



DLA Strategic Partners Conference: AbilityOne Overview

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Executive Director and CEO

Committee for Purchase From People Who Are Blind or Severely Disabled
an independent Federal agency



March 19, 2009

AbilityOne Program Mission



Provide employment opportunities for people who are blind or have other severe disabilities in the manufacture and delivery of products and services to the federal government

Why is AbilityOne Needed?

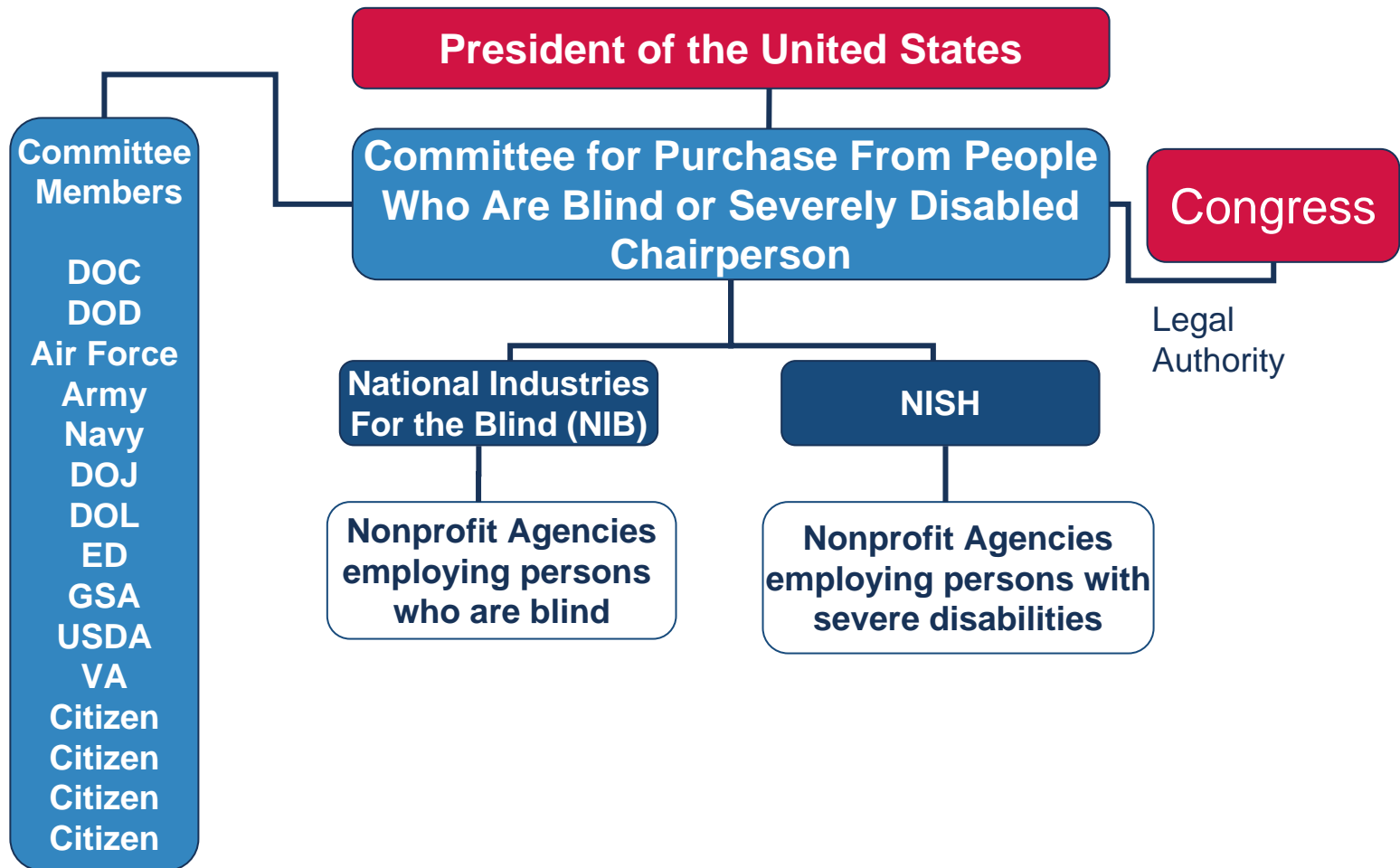
- Over 17 million working-age adults are blind or have other severe disabilities
- Many of these people cannot obtain or maintain employment on their own
- We are the single largest employer of Americans who are blind or have other severe disabilities in the U.S.

