Committee***
- Schedules
- Open market

AbilityOne Procurement List

- Official list of all AbilityOne items
- Maintained by the Committee for Purchase
- Identifies name and National Stock Number (NSN) or commercial name for each product
- Access the list: www.abilityone.gov

Government Unique Products

- Military Police Belts
- Gloves for the TSA and VA
- Services Dress Clothing
 - Slacks
 - Trousers
 - Shirts
 - Blouses
- Food
 - Military ration components
 - Bakery mix and cake mixes
 - Instant beverage mix

AbilityOne and other agencies

Small sampling of other agencies products/services

- **US Department of Agriculture**
 - ◆ Forest Service uniforms
 - ◆ Law-enforcement uniforms
- **Department of Homeland Security**
 - ◆ Consolidated Secure Mailrooms
 - ◆ Vehicle Up-fitting
- **FBI & DEA**
 - ◆ Full Food Services
- **Veterans Affairs**
 - ◆ Switchboard Operations

Hardware & Equipment

- Batteries
 - Emergency Light Markers
 - Head Lanterns
 - Flashlights
 - Terminal Adapters
 - Tire Inflator Gauge
 - Mechanic's Creeper
- Battle-board ID Kits
 - Seat Cushions
 - Aircraft Cargo Tie Down
 - Kits, Nets and Straps
 - Oil Sample Bottle
 - Fuel Tank Foam
 - Tire Inflator Gauge
 - Rakes

Other Capabilities

- **Assembly**
- **Packaging**
- **Kitting**
- **Fulfillment**
- **Distribution**

Micro-Purchase Limits

Is AbilityOne still a required source if I only buy small amounts with my purchase card?

- **Yes**, the AbilityOne Program is applicable at any dollar amount
- No exemptions for micro-purchases

How to Buy AbilityOne Products - Off-the-Shelf Items

- GSA Global Supply
www.GSAGlobalsupply.gsa.gov
- *GSA Advantage!*[®]
www.gsaadvantage.gov
- DoD EMALL
www.emall.dla.mil
- Multiple Award Schedule Holders - Authorized AbilityOne Distributors
- Base Supply Centers
- jwod.com
www.jwod.com

Non-Commodity Products

- Apparel and Equipage
 - Military and Non-DoD Uniforms
 - Chemical and Biological Protective Apparel and Equipment Systems
- Safety Products
 - Fire hoses, Field First-Aid Kits
- Subsistence (Food) for Special Programs
 - Packaged for Shipboard Use or Export
- Textiles, including Flags and Bedding

How to Buy AbilityOne Products - Government-Unique

- Some products are unique to the Government or a specific agency; not available to all buyers
- AbilityOne Government-unique items are often handled by a Government distribution source, such as GSA or DLA warehouse systems
- Sometimes, AbilityOne Government-unique items are purchased via contract directly between the requiring agency and the nonprofit agency

New Additions to Procurement List

- New additions must be able to meet the Committee's Suitability Criteria
 - Demonstrate potential to create employment
 - Qualified NPA capable of meeting quality and delivery standards
 - No severe impact on current provider
- Must be offered at a Fair Market Price
- Deliberative Committee decision via public rulemaking process

Adding Products to the List

- Replacement products – added automatically
- Similar products – added automatically
- Military or other unique items – must meet standards
 - Demonstrate potential to create employment
 - Qualified NPA capable of meeting quality and delivery standards
 - No severe impact on current provider
 - Fair market price
 - Committee decision

Quality Standards

- If Government specification exists - manufactured in strict compliance with specification
- If no specification - equal to or higher quality than similar commercial market.
- Unsatisfactory quality should be brought to attention of Committee for Purchase, CNA or NPA

Customer Satisfaction

The mission of the AbilityOne Program is to provide employment for people who are blind or have other severe disabilities

and

Customer satisfaction is the key to keeping people employed, so...

