



# AbilityOne Program Update for DLA Industry Conference and Exhibition

June 2011



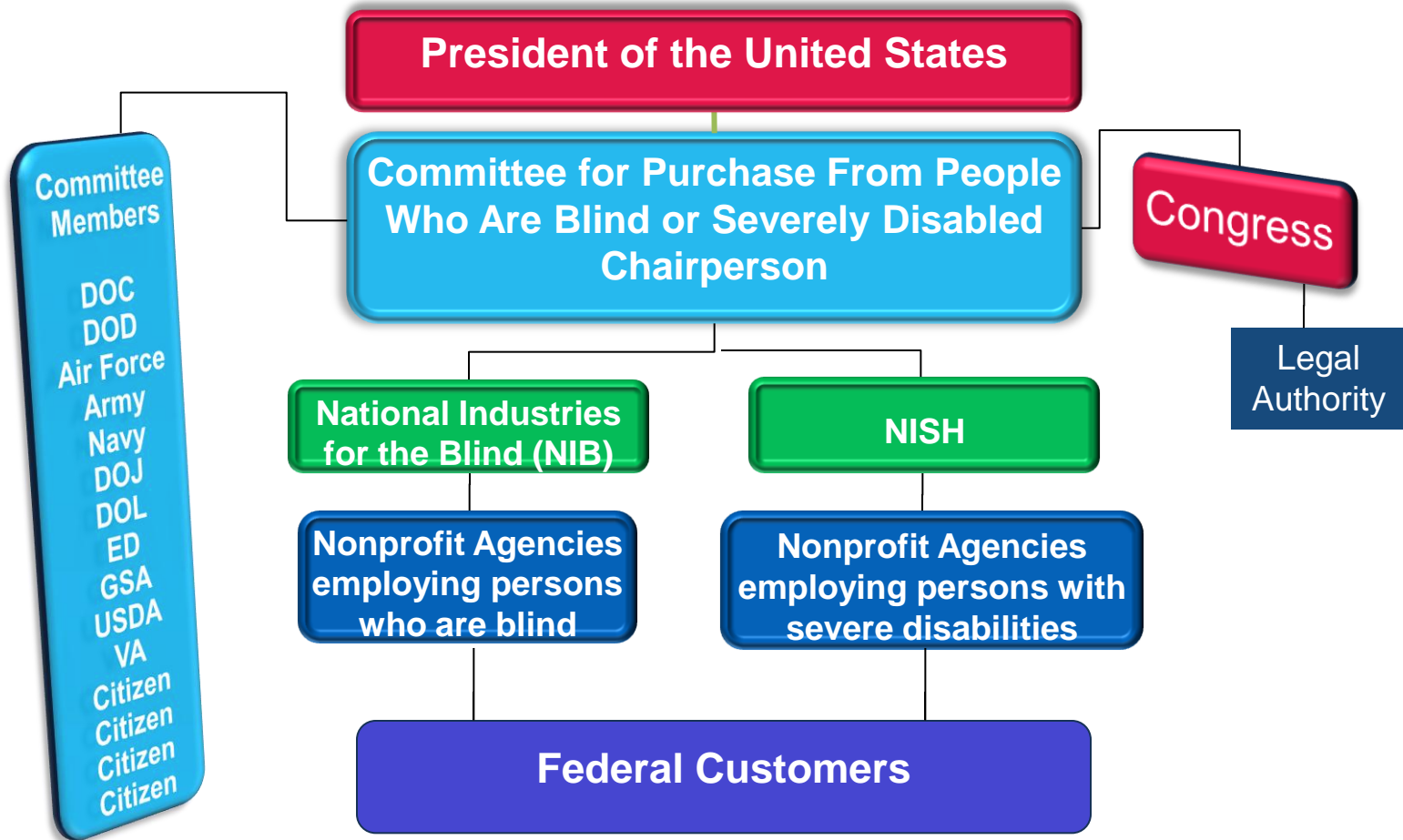
Kevin A. Lynch  
President and Chief Executive Officer  
National Industries for the Blind

# Agenda

- AbilityOne Program News
- DoD and the AbilityOne Program
- Key Business Lines
- AbilityOne Program and Small Business
- Wounded Warrior Initiatives
- AbilityOne Program Support for DLA



