



# **AbilityOne: A Strategic Partnership**

**NOAA Small Business Industry Day**



# nda

- AbilityOne Overview
- Support for AbilityOne
- Benefits of Subcontracting with AbilityOne Nonprofit Agencies
- How AbilityOne Supports Federal Government
- AbilityOne Offering
- How to Partner
- Q&A

# AbilityOne Program Mission

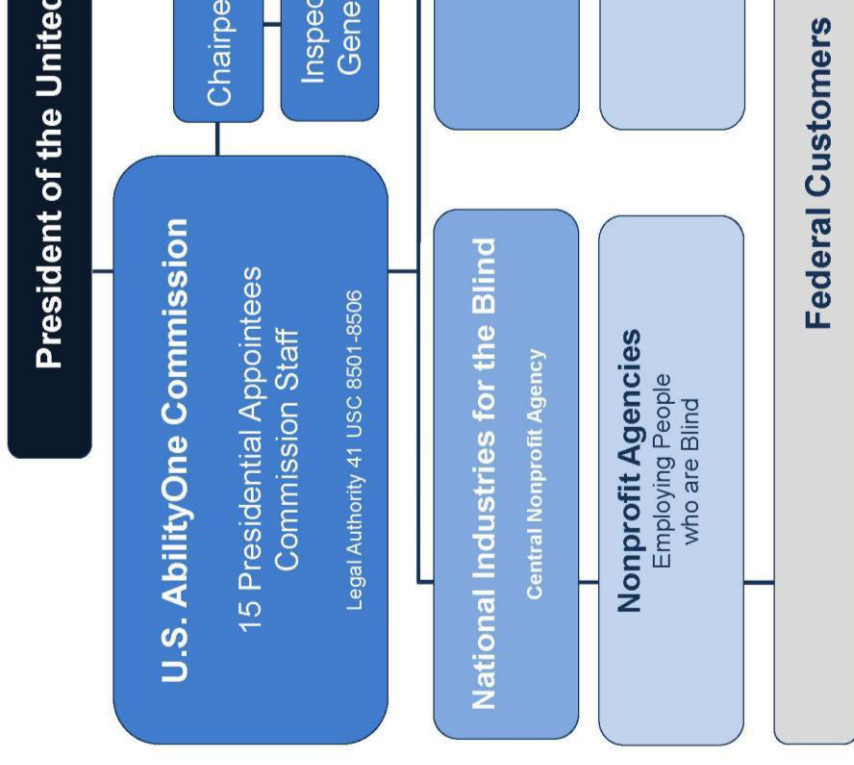
The AbilityOne® Program provides employment opportunities for people who are blind or have significant disabilities in the manufacturing and delivery of products and services to the Federal Government.



