



The National Association for the Employment of People who are Blind

National Conference and Expo
Hyatt Regency Crystal City
Arlington, VA
Monday, October 6, 2014

Dial-in number: 1-877-860-3058
Pass Code: 925356

NAEPB Board Meeting Agenda
Washington A&B

10:00am - 10:45am EST - Meeting
10:45am - 11:00am EST - Break

- 1. Call to Order Steiner
2. Roll Call Moneymaker
3. Minutes for Approval Moneymaker
a) August 11, 2014 Board Teleconference
4. Treasurer's Report D'Amico
a) Balance Sheet, August 31, 2014
b) Income Statement, August 31, 2014
c) FY15 Budget
5. Consent Calendar Reports Steiner
a) COMMERCIAL SUBCOMMITTEE CALL AGENDA (November 12, 2014) (Gilliam)
b) July 22, 2014 NAEPB BSC Committee Call Agenda (Gilliam)
c) NIB BSC Monthly Update (July 2014) (Gilliam)
d) Tentative November 18, 2014 NAEPB BSC Committee Call Agenda (Gilliam)
e) New MICC BSC Policy (August 2014) (Gilliam)
f) GSA letter - FINAL signature list of House Members 9-17-14 (Mitchell)
g) GSA_SignOn_508 (Mitchell)
h) 9-15-14GovRelMinutes (Mitchell)
6. Ethics Committee Update Taylor
7. 2015 Winter Board and Membership Planning Retreat Steiner
8. Public Policy Update Mitchell
9. NIB Update Lynch
• State of the Industry
• Latest on GSA Initiatives
10. New Business All

Break to Start Membership Meeting



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Dial-in number: 1-877-860-3058
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**NAEPB Business Meeting Agenda
Washington A&B
11:00am – 12:30pm EST**

<u>Item</u>	<u>Member</u>
1. Call to Order	Steiner
2. Agency Roll Call	Moneymaker
3. BSC Award Presentations	Steiner/Gilliam
4. Reciprocity Awards	Walls
5. Approval of Membership Minutes of 5/20/14	Moneymaker
6. Approval of FY15 Budget	Steiner
7. NIB Staff Presentation "GSA: Past, Present, Future."	Lynch
8. Other Business	Steiner
9. Adjourn Membership Meeting	Steiner

Reconvene NAEPB Board of Directors Meeting

10. Other Business	Steiner
11. Adjourn Board Meeting	Steiner

NAEPB COMMERCIAL SUBCOMMITTEE CALL AGENDA

November 12, 2014 (877-860-3058, 925356)

(2:30-3:30 PM EST)

<u>TOPIC FOR DISCUSSION</u>	<u>DISCUSSION LEADER</u>
Agenda Review	Mike Gilliam
Membership Corrections/Updates	All Members
Commercial Webinars Results	Jack Tootson
Agency "Commercial" Readout:	_____
East Texas Lighthouse	Dave Huffman
Susquehanna Industries	Dennis Steiner
Dallas Lighthouse	Nancy Perkins
AVRE	Kenny Fernald
Chicago Lighthouse	Janet Szlyk
Strategic Commercial Partnerships	Sylvie Joseph
New Commercial Agency Projects	All
New Business/Future Topics	All Members
Schedule November Call	Mike Gilliam

NAEPB BSC CONFERENCE CALL AGENDA

TUESDAY, JULY 22, 2014 (2:30 – 3:30 EST)

(877-860-3058, PASS CODE 925356)

GOAL: To clearly and directly raise ALL issues facing the BSC's in an effort to focus our energies on the challenges at hand and develop concise action plans to address them.

➤ Logistics & Agenda Review

Mike Gilliam

➤ "Action Item" Update

- Tommy Thomas (Item #1) BSC Lease Update
- Tommy Thomas (Item #2) Air Force Policy Support
- Tommy Thomas (Item #3) MICC Support Update
- Michael Stine (Item #4) NAVSUP Policy Revision
- Tommy Thomas (Item #5) ETS Scrub List Update
- Michael Stine (Item #6) Branding Initiative Update
- Tommy Thomas (Item #7) Annual Report Schedule
- Jim Meehan (Item #8) FSSI OS3 Approach Update
- Buddy Sell (Item #9) 4PL Pilot Status
- Buddy Sell (Item #10) "Level Playing Field" White Paper Status
- Tommy Thomas (Item #11) GSA Business Excellence Subcommittee