Program Background

- Wagner-O'Day Act (1938)
 - People who are blind
 - Products
 - Established the Committee for Purchase
- Javits-Wagner-O'Day Act (1971)
 - Other severe disabilities
 - Services
 - Expanded Committee membership
 - Authorized professional Committee staff



Organization Chart



Committee Responsibilities

- Establish Policy
 - Regulations (41 CFR 51-2)
 - Qualified NPAs
 - Suitability Criteria
 - Products and Services for Procurement
 - Fair Market Price Determination
 - Procurement List
 - Decision/Reconsideration Processes
- Oversight, Compliance and Review
- Annual Report to Congress
 - Studies and Evaluation of Activities under the Javits-Wagner-O'Day Act



**The Honorable
Andrew D. Houghton
Chairperson**

**15 Presidentially-Appointed
Members**





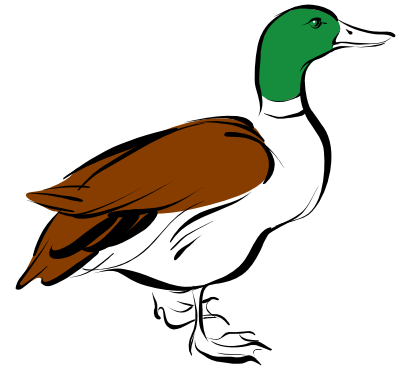
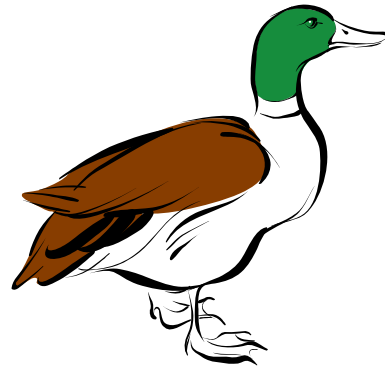
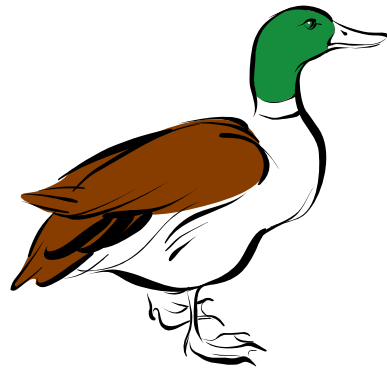
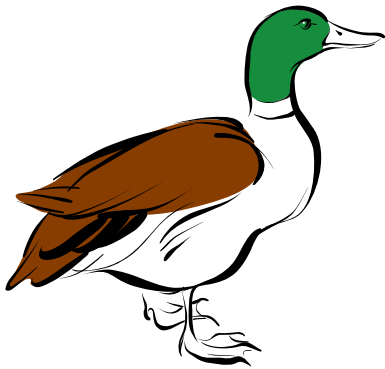
Committee Responsibilities

- Maintains the Procurement List
 - Approves Additions/Deletions
 - Sets the Fair Market Price
 - Makes Deliberative Decision Informed by Public Rulemaking
- Establish the Suitability Criteria
 - Employment Potential
 - Nonprofit Agency Qualifications
 - Nonprofit Agency Capability to Meet Quality and Delivery Standards
 - Impact on current or most recent contractor
- Designate Central Nonprofit Agencies to Allocate Orders

www.abilityone.gov

Have You Heard?

**“If it walks like duck..... and talks like a d
it must be a duck!!**



Nonprofit Agency Profile

AbilityOne-participating nonprofits are demographically similar to small business emphasis programs

Conservative estimates place 94% of nonprofits within the SBA size standards

Type	NIB	NISH
Female CEOs	30%	29%
HubZone	41%	40%
Minority CEOs	Not collected	7%
Veteran CEOs	Not collected	29%

Shakespeare Said It Best

**“Would a rose
by any other
name
smell as sweet?”**



Shakespeare





Small Business & AbilityOne

Does the success of AbilityOne limit Small Business?

Does the success of Small Business limit AbilityOne?

Are they the same?

Do they have a common
ground,
purpose,
or mission?



AbilityOne and Small Business

Snapshot of the relationship at the local level

*NPAs working with small business:

- Subcontracts
- Source of trained employees
- Serve as vendor and supplier
- Information source on ADA
- Information source on adaptive technology

Small businesses working with NPAs :

- Subcontracts
- Placement of employees
- Collaboration on research/innovation
- Information on production techniques
- Financial contributors to NPA Programs

*NPA = AbilityOne Nonprofit Agency




AbilityOne and Small Business

- Increase knowledge of AbilityOne & SB relationships
- Eliminate conflict in practice or perception
- Leverage respective missions
- Collaborate to increase economic growth of America

Product Capabilities

- Apparel and equipage
- Office products
- Paint
- Bedding and mattresses
- Cleaning and janitorial products
- Medical supplies and equipment
- Food service operating supplies
- Food processing and packaging
- Hardware including products requiring metal stamping, forming, etc.