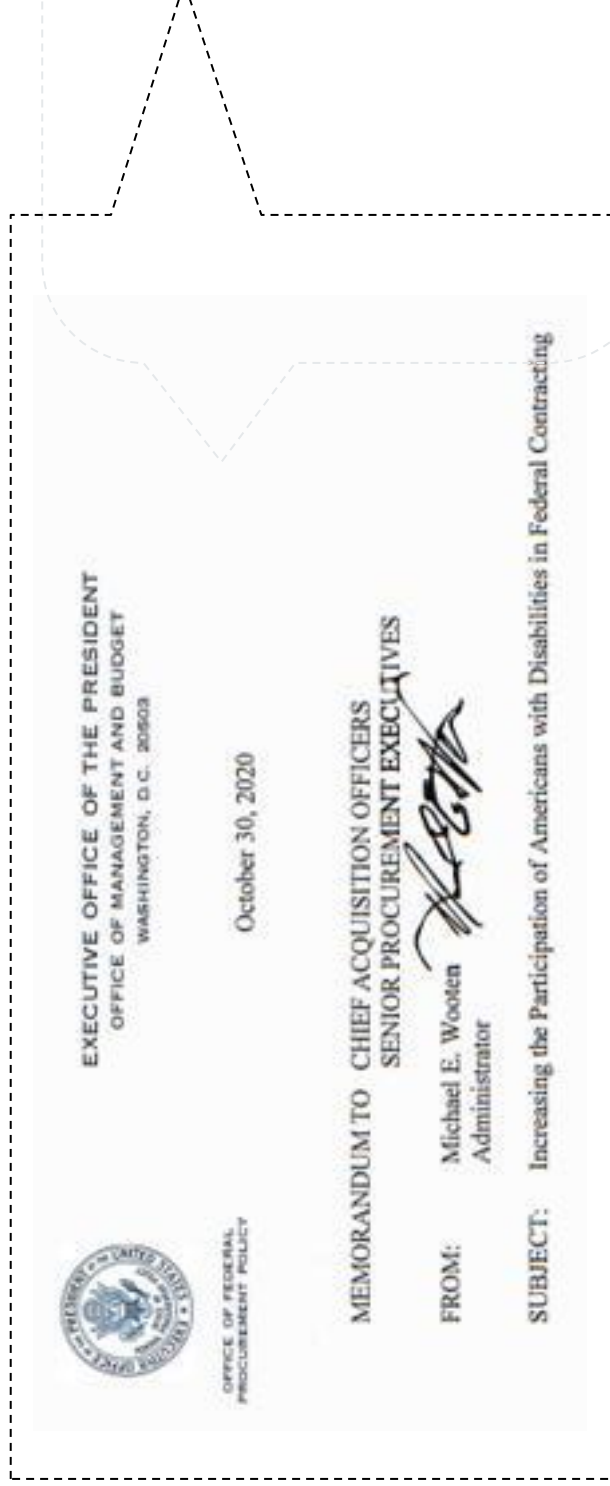
# AbilityOne Organizational Chart

## AbilityOne Commission® Members

- Chairperson: **Jeffrey Koses**, Senior Procurement Executive, GSA
- Vice Chair: **Chai Feldblum**, Private Citizen
- **Matthew Beebe**, Director of Acquisition, Defense Logistics Agency
- **Bryan Bashin**, Private Citizen
- **Angela Billups**, Executive Director, Office of Acquisition and Logistics, Department of Veterans Affairs
- **Christina Brandt**, Private Citizen
- **Gabe Cazares**, Private Citizen
- **Megan Dake**, Deputy Assistance Secretary (Procurement), Department of the Army
- **Carol Dobak**, Deputy Commissioner Rehabilitation Services Administration, Office of Special Education and Rehabilitative Services, Department of Education
- **Robert Hogue**, Acting Assistant Secretary (Manpower & Reserve Affairs), Department of the Navy
- **Tara Jamison**, Deputy Senior Procurement Executive and Director, Office of Acquisition Management, Department of Justice
- **Jennifer Sheehy**, Deputy Assistance Secretary, Office of Disability Employment Policy, Department of Labor
- **Malcolm Shorter**, Deputy Assistance Secretary for Administration, Department of Agriculture
- **Virna Winters**, Director for Acquisition Policy and Oversight in the Office of Acquisition Management, Department of Commerce
- **Vacant**: Department of the Air Force (Mr. Calisti; Nominated to President by SECDEF)



# Report for AbilityOne: Office of Federal Procurement Policy (OFPP)



- OFPP Released a Memo 10/30/2020
  - Request each 24 CFO Act Agency increase their spend in the AbilityOne Program
- OFPP** stood up the **ABOR** program for the **24 CFO Act** agencies and requested that each agency establish a pledge **percentage** based on obligations

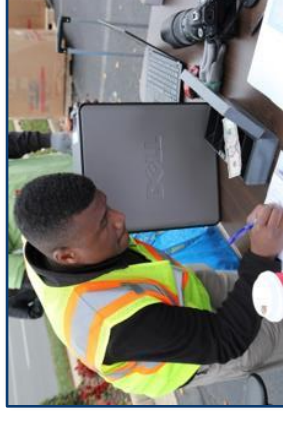


# AbilityOne Capabilities and Product Of



# ityOne Service Capabilities

- Administrative services
- Contact center and help desk
- IT services
- Contract management (closeout) services
- Fleet management services
- Food services
- Grounds maintenance
- Healthcare environmental services
- Laundry services
- Mail services
- Records and document management services
  - Secure document destruction
- Retail services
- Supply chain management and warehouse services
  - Product packaging and kitting services
- Total facilities management





# Industrial Products Offering: Just Some Examples

## Janitorial/Sanitation Products

- Cleaning Products
- Disinfectants, Sterilants, Deodorizers
- Commercial Coatings, Removers, Adhesives, Sealants and Lubricants, Petroleum Waxes
- Chemical Additives
- Water Treatment Products
- Abrasives and Blasters
- Spill Containment Units, Containment Pallets, Non-wooden Pallets
- Street Repair, Cleaning Equipment and Attachments