➤ Hot Issues/New Initiatives

- ❖ Forwarding Testimonials
- ❖ Marketing Plan for BSC's
- ❖ DLA Partnering
- ❖ Ecommerce Support
- ❖ Alternate Billing Vehicles
- ❖ Draft BSC ETS Report

All Operators

Mike Gilliam

Mike Gilliam

Buddy Sell

Tommy Thomas

TBD

Mike Gilliam

➤ Next Meeting (October)

Mike Gilliam

July 2014

SUBJECT #1: MICC Way Ahead

LEAD: Tommy Thomas

STATUS: The Commission, along with NIB, NAEPB and Source America, hosted BG Gabbert, MICC Commanding General and Army Commission Representative, Mr. Hallock, on 30 June. The briefing on challenges associated with Army BSC sales and a significant drop in GPC use at Army installations went well. BG Gabbert will issue a new MICC memorandum to the field, clarifying the authorized role of the BSCs, with input from AbilityOne. Additionally, BG Gabbert and Mr. Hallock both agreed to investigate the decline in GPC cardholders across the Army—a situation they described as an unintended consequence of trying to implement new efficiencies. The “small business quotas” vs. “AbilityOne purchases” dilemma was also discussed. **Target date: Anticipate new MICC Memorandum release prior to the end of July.**

SUBJECT #2: BSC land lease payment requests (Fort Sam Houston, Fort Bliss, Kirtland AFB and Randolph AFB--- and Luke AFB) for both new and existing facilities

LEAD: Tommy Thomas

STATUS: As of 10 July, we are still waiting on a signature from Brigadier General Labrutta, 502nd Air Base Wing Commander. Once signed, the package will go back to AFCEC Headquarters for a final review, approval and implementation. **Target date for lease approval: August**

SUBJECT #3: Air Force GPC Policy Revision and Support to the AbilityOne program

LEAD: Tommy Thomas

STATUS: No change on SAF/AQCA AFI 64-117 revision.

Target date for publication of AFI 64-117: September 2014

SUBJECT #4: GSA Challenges/OS3/FSSI

LEAD: Tommy Thomas

STATUS: OS2 extension protests were denied. Subsequently GSA terminated the OS2 contracts. The NIB protest on OS3 Purchase, CLIN 4, was denied. However that GAO ruling recognized the mandatory nature of our program and established the primacy of the Commission in authorizing the vendors. This ruling was the last protest on the OS3 RFP, so we anticipate GSA will now move forward with the source selection. **Target Date: Update monthly.**

SUBJECT #5: ETS Scrub List

LEAD: Tommy Thomas

STATUS: The NIB ETS Team coordinated with the NIB BSC team and Compliance Departments on the publication of a new ETS Guide for all BSC operators and store managers. The guide was staffed through the BSC Best Practices Committee for comment and is now distributed to all agencies.

Target Date: Complete. Maintain continuous vigilance to ETS in the stores.

SUBJECT #6: USAF Conversions from MOAs to No-Cost contracts

LEAD: Mike Stine

STATUS: Ongoing. NIB continues to work with several USAF and Army installations on converting MOAs to no-cost contracts. Joint Base Dix-McGuire is the latest installation to begin conversion. **Target Date: We will track each installation in the coming months to ensure successful transition to no-cost contracts.**

SUBJECT #7: Revision of NAVSUP Instruction 4200.99B

LEAD: Mike Stine

STATUS: No change. **Target Date: Update progress monthly.**

SUBJECT #8: BSC Marketing/Stakeholder Presentation

LEAD: Mike Gilliam/Ken Barnett

STATUS: Mike Gilliam and Ken Barnett are developing a slide presentation on the BSC program that can be tailored to multiple audiences for face-to-face meetings. The themes include on-base mission critical partnership and customized, responsive inventories to meet the local demands. The package will be distributed to NIB and all of the BSC operators for input/suggestions. Mike Gilliam will discuss further on the 22 July NAEPB Quarterly BSC teleconference. **Target Date: August**

SUBJECT #9: BSC QUARTERLY ETS REPORT SUMMARY

LEAD: Mike Gilliam

STATUS: Harlan Erker to present at the July 22nd NAEPB BSC Committee Call.

SUBJECT #10: 4PL PILOT

LEAD: Buddy Sell

STATUS: Contractual guidelines are still being developed between Envision and GSA. The Commission issued a letter this week (attached) supporting the basic principles of the trial, and it to move forward.