Collaboration
Partnerships
Subcontracting
Opportunities

Service Capabilities

- Traditional

- Custodial
- Shelf-stocking
- Grounds maintenance
- Food Service

Mail

Laundry

Switchboards

Administrative Services



Collaboration
Partnerships
Subcontracting
Opportunities

- Emerging

- Facility Management
- Fleet Management
- Hospital Housekeeping
- Document Management
- Document Destruction

Warehousing

Call Centers

Recycling


Hospitality

Secure Mail

Service Capabilities

- Potential

- Baggage Inspection
- Vehicle Registration
- Airfield Alert Support
- Heating Ventilation Air Conditioning System Filter Maintenance
- Manufacturing and Development Assistance
- Eyewear Prescription
- Security Services
- Vehicle Dispatcher
- Kennel Caretaker
- Dormitory Management



Collaboration
Partnerships
Subcontracting
Opportunities

Supporting the U.S. Military

- Large Requirements on Procurement List
 - Clothing and Textiles
 - Subsistence Items
 - Medical Items
- Imprinted office products
 - Pens and pencils
 - Awards binders
- Submarine mattresses and biodegradable cotton trash bags
- Flight safety gear and crew relief bag
- Paper goods packaging (toilet paper and napkins)
- Pancake and cake mixes
- Spices (garlic powder and paprika)



Supporting the U.S. Military

- Facilities Management
- Grounds Maintenance
- Fleet Management and Maintenance
- Shipboard & Shore-Based Logistics
- Kitting
- Warehousing/Distribution



Current Work With Industry

<i>Hydration Bladders</i>
<i>Bandoleer Pouches</i>
<i>Armored Chin Straps</i>
<i>E-tool Carriers</i>
<i>Manufacturing and Production Support</i>
<i>Logistics Support</i>
<i>Aircraft parts/components</i> <i>KC-135 Blankets</i>

<i>Document Destruction</i>
<i>Labels and Shipping Materials</i>
<i>Brackets/Cover Assemblies</i>
<i>Suspenders</i>

<i>Bolt, Nut, Screw, Rivet, & Washer Manufacturing</i>
<i>Building Maintenance</i>
<i>Communication Equipment Repair and Maintenance</i>
<i>Custom Computer Programming Services</i>
<i>Data Processing</i>
<i>Electrical Components</i>
<i>Janitorial Services</i>
<i>Landscaping</i>
<i>Machine Shops</i>
<i>Paper Product Manufacturing</i>
<i>Precision Turned Product Manufacturing</i>



What Does AbilityOne Offer You?

- Quality products and services, on-time delivery
- Fair market prices, best value procurement
- National network of solutions providers
- Highly dedicated, reliable partner
- Long-term relationships



What Does AbilityOne Offer You?

Customer Satisfaction

“The most noticeable thing that AbilityOne contracting brings to the table is the outstanding work ethic of the personnel involved...dedicated, committed, and reliable to the extreme.”

Marchetta Smith
Contract Specialist
FISC
Norfolk, VA



Put AbilityOne to Work for You

- Partner to establish long-term strategic planning agreements to:
 - Support AbilityOne agency products, services, and employment capabilities
 - Expand your contracting for non-program specific products and services within capability of AbilityOne agencies
- Promote AbilityOne agencies including:
 - Facilitating Outreach and Awareness Campaigns
 - Identify procurement opportunities
 - Target strategic initiatives
 - Implement training



Put AbilityOne to Work for You

- Suggestions on how AbilityOne can work better with industry, from the Industry Meeting:
 - Communication
 - Industry feedback sessions
 - Training Industry on AbilityOne
 - Reach buying community in local areas
 - Increase competitive advantage in defense industry
 - Identify previous initiatives



Put AbilityOne to Work for You

- Identify industry organizations and forums to publicize AbilityOne organizations, capabilities, and events
- Seek AbilityOne speakers for your events
- Invite AbilityOne to participate in exhibits