## General Industrial Supplies, Maintenance, Repair, and Operations Supplies

- **Lawn and Garden Equip, Machinery, Implements, Tools, Products and Accessories**
- **Tools, Powered and Nonpowered, Tool Kits, Toolboxes and Accessories**
  - Batteries
  - Power Distribution Equipment
  - Scales and Balances
- **Hoses, Valves, Fittings, Nozzles, Couplings**
- **Hardware Manufacturing**
  - Clearing Equipment
  - Heating, Ventilation, and Air Conditioning
  - Warehouse Equipment Supplies
  - Scaffolding, Work and Service Platforms
  - Building Materials
- **Maintenance and Repair Supplies**
- **Vehicle Material Handling Equipment**
  - Commercial Coatings, Resealants and Lubricants, Polishes
  - Lodging and Hospitality Supplies
  - Pallets, Plastic and Wood Packaging Materials
  - Pallets, Plastic/Wood
- **Safety Zone Products**
- **Vehicular Cranes and Attachments**
  - Fuel Management Systems
  - Lodging and Hospitality Supplies
  - Pest and Animal Control Products
  - Plumbing Products and Building Solutions
  - Energy Efficient Lighting & Solutions

# ility Capabilities



Hundreds of state-of-the-art manufacturing, warehousing and distribution centers throughout the 50 states.

# ility Systems

- ISO 9001:2015
- ISO 14385
- FDA Registered Facilities
- AS9100 Rev. D
- ITAR Registered
- CMMC Compliant



U.S. FOOD &  
ADMINISTRATION



## Equipment Capabilities

- Ability to manufacture and machine products meet the highest quality standards and specifications
- Simple one-piece parts to complex machined assembly
- Broad network of organizations with a variety of processes
- Low-volume prototyping to high-volume production with surpluss up capability
- Invested in state-of-the-art equipment and accessibility

# ops and Webbing: Partnering with AbilityC

Capabilities	Customers	Certifications/Quality Standards
<ul style="list-style-type: none"><li>• Seal Seaming</li><li>• Gluing</li><li>• Bonding</li><li>• Riveting</li><li>• Wire Harnessing</li><li>• Quality Assurance Assembly Hardware Inspections</li><li>• Program Management</li><li>• Heavy Industrial Sewing</li><li>• Webbing, Cutting, Seaming</li><li>• Repairs to netting</li><li>• Stress/Pull Testing</li></ul>	<ul style="list-style-type: none"><li>• Air Force</li><li>• Defense Logistics Agency Aviation</li><li>• Defense Logistics Land and Maritime</li></ul>	<ul style="list-style-type: none"><li>• AS9100 Rev D and ISO 9001 certified</li><li>• ITAR registered</li><li>• NIST compliant</li><li>• Mill Spec Qualified Producer List (QPL)</li><li>• GMP Certified</li><li>• UL Certification</li><li>• IPC – Wire Harness Manufacturing Certification</li><li>• CARF</li><li>• SQF</li><li>• BRC Certification</li><li>• DCMA Compliant System</li></ul>