NAEPB BSC CONFERENCE CALL AGENDA

TUESDAY, NOVEMBER 18, 2014 (2:30 – 3:30 EST)

(877-860-3058, PASS CODE 925356)

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Mike Gilliam

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- ❖ Ecommerce Support
- ❖ Alternate Billing Vehicles
- ❖ Draft BSC ETS Report

All Operators

Mike Gilliam

Mike Gilliam

Buddy Sell

Tommy Thomas

TBD

Mike Gilliam

➤ Next Meeting (October)

Mike Gilliam



DEPARTMENT OF THE ARMY
U.S. ARMY MISSION AND INSTALLATION CONTRACTING COMMAND
2219 INFANTRY POST ROAD
JBSA FORT SAM HOUSTON, TX 78234-1361

CCMI-CO

AUG 20 2014

MEMORANDUM FOR SEE DISTRIBUTION

SUBJECT: Use of the Government Purchase Card at Army Base Supply Centers

1. References:

- a. Federal Acquisition Regulation (FAR) Part 8 and 13.
- b. Army Regulation (AR) 710-2, Supply Policy Below the National Level, 28 March 2008.
- c. Army Government Purchase Card Operating Procedures, 3 May 2013.
- d. Message, HQDA G-4 ALARACT, 211254Z Mar 13, subject: Clarification of Source of Supply Selection of Office and Household Secondary Items in Installation Support.

2. Purpose. To provide guidance for use of the Government Purchase Card (GPC) within the Base Supply Centers (BSCs) located on U.S. Army Installations.

3. Background. AbilityOne BSCs began providing supplies to Government customers in 1995. AbilityOne BSCs are brick and mortar retail-type stores operated under the AbilityOne Program on military installations and in federal facilities. BSCs are located at more than 150 federal installations nationwide with approximately 40 BSCs at Army installations. BSCs specialize in office and cleaning supplies, tools and maintenance, repair and operation (MRO) items. A significant portion of their inventory is composed of Procurement List (PL) items maintained by the Committee for Purchase from People Who Are Blind or Severely Disabled (operating as the U.S. AbilityOne Commission). PL items are specifically identified in each BSC by the AbilityOne icon. The remainder of the inventory is commercially acquired from multiple sources, including small businesses, by the Nonprofit Agency (NPA) store manager.

4. FAR 8.002(a)(1) establishes the order of priority for satisfying requirements for supplies from or through mandatory Government sources and publications. Agency inventories are the highest priority source available to satisfy requirements for supplies. Additional sources of supply provided in the hierarchy at FAR 8.002(a)(1), in descending order of priority are: excess from other agencies, Federal Prison Industries, Inc., supplies that are on the PL maintained by the Committee for Purchase from People Who Are Blind or Severely Disabled, and finally, wholesale supply sources, such as

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SUBJECT: Use of the Government Purchase Card at Army Base Supply Centers

stock programs of the General Services Administration (GSA), and military inventory control points.

5. The AbilityOne Program is a mandatory source of supply, with any procurement method and at any dollar value, in accordance with 41 U.S.C. §8501 *et seq.* The AbilityOne Program's mandatory status remains in effect for all items on the PL, including those under the micro-purchase threshold. AbilityOne BSCs (brick and mortar stores and associated e-commerce sites) are authorized vendors of both AbilityOne and commercial open-market items at the same level as GSA Advantage, Federal Strategic Sourcing Initiative (FSSI) and Department of Defense - Electronic Mall (DOD EMALL). Units should purchase office and household consumable items under the micro purchase acquisition requirements of the GPC program from the BSCs, GSA stores, GSA and DOD EMALL without prior Supply Support Activity (SSA) coordination.

6. In accordance with FAR 13.203(a)(2), GPC cardholders do not require competitive quotes for purchases below the micro-purchase threshold if they consider the prices to be reasonable. Additionally, local contracting officers should consider BSCs among sources of supply able to compete for purchases in excess of the micro-purchase threshold.

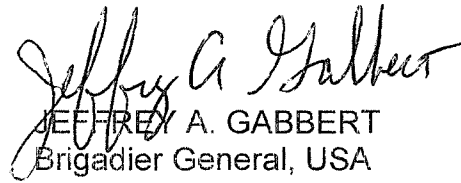
7. GPC cardholders must follow all of the requirements and perform their responsibilities as required by reference 1.c. Specifically, GPC cardholders must purchase items consistent with GPC Operating Procedures, section 3-5. In addition, the installation SSA accountable property officer may direct local purchase as a source of supply, to satisfy requests submitted by supported units and maintenance activities at the local installation, according to AR 710-2, paragraph 4-16. Per GPC Operating Procedures, section 3-1, micro-purchases should be distributed equitably among qualified suppliers, with special consideration paid to supporting the installation BSC and local, small and small disadvantaged businesses.