# AbilityOne Program



# Presidential Appointees



**Andrew Houghton**  
Chairperson



**James Omvig**  
Vice Chairperson



**Robert Kelly, Jr.**  
Private Citizen



**James Kesteloot**  
Private Citizen



**Paul Laird**  
Dept. of Justice



**P. Edward Anthony**  
Dept. of Education



**J. Anthony Poleo**  
Dept. of Defense



**RADM Michael Lyden**  
Dept. of the Navy



**Pamela Schwenke**  
Dept. of the Air Force



**Helen Hurcomb**  
Dept. of Commerce



**Kathy Martinez**  
Dept. of Labor



*Vacant*



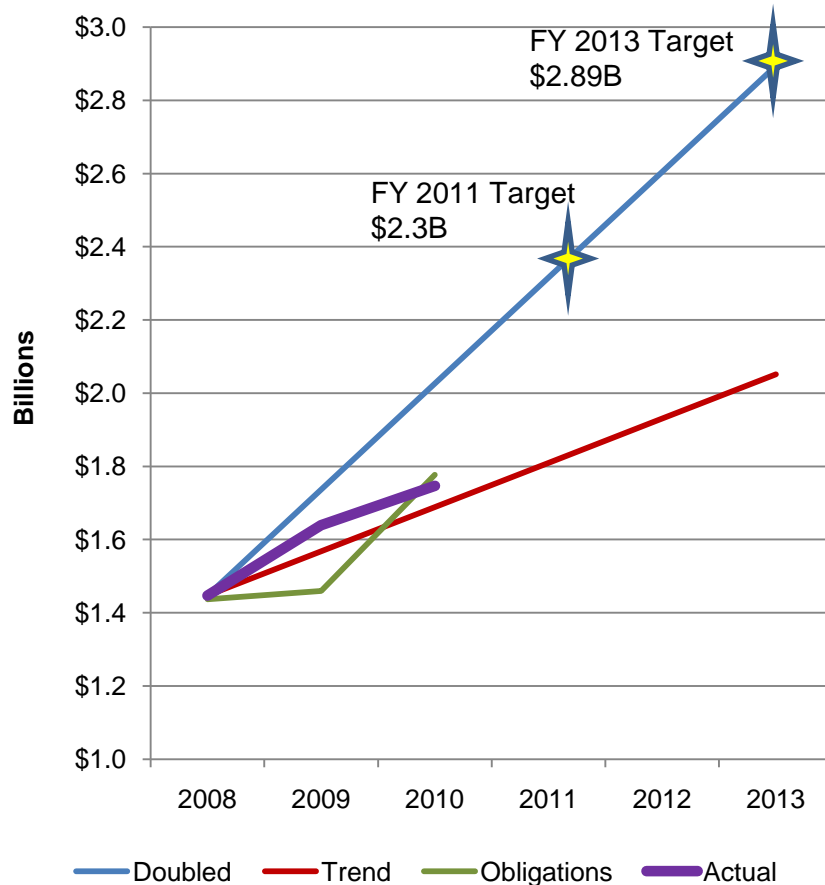
# Thinking in a New Way – Just In!



- Trademark
  - Committee. . . . . ***The U.S. AbilityOne Commission***
  - NIB and NISH . . . ***An AbilityOne Authorized Enterprise***
  - Nonprofit Agency. ***An AbilityOne Authorized Provider***
  - Partner. . . . . ***An AbilityOne Authorized Partner***
  - Distributor . . . . . ***An AbilityOne Authorized Distributor***
- Mission Driven – Data Focused



# Doubling DoD Business



- FY 2010: 1,385.5 Work Years Added
  - 643.4 in Services
  - 742.1 in Products
  - 74.3% of all FY 2010 Additions
- Job Creation Targets
  - 50,000

# FY 2010 Performance Results

	FY 2010 Result	% Change
Hours	48,049,751	5.26%
People	47,427	3.25%
Wages	\$528,324,902	6.97%
Promotions	1,069	2.69%
Placements	2,189	-4.37%
Sales	\$2,839,630,702	6.39%

**FY 2010 Procurement List Additions Created 1,800+ New Jobs**



# DoD – Impact on Disability Employment

	2009	2010
Full Time Equivalent (FTE) Jobs Created	1,107.28	1,865.49
DoD FTE Jobs Created	820	1,385.51

74%

2008	2009	2010
333	820	1,385

145%

68%



# DoD AbilityOne Sales Results

Components	2008 AbilityOne Sales	2009 AbilityOne Sales	2010 AbilityOne Sales
Army	\$275,598,361	\$322,459,797	\$399,137,705
DLA	\$494,343,726	\$645,695,918	\$619,653,170
Air Force	\$250,823,983	\$242,395,721	\$275,646,622
Navy	\$297,119,760	\$296,068,916	\$308,568,459
DECA	\$104,512,336	\$110,658,714	\$110,156,646
OMAs	\$24,542,704	\$21,689,933	\$33,724,665
<b>DoD Total</b>	<b>\$1,446,940,870</b>	<b>\$1,638,968,999</b>	<b>\$1,746,887,267</b>

