AbilityOne Program Update for DLA Industry Conference and Exhibition

June 2011
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
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
<table>
<thead>
<tr>
<th>FY 2010 Performance Results</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Hours</strong></td>
</tr>
<tr>
<td><strong>People</strong></td>
</tr>
<tr>
<td><strong>Wages</strong></td>
</tr>
<tr>
<td><strong>Promotions</strong></td>
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<tr>
<td><strong>Placements</strong></td>
</tr>
<tr>
<td><strong>Sales</strong></td>
</tr>
</tbody>
</table>

FY 2010 Procurement List Additions Created 1,800+ New Jobs
## DoD – Impact on Disability Employment

<table>
<thead>
<tr>
<th></th>
<th>2009</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Full Time Equivalent (FTE) Jobs Created</td>
<td>1,107.28</td>
<td>1,865.49</td>
</tr>
<tr>
<td>DoD FTE Jobs Created</td>
<td>820</td>
<td>1,385.51</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Year</th>
<th>Jobs Created</th>
</tr>
</thead>
<tbody>
<tr>
<td>2008</td>
<td>333</td>
</tr>
<tr>
<td>2009</td>
<td>820</td>
</tr>
<tr>
<td>2010</td>
<td>1,385</td>
</tr>
</tbody>
</table>

- **2008 to 2009 Growth**: 145%
- **2009 to 2010 Growth**: 68%
- **Total Growth**: 74%
## DoD AbilityOne Sales Results

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

*AbilityOne Nonprofit Invoices as of 31 December 2010*
Top 15 MACOMs Supporting AbilityOne

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

*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
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…

<table>
<thead>
<tr>
<th></th>
<th>Off-Site</th>
<th>On-Site</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Contracts Received:</strong></td>
<td>15,613</td>
<td>1,801</td>
<td>17,414</td>
</tr>
<tr>
<td><strong>In Process:</strong></td>
<td>7,682</td>
<td>900</td>
<td>8,582</td>
</tr>
<tr>
<td><strong>Contracts Sent to KO for Signature:</strong></td>
<td>7,931</td>
<td>901</td>
<td>8,832</td>
</tr>
<tr>
<td><strong>Pending De-obligations:</strong></td>
<td>$7,778,491</td>
<td>$166,747</td>
<td>$7,945,238</td>
</tr>
<tr>
<td><strong>Total De-obligations through Proxy System:</strong></td>
<td>$49,503</td>
<td>0</td>
<td>$49,502</td>
</tr>
<tr>
<td><strong>Contracts Closed in:</strong></td>
<td>2,469</td>
<td>596</td>
<td>3,065</td>
</tr>
<tr>
<td><strong>Images Scanned:</strong></td>
<td>395,326</td>
<td>0</td>
<td>395,326</td>
</tr>
<tr>
<td><strong>Contracts/Task Orders Destroyed:</strong></td>
<td>158</td>
<td>0</td>
<td>158</td>
</tr>
<tr>
<td><strong>Modification Sent to KO for Signature:</strong></td>
<td>482</td>
<td>18</td>
<td>500</td>
</tr>
<tr>
<td><strong>Stored for Destruction:</strong></td>
<td>833</td>
<td>0</td>
<td>833</td>
</tr>
</tbody>
</table>
Contact Information

CMS Hotline: 1-866-573-3748
NIB Services Email: Services@NIB.org
NIB: www.nib.org

John Qua
Vice President, Services
Email: 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
- 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
DLA Troop Support (Philadelphia)
Melissa Mathews
Knox County Association for Retarded Citizens
DLA Aviation (Richmond)
Amy Butterfield
Arizona Industries for the Blind
DLA Distribution
Stanley Parham
Georgia Industries for the Blind
AbilityOne: www.abilityone.gov
NIB: www.nib.org
NISH: www.nish.org
AbilityOne Catalog: www.abilityonecatalog.com
E-commerce: www.abilityone.com