Performance + Value = Customer Satisfaction
Which equals Jobs

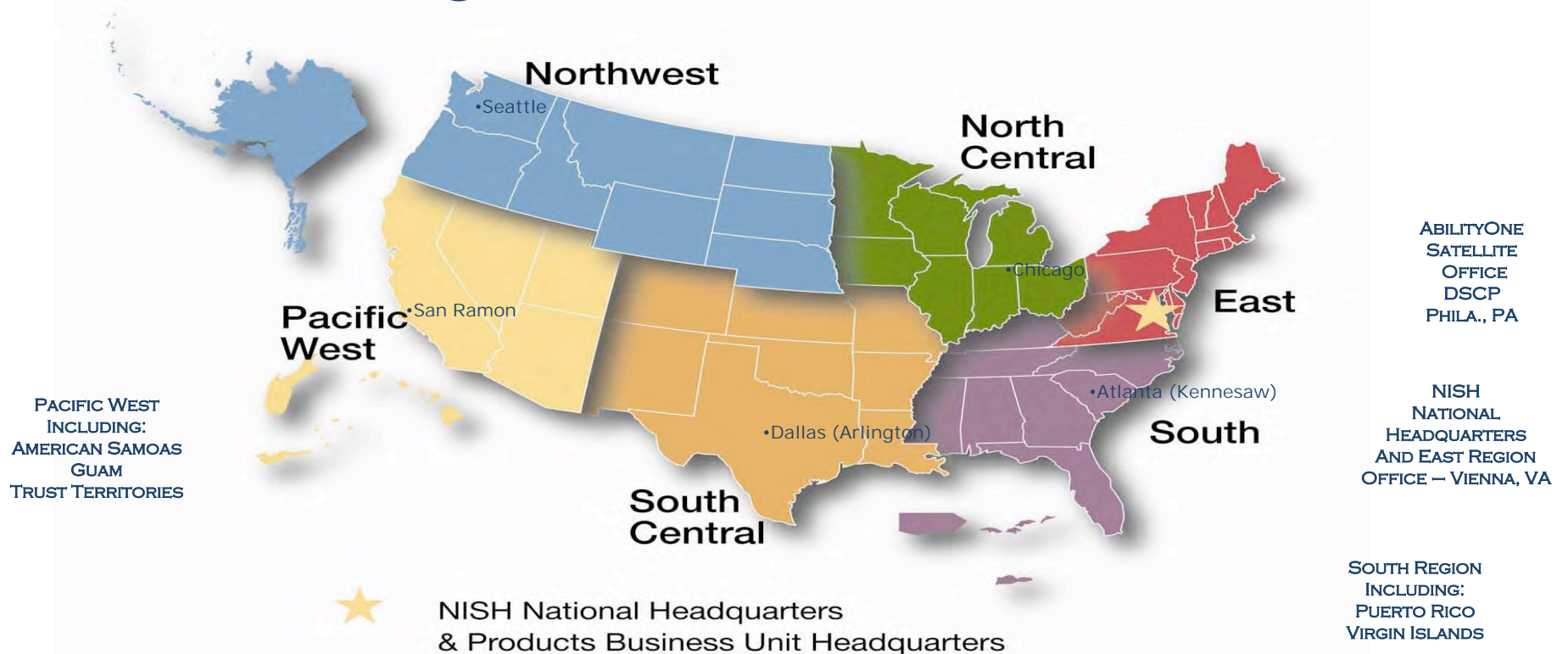
Conclusion

“I recommend that federal customers use [AbilityOne] because it provides quality and reliability and responsiveness and as long as I've been associated with it I've never seen anything but that.”

**Ron Fiorani,
Small Business Specialist
Army Tank-Automotive & Armaments Cmd**

NISH Locations

Products Field Offices Collocated with Regional Offices



BENEFITS of Procurement through AbilityOne (formerly Javits-Wagner-O'Day)

- **CONGRESSIONALLY MANDATED** SOCIO-ECONOMIC PROCUREMENT PROGRAM (FAR 8.7)
- ADMINISTERED by **FEDERAL AGENCY**, WORKING THROUGH **CENTRAL NONPROFIT AGENCIES**: NISH and NIB (41 U.S.C. 46-48C)
- www.jwod.gov www.nish.org www.nib.org
- **NATIONWIDE NETWORK** PROVIDES WIDE ARRAY of **QUALITY SERVICES** and **PRODUCTS** at **FAIR MARKET PRICES**
- **ACQUISITION STREAMLINING** and **REDUCTION of LIFECYCLE MANAGEMENT TIME / COST**
- **PROFESSIONAL ONGOING CONTRACT MANAGEMENT**, REGULATORY COMPLIANCE, QUALITY ASSURANCE, and PROCESS IMPROVEMENT
- **STANDARD** and **CUSTOMIZED SOLUTIONS** for FEDERAL STAKEHOLDER NEEDS
- **COLLABORATION**, PARTNERSHIPS, AND MENTOR RELATIONSHIPS ACROSS BUSINESS CATEGORIES and OTHER SPECIAL NEEDS GROUPS (i.e. NISH/DVA MOU)
- **CAUSE-RELATED PROCUREMENT**—70% UNEMPLOYMENT OF PEOPLE WHO ARE BLIND OR DISABLED [IN FY06 48,000+ PEOPLE WITH DISABILITIES WERE EMPLOYED THROUGH AbilityOne/JWOD]

SAMPLING OF AbilityOne / JWOD SERVICES LINES OF BUSINESS:

- Administrative Support Services
- Document Management/Destruction
- Grounds Maintenance
- Laundry Services
- Recycling Services
- Call Centers / Switchboard Ops
- Central Facilities Management
- Food Services
- Janitorial / Hospital Housekeeping
- Mailroom / Secure Mail Management
- Warehousing / Distribution
- Vehicle Fleet Management

For Further Assistance



Committee for Purchase From People Who Are Blind or Severely Disabled

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Jefferson Plaza 2, Suite 10800
Arlington, VA 22202-3259

Phone: (703) 603-7740

Fax: (703) 603-0655

E-Mail: info@abilityone.gov

www.abilityone.gov

Presenter Information

Questions?



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