*AbilityOne Nonprofit Invoices as of 31 December 2010*



# Top 15 MACOMs Supporting AbilityOne

* DLA Troop Support	\$460,106,252
Army Materiel Command	\$457,646,444
Naval Supply Systems Command	\$150,626,275
Marine Corps	\$101,772,028
Defense Commissary Agency	\$96,858,958
Air Mobility Command	\$61,416,492
Air Education and Training Command	\$51,376,414
Air Force Materiel Command	\$50,177,067
Air Combat Command	\$43,577,631
Naval Facilities Engineering Command	\$42,734,581
Air Force Space Command	\$33,740,765
Air Force District of Washington	\$21,846,842
* DLA Contracting Services Office	\$17,352,238
Air Force Reserve Command	\$14,655,790
Army Corps of Engineers	\$14,249,580

\* FPDS-NG Data provided by OSD - April 2011



# AbilityOne Key Business Lines

- Office Products – “Green”
- Janitorial/Sanitation Products – “Green”
- Medical Products
- Textiles/Clothing
- Maintenance, Repair and Operations Products
- Healthcare Environmental Services
- Contact Center Management
- Contract Management Support
- Fleet Management Services
- On-Demand Parts Machining
- Total Facilities Management
- Document Management Services



# What Is Contract Management Support (CMS)?

- ❑ Create a win-win partnership between the AbilityOne Program and DoD designed to help address the contracting community workplace needs.
- ❑ This partnership provides non-inherently governmental contract management support for contract closeout while creating career oriented, upwardly mobile employment for people who are blind or people with severe disabilities.



# IDIQ Contract

- ❑ DoD-Wide Contract Accessible by all:
  - ✓ IDIQ Contract Term: 5 years (base/4 one-year options)
  - ✓ FFP Performance Based
  - ✓ NIB functions as Prime: Subcontracts to AbilityOne nonprofit agencies
  - ✓ IDIQ Task Orders issued from menu of services
  - ✓ Decentralized Ordering
- ❑ Menu of Services:
  - ✓ Government-Site/Contractor-Site Facilities
  - ✓ Contract Closeout... *Ready-to-Close Contracts*
    - Modifications/De-obligations prepared and distributed
  - ✓ Digital Imaging
  - ✓ Document Destruction

# Current Task Orders

## **Mission and Installation Contracting Command (Army)**

✓ 8 task orders: 16,620 contracts

## **National Capital Region Contracting Command (Army)**

✓ 1 task order: 500 contracts

## **COMFISC, Navy**

✓ 1 task order: On-site level of effort

## **Washington Headquarters Service (WHS)**

✓ 1 task order: 2,700 contracts

## **Defense Logistics Agency Contracting Services (DCSO)**

✓ 1 task order: 1,209 contracts



# What we've done so far...

<u>September 2010 – April 2011</u>	Off-Site	On-Site	Total
Contracts Received:	15,613	1,801	17,414
In Process:	7,682	900	8,582
Contracts Sent to KO for Signature:*	7,931	901	8,832
Pending De-obligations:	\$7,778,491	\$166,747	\$7,945,238
Total De-obligations through			
Procurement System:	\$49,503	\$0	\$49,502
Contracts Closed in			
Procurement System:	2,469	596	3,065
Images Scanned:	395,326	0	395,326
Contracts/Task Orders Destroyed:	158	0	158
Modification Sent to KO for Signature:	482	18	500
Stored for Destruction:	833	0	833

