



AbilityOne Program

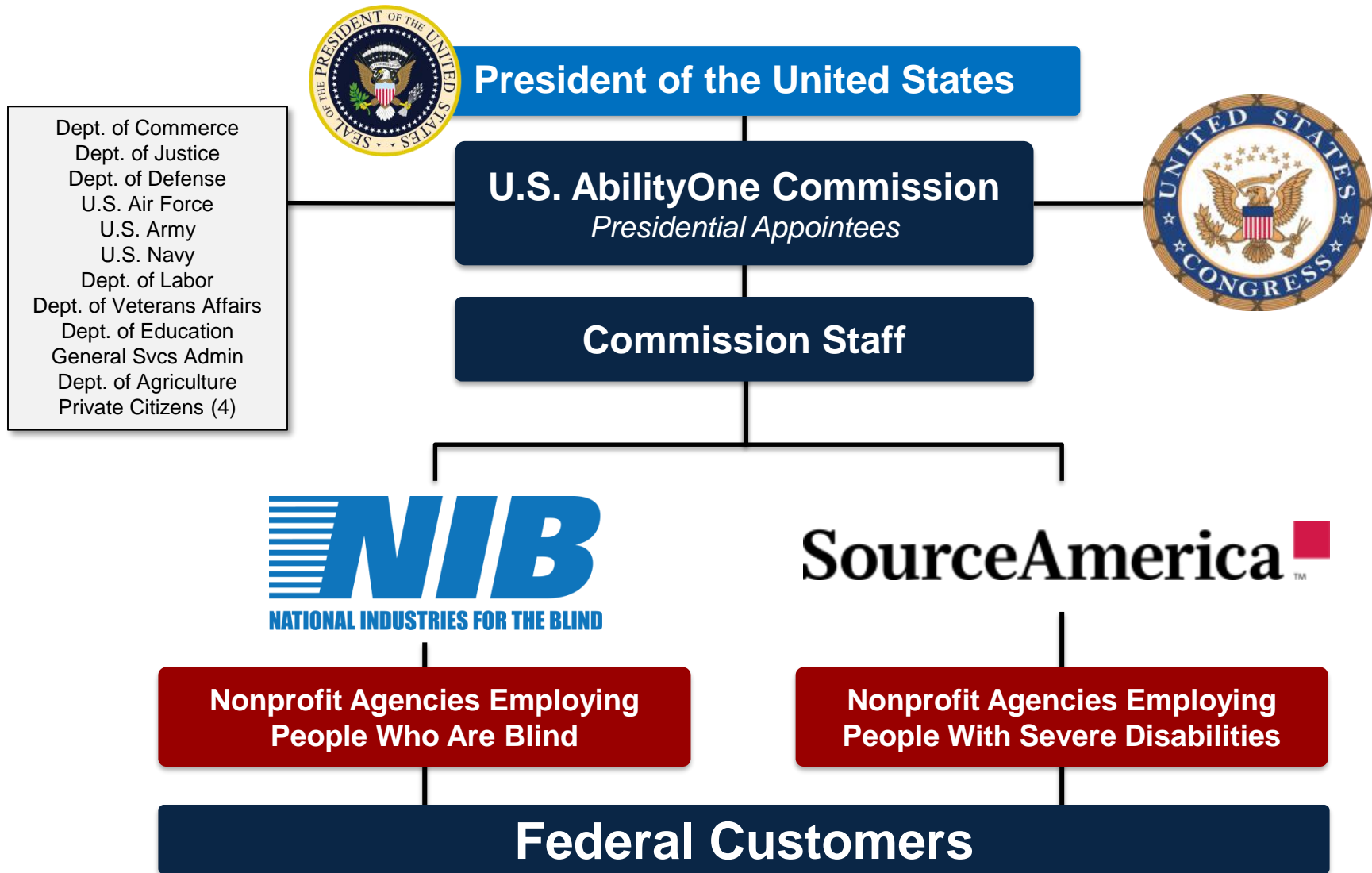
Why Is It So Important?