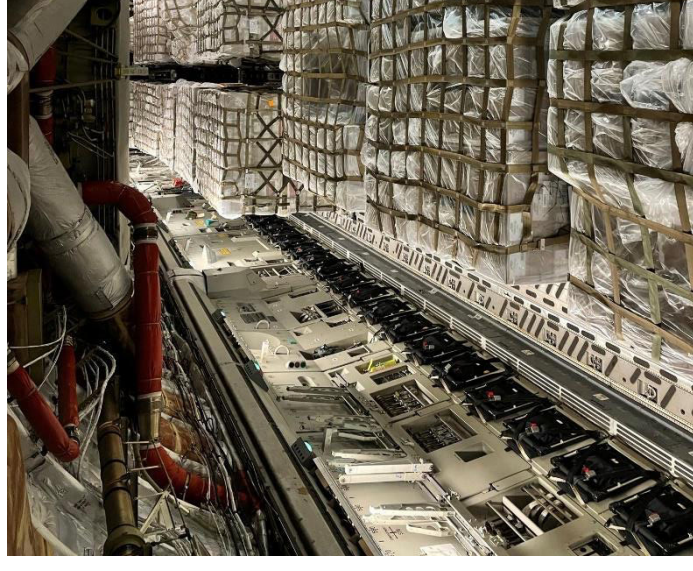
# t Class Facilities



# Slings and Netting: Cargo Mobility Products



*Description – Cargo Net Manufacture and Repair*



*Platform – 463 L Ca*



# Global Support



# go Net Solution Provider



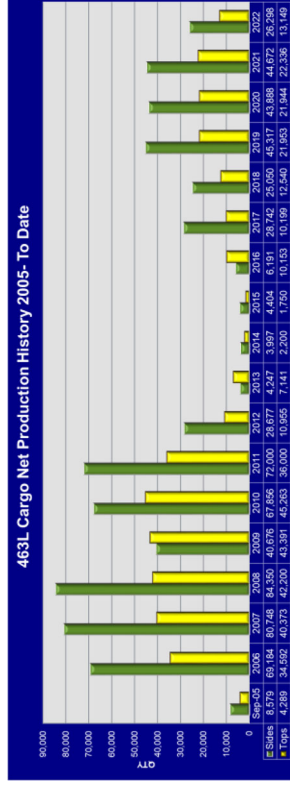
## Cost Avoidance – Refurbishment

Saved USAF over \$40 Million since 1984 by repairing, refurbishing and recycling cargo nets



## Performance Improvement

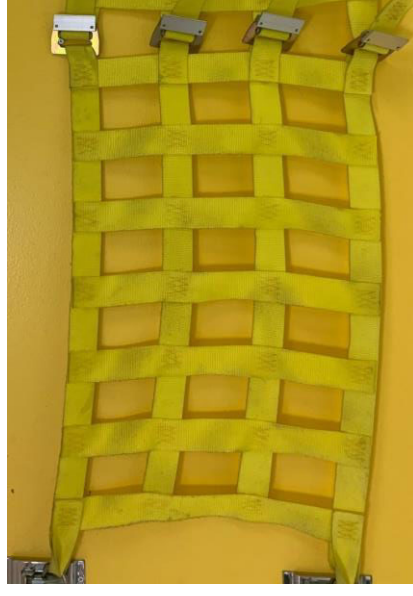
Developed new sew pattern to increase strength/load



## Surge Capabilities

Demonstrated ability to meet surge demands

# aps and Netting: Industrial Sewing & Refurb



*Focused on the global support of the Warfighter through innovation and supply chain management*

# Supply Chain Management – U.S. State Department

AbilityOne service provider of equipment, supplies and uniforms.

- **\$200M IDIQ. Each requirement is unique. Each customer (program, bureau) has its own contract requirements.**
- Focus on armor, ballistics, high-threat, security and humanitarian equipment and supplies, training kits, and requirements is quoted individually.
- Management of 7,835 active item numbers and a network of 112 manufacturers and suppliers, 94.6% of which are small businesses.
- CONUS and OCONUS freight logistics and management. Responsible to manage delivery of materials to and from troubled areas around the world, both by ocean and air, including OCONUS inland trucking.
- Over 750 SCM task orders have been successfully completed for multiple State Department Bureaus.
  - Bureau of Counterterrorism (CT)
  - Defensive Equipment and Armored Vehicle Division (DEAV)
  - Diplomatic Security Training Center (DSTC)
  - Global Peace Operational Initiatives (GPOI)
  - International Narcotics & Law Enforcement (INL)
  - Political Military Affairs (PM)
  - Anti-Terrorism Assistance (ATA)
  - Special Program for Embassy Assistance (SPEAR)
  - Nonproliferation and Disarmament



# Supply Chain Management – U.S. State Department

- Centralized RFQ management in direct consultation with Program ensures government gets exactly what they need. “What you want, when you want it, delivered where you need it.”
- AbilityOne mandatory source protects against time consuming and costly protests.
- The SCM procurement model provides the government with a centralized database of numbers, specifications, ordering history, warranty information, and other analytics.

## Pricing Innovation:

- SCM service costs are a fixed percentage of material costs. This formula has been pre-approved by the government and the AbilityOne Commission, leading to predictable requirements easier project planning.
- SCM service cost percentage is a ceiling; it may be adjusted downward if material cost is significant in relation to the amount of SCM services required.