# Contact Information

**CMS Hotline: 1-866-573-3748**

**NIB Services Email: [Services@NIB.org](mailto:Services@NIB.org)**

**NIB: [www.nib.org](http://www.nib.org)**

**John Qua**

**Vice President, Services**

**Email: [jqua@nib.org](mailto:jqua@nib.org)**

**Phone: 703-310-0371**





# AbilityOne Program Facts



is a  
**Big Supporter of Small Business!**

***Follow the Money*** 

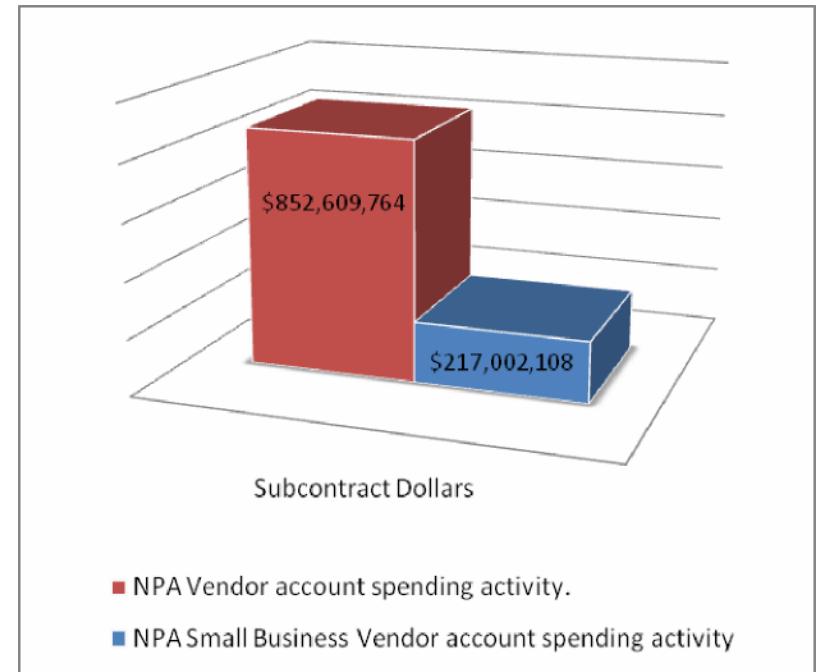
# AbilityOne Program and Small Business

## *Reciprocal Relationships at the Local Level*

How Nonprofit Agencies (NPAs) and small businesses work together:

- Subcontracts and purchasing
  - Over \$217M to SBs in FY10
- Source of trained employees/  
source of placements
  - Share technical expertise
    - Manufacturing, innovation
  - ADA compliance, adaptive technology

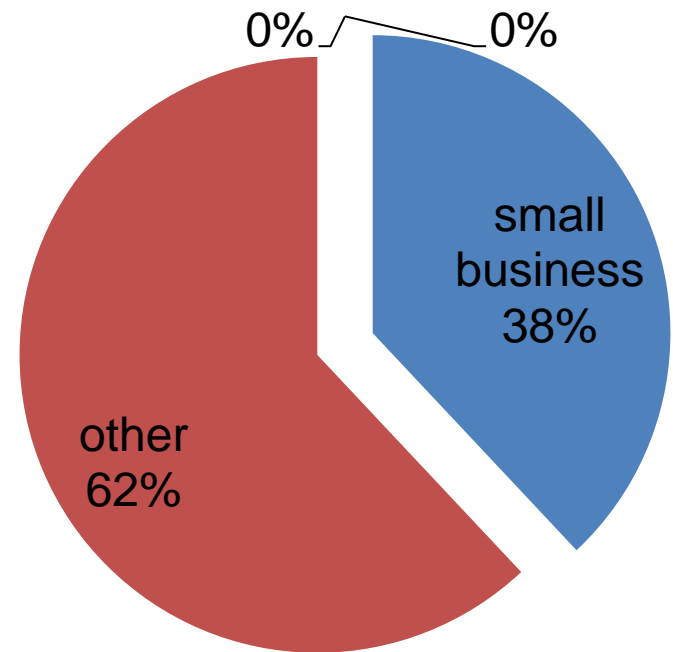
**More to Come . . . .**



AbilityOne NPAs surveyed spent 25% of subcontract dollars with small businesses in FY 2010.

# NIB Agencies Buy From Small Business

- NIB Associated Agencies purchase more than 38 percent of all raw materials and components from small businesses, far surpassing the annual requirements that federal agencies target for the utilization of small businesses.