Points of Contact

Committee (Federal Agency): Eric Beale, ebeale@abilityone.gov

NISH: Greg Braniff, gbraniff@nish.org

NIB: DuWayne Gilbertson, dgilbertson@nib.org

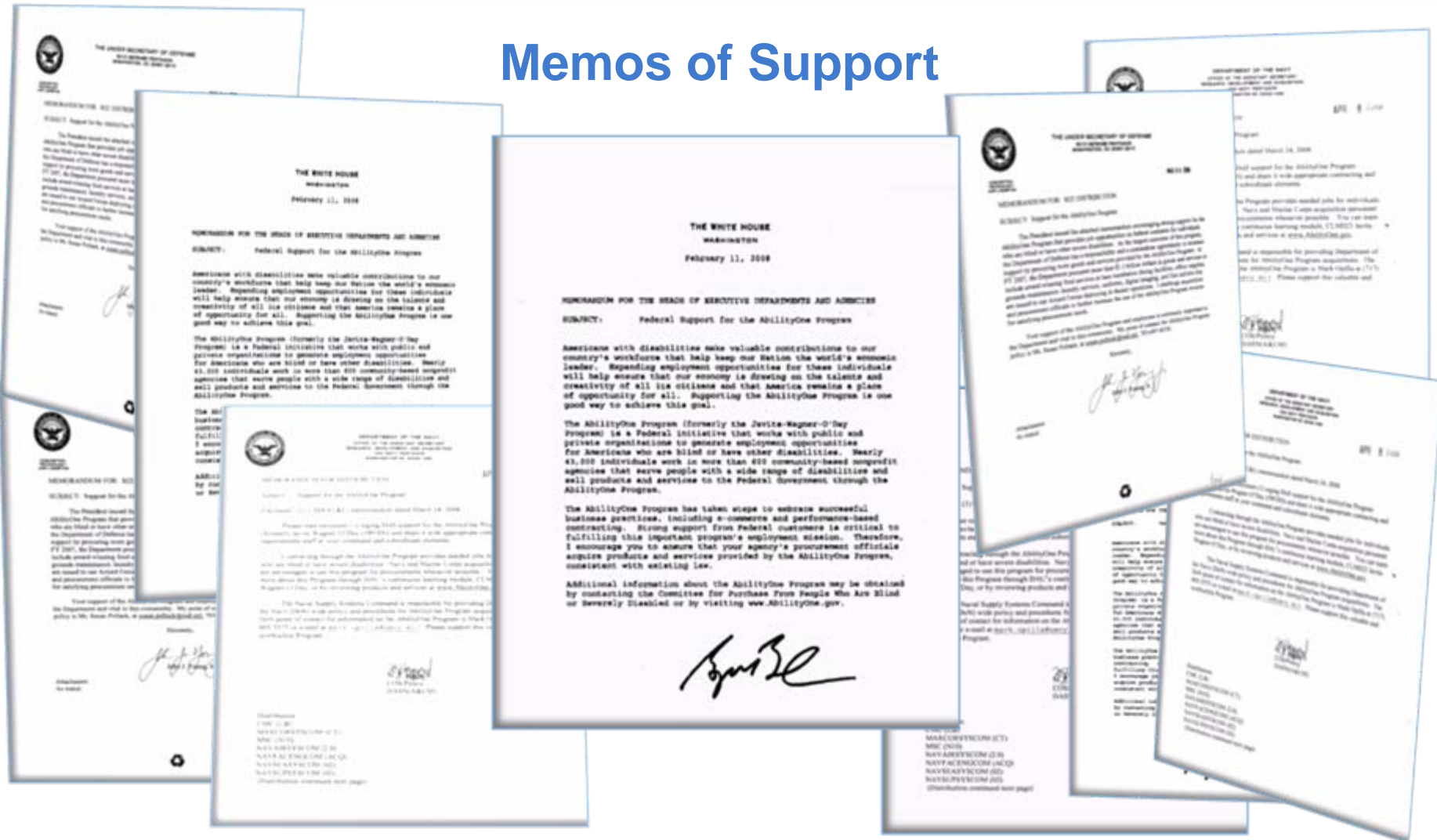


Put AbilityOne to Work for You

- October is National Disability Employment Awareness Month
- Use this time to heighten AbilityOne support
- Program and create employment opportunities
 - Embed a 5% goal into solicitations
 - Commercial prime contractors may buy from the AbilityOne Program and receive SB credit

Put AbilityOne to Work for You

Memos of Support



AbilityOne

PROGRAM



Mount Everest: Hard BUT Not Impossible

17 M
10 M
1M
500,000
100,000
50,000
48,270
43,381
36,308
29,752
18,408

17M Unemployed



1990

1995

2000

2005

2008

Employment Success

“Thanks to the AbilityOne Program I am able to provide for my family again. Through my job, I learned that my daughter, Chasty, who was born with cerebral palsy, could find employment. Now she has a job too. Working in the AbilityOne Program.”



Frederick Williams
Army Sgt. 1st Class (Ret.)
(with daughter Myracle)
Securities Monitor
Ft. Hood, TX

Training Rehabilitation &
Development Institute (TRDI)

Create Employment Opportunities



Accelerate Socio-Economic Growth