8. To assist the BSCs, GPC Agency Organization Program Coordinators (AOPCs), at their discretion, may invite BSC store managers/representatives to attend installation GPC training classes to provide information on BSC operations.

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SUBJECT: Use of the Government Purchase Card at Army Base Supply Centers

9. My point of contact for this action is Gary Pinion, Government Purchase Card Program Manager, Level 3 A/OPC, at 210-466-2403 or gary.p.pinion.civ@mail.mil.


JEFFREY A. GABBERT
Brigadier General, USA
Commanding

DISTRIBUTION:

Headquarters

Contracting Support Brigades/Field Directorate Office

Contracting Offices/Contingency Contracting Battalions

Final List of House Members on GSA sign-on letter (Alpha by state and in order of district)

Alabama

Martha Roby (R-AL2)
Mike D. Rogers (R-AL3)
Terri A. Sewell (D-AL7)

Arizona

Ron Barber (D-AZ2)
Kyrsten Sinema (D-AZ9)

Arkansas

Rick Crawford (R-AR1)
Tim Griffin (R-AR2)
Steve Womack (R-AR3)
Tom Cotton (R-AR4)

California

Mike Thompson (D-CA5)
Sam Farr (D-CA20)
Alan Lowenthal (D-CA47)
Juan Vargas (D-CA51)

Florida

Corrine Brown (D-FL5)
John Mica (R-FL7)
Alcee Hastings (D-FL20)

Georgia

Sanford Bishop (D-GA2)
John Lewis (D-GA5)
Austin Scott (R-GA8)

Indiana

Todd Rokita (R-IN4)
Susan W. Brooks (R-IN5)
Luke Messer (R-IN6)
Andre Carson (D-IN7)
Larry Bucshon (R-IN8)

Todd Young (R-IN9)

Louisiana

Steve Scalise (R-LA1)
Cedric L. Richmond (D-LA2)
Bill Cassidy (D-LA6)

Massachusetts

Stephen F. Lynch (D-MA8)

Michigan

Fred Upton (R-MI6)

Minnesota

Collin C. Peterson (D-MN7)

Mississippi

Gregg Harper (R-MS3)

Nebraska

Jeff Fortenberry (R-NE1)
Lee Terry (R-NE2)

New York

Charles B. Rangel (D-NY13)
Eliot L. Engel (D-NY16)
Richard Hanna (R-NY22)
Louise M. Slaughter (D-NY25)

North Carolina

David E. Price (D-NC4)
Patrick T. McHenry (R-NC10)

Ohio

Steve Chabot (R-OH1)

Oklahoma

Jim Bridenstine (R-OK1)
Markwayne Mullin (R-OK2)
James Lankford (R-OK5)

Pennsylvania

Patrick Meehan (R-PA7)
Tom Marino (R-PA10)

Tennessee

Phil Roe (R-TN1)

Texas

Michael Conaway (R-TX11)
Beto O'Rourke (D-TX16)
Sheila Jackson Lee (D-TX18)
Joaquin Castro (D-TX20)
Lamar Smith (R-TX21)
Pete Gallego (D-TX23)
Blake Farenthold (R-TX27)
Eddie Bernice Johnson (D-TX30)
Pete Sessions (R-TX32)

Virginia

Gerald E. Connolly (D-VA11)

Washington

Suzan DelBene (D-WA1)
Cathy McMorris Rodgers (R-WA5)
Jim McDermott (D-WA7)
Adam Smith (D-WA9)

Wisconsin

Jim Sensenbrenner (R-WI5)

Guam

Madeleine Bordallo (GU)