# Supply Chain Management – U.S. State Department

## What's Possible with AbilityOne SCM/3PL Services?

- Five (5) Level II fully-equipped Field Hospitals for Senegal, Chad, and Mongolia.
  - 1200+ unique items and 40,000 total items, kitted per room function, documented loaded in 40 sea containers in reverse order for ease of assembly.
- Antiterrorism Assistance/Special Program for Embassy Augmentation Response:
  - Country-specific anti-terror training kits: Product life cycle management, kitting, distribution
  - Embassy-specific security equipment and uniforms: Embassy catalog management
- International Narcotics and Law Enforcement
  - Ukraine Police uniforms: 115 unique items, 17,000 total items, OCONUS Air.
  - 27 Emergency shelters: 30-minute set-up. Hard floors, electrical, lighting, 360 beds
- Defensive Equipment and Armored Vehicle
  - Kitting of Ballistic vests, plates, shields, helmets, trauma kits, weapons spare parts





# al Fabrication: Partnering with AbilityOne

## Capabilities

- 3, 4 and 5 axis hard and soft metal machining
- Bench top assembly
- Wenzel coordinate measuring machine
- Water jet cutting
- CNC turret punch
- Brake forming
- Punch presses
- Bearing installation
- Bushing installation

## Customers

- Northrop Grumman
- Boeing Defense Systems
- Boeing Commercial Aircraft
- DLA Troop Support
- DLA Land and Maritime



## Certifications/Quality Standards

- AS9100 Rev D and ISO 9001 certified
- ITAR registered
- NIST compliant

# Hoses and Chocks

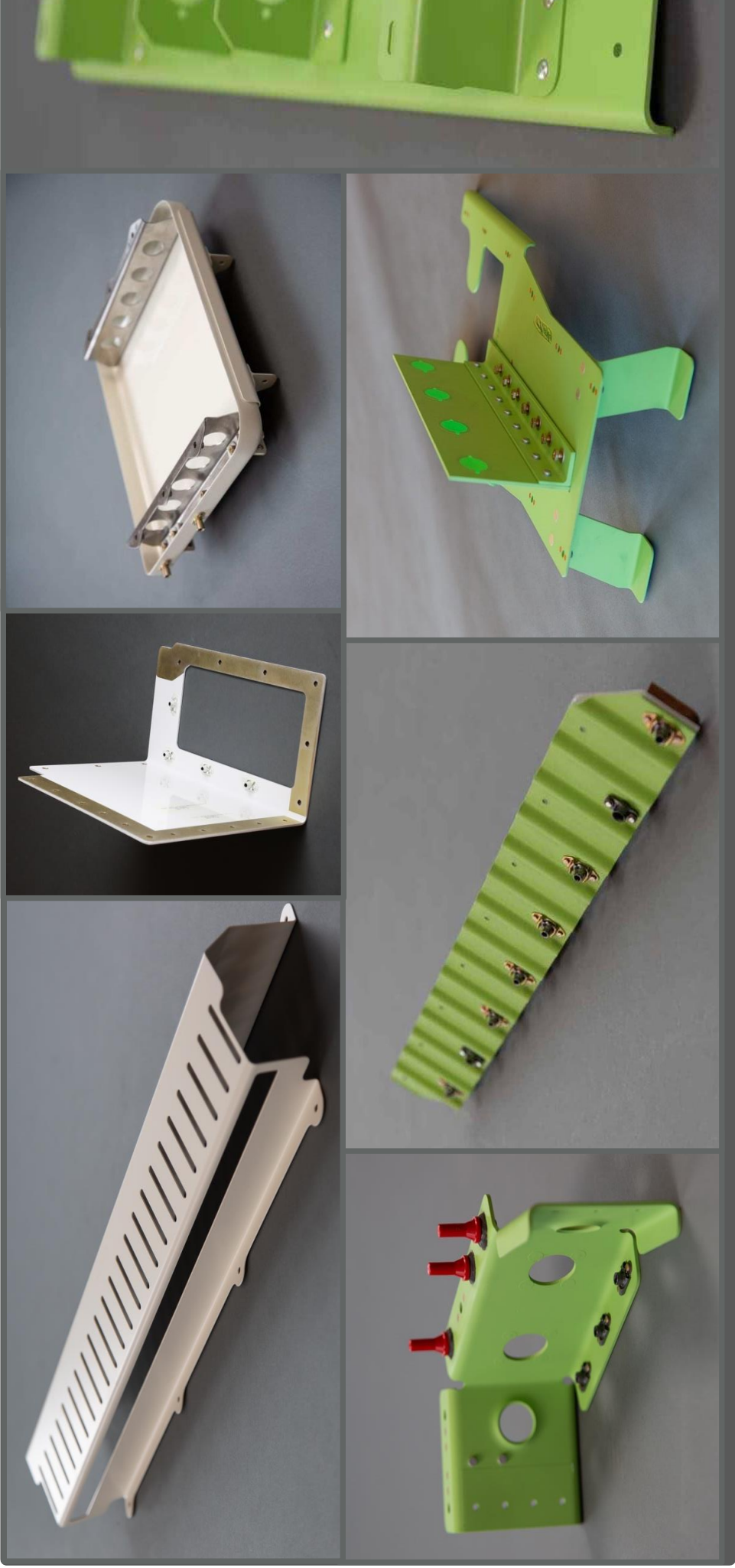
- Forest Service Fire Hoses
  - 187 Type 1: 1", 1.5"
  - 187 Type 2: 1", 1.5"
- Navy Fire Hoses
  - 1.5", 2.5", 4"
  - 25', 50'
- Chocks
  - Wood, Composite