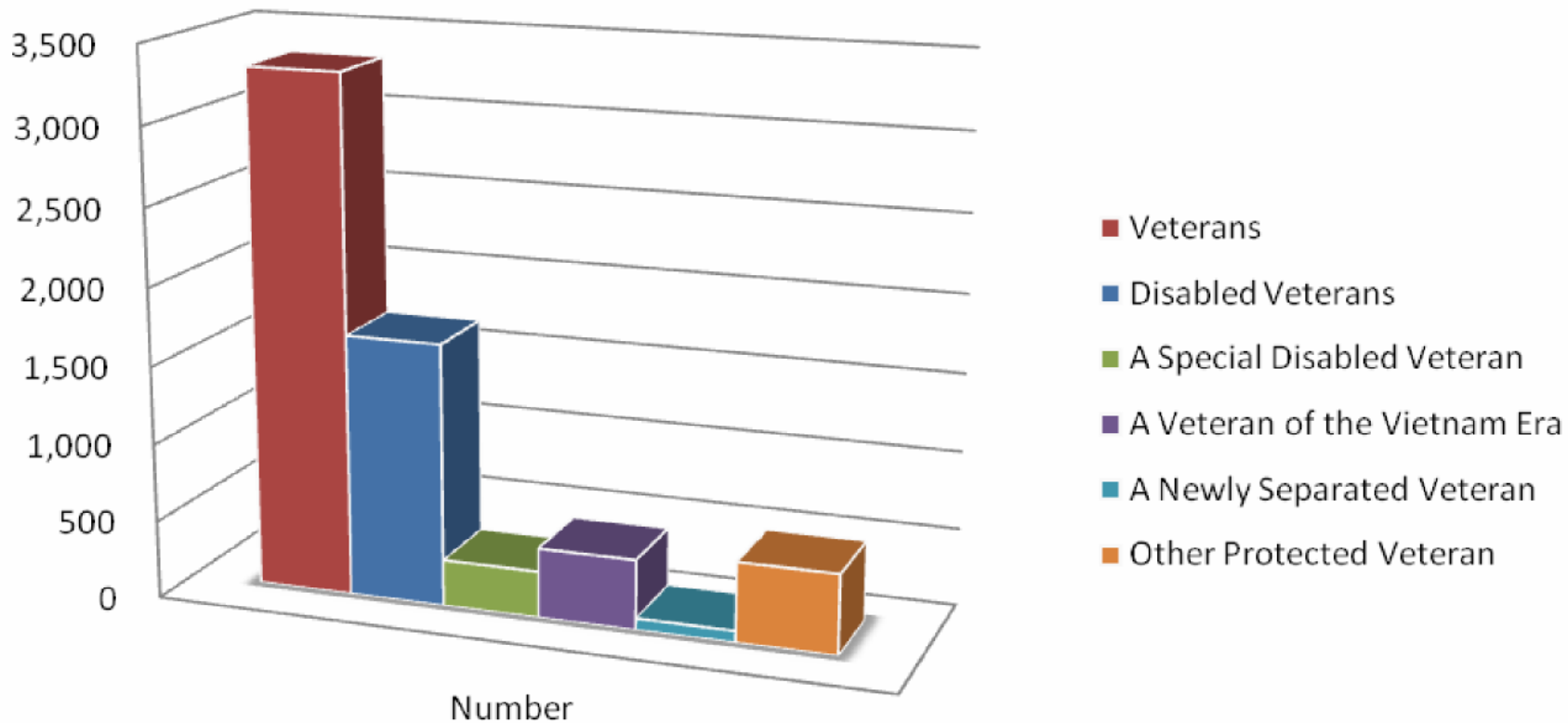


# Serving Wounded Warriors

- Provide employment and training for veterans and service-disabled veterans
  - ✓ Over 3,300 Vets in the AbilityOne Program today
  - ✓ Over 1,600 have significant disabilities
  - ✓ Leverage skills and aptitudes developed on active duty



# The AbilityOne Program and Veterans



# AbilityOne Program Support for DLA

- 
- DLA Land and Maritime (Columbus)
  - DLA Troop Support (Philadelphia)
  - DLA Aviation (Richmond)
  - DLA Distribution (multiple sites)

# AbilityOne Program Support for DLA

## DLA Land and Maritime (Columbus)

Perry Ling

Industries for the Blind – Milwaukee



# AbilityOne Program Support for DLA

## DLA Troop Support (Philadelphia)

Melissa Mathews

Knox County Association for Retarded Citizens





# AbilityOne Program Support for DLA

## DLA Aviation (Richmond)

Amy Butterfield

Arizona Industries for the Blind



# AbilityOne Program Support for DLA

## DLA Distribution

Stanley Parham

Georgia Industries for the Blind





**AbilityOne:** [www.abilityone.gov](http://www.abilityone.gov)

**NIB:** [www.nib.org](http://www.nib.org)

**NISH:** [www.nish.org](http://www.nish.org)

**AbilityOne Catalog:** [www.abilityonecatalog.com](http://www.abilityonecatalog.com)

**E-commerce:** [www.abilityone.com](http://www.abilityone.com)