**12th Annual End Of Year
Annual Contractor
Update**

**Presented By:
Linda Klean - Beyond Vision
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AbilityOne Program Structure



The AbilityOne Program



- 1938 – Wagner-O’Day Act: Established the Program for Products Made by People Who Are Blind
- 77 year-old federal procurement program (Javits-Wagner-O’Day Act)
- The Javits-Wagner-O’Day Act requires government agencies to purchase certain products made by people who are blind or have severe disabilities
- 1971 – Javits Amendment expanded the Program to Include People with other Severe Disabilities, and added Services.
- The AbilityOne Program employs more than 45,000 people through a nationwide network of nonprofit agencies
- Delivers \$2B+ in quality products and services each year to military and federal government customers
- Associated nonprofit agencies (NPAs) maintain award-winning quality management systems – many including NIB are ISO 9001 certified
- Associated nonprofit agencies are independent organizations that participate in creating employment through AbilityOne Contracts

Responsibilities & Framework



- Establish, publish, maintain Procurement List (PL) Additions and Deletions.
- Determine Fair Market Prices of PL items
- Designate Central Nonprofit Agency(ies) (CNA) to facilitate orders from PL
- Create rules and regulations as necessary to carry out the purpose of JWOD Act
- Conduct continuing study and evaluation of activities under the JWOD Act.
- Committee works within a statutory and regulatory framework
- Need for openness and transparency of the Committees operations- setting the tone for business processes and procedures.
- Every proposed Addition involves collaborative decisions by the Committee
- All decisions are based on suitability judgements.

It's Easy to Support AbilityOne

- Create good meaningful employment for Americans who are blind or have significant disabilities
- Wide selection of quality products and services
- Environmentally friendly choices
- Fair market prices
- Convenient purchasing options – catalog, phone, in-store or online
- Streamlined procurement – no need for competitive bidding
- Compliance with federal law and regulations



...and you make a difference in thousands of lives through meaningful employment!

The Unseen Benefits of the AbilityOne Program



The **AbilityOne** program provides a cost effective way to help people who are blind or have significant disabilities to become tax paying citizens, and achieve greater independence.

- The unemployment rate among Americans who are blind is 70%

The Federal government and the American taxpaying public benefits by:

- Employing thousands of people who might otherwise be solely dependent upon public assistance.
- The Federal government enjoys great value by receiving quality products and services at a fair price.

+50,000

People with significant disabilities are employed through this program.

+3,000

Service Disabled Veterans are employed through this program.



SKILCRAFT

- Brand name for products made by people who are blind
- 63-year old brand – established in 1952
- Registered trademark licensed by NIB
- 5,000 products and growing
- Widely recognized among federal customers (70% in a recent survey)



1950s



1960s



1970s/1980s



1990s

Products

OFFICE SUPPLIES



*“Environmentally
Sustainable”*

- Pens, pencils, markers
- Tapes & adhesives
- Computer accessories
- Paper – copier, pads, etc.
- Binders & portfolios
- White boards, cork boards



JANITORIAL/ SANITATION (JAN/SAN)



*“Environmentally
Sustainable”*

- Mops, brooms, brushes
- Cleaning chemicals
- Sanitary papers
- Hand sanitizers
- Lunch room supplies
- Trash bags



MAINTENANCE, REPAIR, AND OPERATIONS (MRO)

- Paints and supplies
- Tools, tool bags & kits
- Floor mats
- Cords and ropes
- Hoses
- Solvents



MEDICAL AND SAFETY

- First aid kits
- Safety vests
- Personal grooming
- Hospital bedding & PJs
- Ambulance litters
- Medical gloves



Products

GREEN PRODUCTS



“Environmentally Sustainable”

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



CUSTOM PRODUCTS

- 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



SPECIALTY GOVERNMENT PRODUCTS

- Military Police Belts
- Gloves for the TSA and VA
- Services Dress and Battle Clothing (Slacks, Trousers, Shirts, BDUs, ACUs, ABUs)
- Food
 - Military ration components
 - Bakery mix and cake mixes



Supply Chain Logistics Capabilities

- **Forecast Planning Systems**
 - Expert planning, purchasing controls, inventory management and production control to ensure timely delivery without waste
- **Warehouse Management Systems**
 - Receiving, order pricing, shipping and storage – plus complex services such as repack, cross dock, lot/revision control, repairs, freight forwarding, special customs and documentation, cycle counting and change of ownership while in storage
- **Enterprise Resource Planning**
 - Integrates supplier management, inventory control and accountability, production order processing, material requirements planning and service order management
- **Inventory Control**
 - Order picking, cycle counting and lot control management. FIFO/FEFO controls. Web-based systems provide 24/7 views with customer integration and secure logins



Tier-one ERP system integrates supplier Management inventory controls, production order processing, material resource planning and sales order management



AbilityOne: A Smart Choice

- Less time to contract than commercial solicitation
- Complete life cycle management
- Strategic partner – national network of solution providers
- Quality products and services
- Manage industrial base
- Strategic sourcing partner
 - Single point of contact for contract administration
 - Improves visibility of program objectives
 - Improves operations efficiencies over long term relationship