# Precision Machined Parts



# Precision Sheet Metal





# ing, Bonding and Assembly Non Metallic



# ing Direct To OEM Assembly Line



# Defense Portfolio



**E-2 HAWKEYE**



**MQ-25**



**AV-**



**TRITON**



**F-15**



**F/A-18**



**F-35**



# Commercial Portfolio



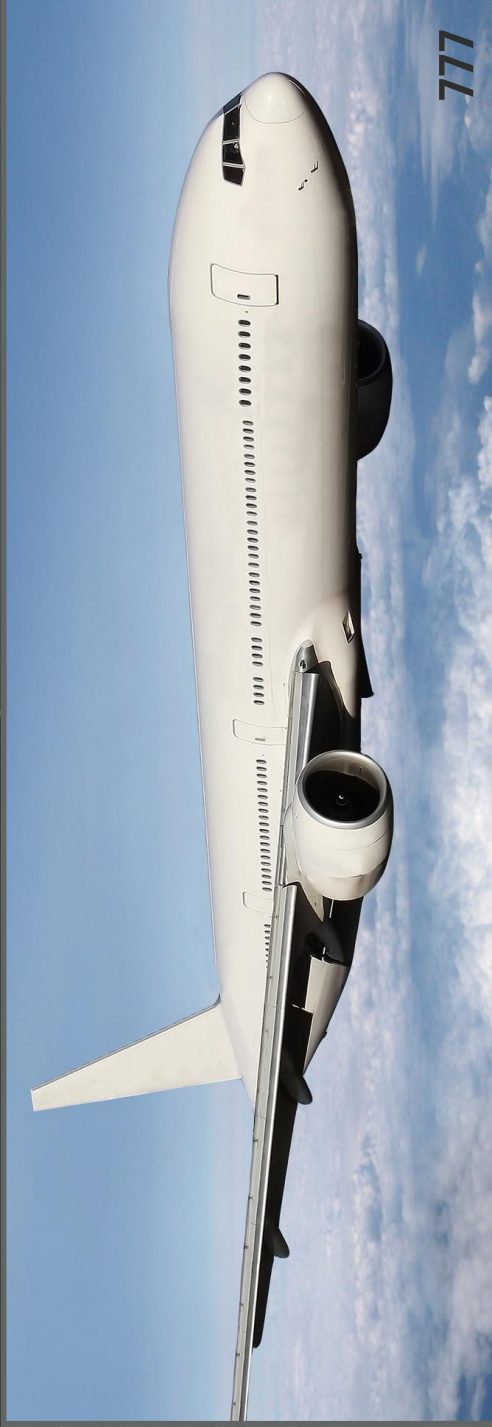
787



737



767



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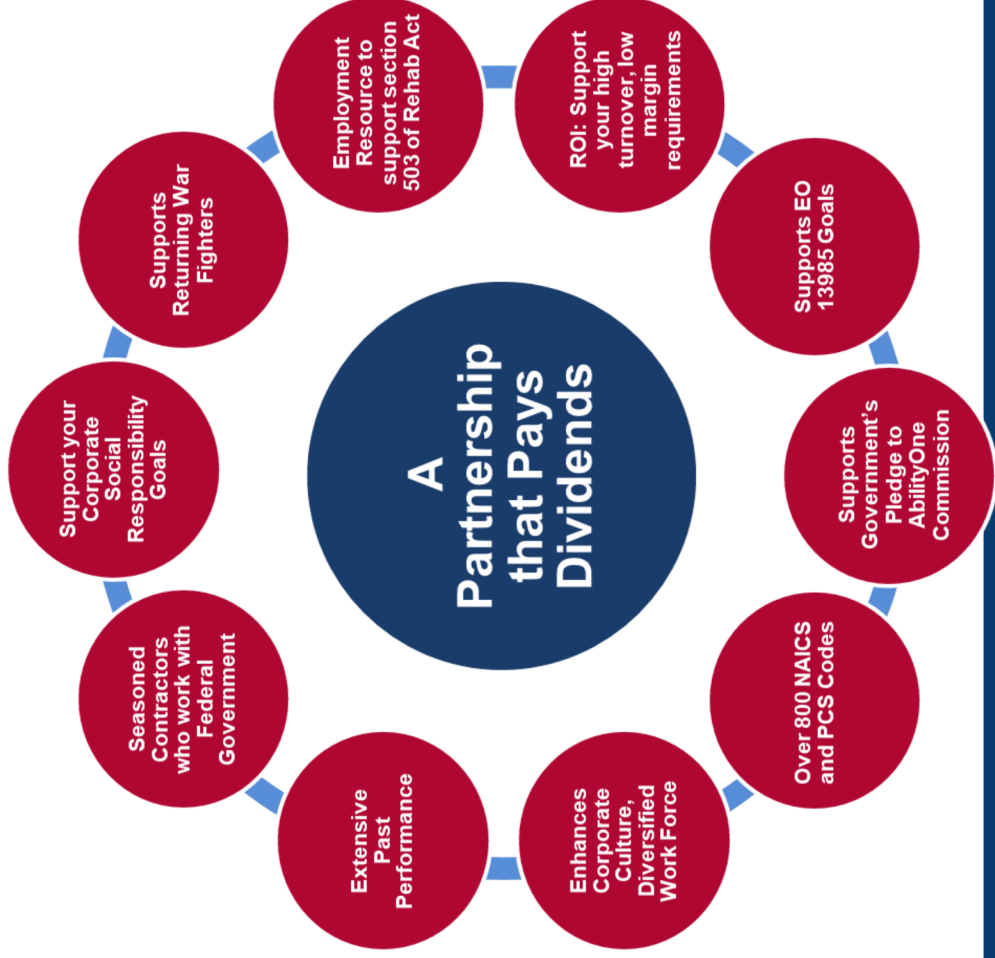
# Examples of Existing Partners



# y to Partner with AbilityOne

1. Email [primecontractor@abilityone.org](mailto:primecontractor@abilityone.org) and include the following information:
  - a) Solicitation number
  - b) Copy of PWS
  - c) Identification of work set aside for AbilityOne
  - d) Estimated annual value
  - e) Prime Contractor POC: email, phone, name, and title
  - f) Timing/Need (turn around time)
2. Upon receipt of the email, the Central Nonprofit Agencies (CNAs) will reach out to engage in dialogue, under designate a POC.
3. The CNA sets up meetings with Prime Contractor(s) to review upcoming solicitations and, as needed, define performed by an NPA as a subcontractor (CNAs are looking for functional areas like Call Centers, Enterprise Office Support Areas, Products)
4. The CNA posts the opportunity to the Nonprofit Community to determine interest and capabilities for the spec
5. The CNA reviews NPA responses and determines which NPA(s) are best qualified for subcontract work.
6. The CNA schedules review meetings between the Prime Contractor(s) and qualified NPAs.
7. Prime Contractor selects NPA(s) they wish to team with and begin proposal development.

# Partner with AbilityOne Nonprofit Agency



nk You!

[primecontractor@abilityone.org](mailto:primecontractor@abilityone.org)

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**The AbilityOne Program looks forward to your partnership and co  
increase employment opportunities for the Program.**