The signatures as they appear in order on the letter

Lee Terry	Sanford Bishop
Louise Slaughter	Eddie Bernice Johnson
Andre Carson	Jim Sensenbrenner
Madeleine Bordallo	Michael Conaway
Lamar Smith	Alcee Hastings
Steve Scalise	Adam Smith
Collin Peterson	Corinne Brown
Stephen Lynch	Sheila Jackson Lee
Eliot Engel	John Mica
Fred Upton	Beto O'Rourke
Susan Brooks	Kyrsten Sinema
Ron Barber	Pete Sessions
Gregg Harper	Patrick Meehan
Patrick McHenry	Charles Rangel
Martha Roby	Tom Cotton
Steve Womack	Markwayne Mullin
Sam Farr	Bill Cassidy
Terri Sewell	Todd Young
Jim McDermott	Larry Bucshon
Tim Griffin	Jeff Fortenberry
Juan Vargas	Austin Scott
Luke Messer	Alan Lowenthal
Pete Gallego	Gerry Connolly
John Lewis	Suzan DelBene
Richard Hanna	Mike Rogers
Jim Lankford	Mike Thompson
Todd Rokita	Cedric Richmond
Cathy McMorris Rodgers	Joaquin Castro
Jim Bridenstine	Blake Farenthold
David Price	Phil Roe
Rick Crawford	Steve Chabot
Tom Marino	

Congress of the United States
Washington, DC 20515

September 12, 2014

The Honorable Dan M. Tangherlini
Administrator
U.S. General Services Administration
Washington, DC 20405

Dear Administrator Tangherlini:

We write today regarding the U.S. General Services Administration (GSA)'s compliance with the Javits-Wagner-O'Day (JWOD) Act, which requires federal agencies to purchase specified products and services through the AbilityOne Program.

The AbilityOne Program offers employment opportunities for nearly 50,000 individuals who are blind or have other significant disabilities. The JWOD Act mandates that federal government entities obtain any products or services included on the AbilityOne Program Procurement List (PL) from a nonprofit agency employing persons who are blind or have other significant disabilities as long as that product or service is available within the normal period required by that government entity.

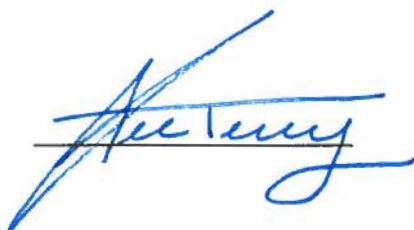
When products are on the PL and a federal agency has a need for them, those products must be purchased from the AbilityOne Program. Federal employees are prohibited from purchasing products determined to be "essentially the same" as products on the PL.

In order to ensure GSA is fully aware of, and in compliance with, the AbilityOne purchase requirements mandated by the JWOD Act, we ask GSA to respond to the following questions:

- What has been the performance of GSA commercial contractors with regard to maintaining the AbilityOne mandatory status? How has GSA managed non-compliant contractors?
- What mark-up does GSA apply to AbilityOne products sold through GSA Global Supply?
- What specific policies will GSA follow to ensure that commercial contractors comply with the mandatory requirements of the AbilityOne program?

We ask GSA to work with us, the AbilityOne Commission, and National Industries for the Blind to guarantee compliance with the JWOD Act and further the goal of creating long-term, stable employment for Americans who are blind or who have other significant disabilities.

Sincerely,



Louise M. Haughton

~~John~~

Madeleine Z. Boudallo

Lamar Smith

Steve Sealise

~~Colli C. [unclear]~~

~~John [unclear]~~

Edith L. Engel

~~Frank [unclear]~~

Susan Brooks

Ron [unclear]

Gregg Harper

Patricia McHenry

Marta Polyz

Eddie Bernice Johnson

~~John [unclear]~~ WI-05

K. Will Long

Alan [unclear]

Alan [unclear]

Corinne Brown

Shirley Jackson

~~[unclear]~~

Beto O'Rourke

Kristen Sirena

Joe Sassi

Patricia [unclear]

Charles [unclear]

Tom Cotton

Steve Womack

Sam Farr

Leri Swell

Jim McSweeney

Tom Loeffler

Juan Vargas

Lupe Nieves

Tom F. Malley

Ad Lewis

Bob Latta

Tommy Davis

Scott Roth

Cathy McMoran-Rodgers

Jim Bridenstine

Markwayne Mullin

Bill Cawley

Jeff Young

Larry Buckner

Jeff Zinke

Austin Smith

Alan Lowenthal

Sheldon Whitehouse

Lucretia Beaudin

Mike Royce

Min Shum

Tommy Tuberville

Joanna Castro

Blake Farenthold

David Price

Midland

Tom Martin

Dave Price

Sturtevant



TOGETHER, WE...

2014 NIB/NAEPB NATIONAL CONFERENCE & EXPO



#NIBConfExpo

GSA – NIB Past and Present

Purpose

Describe GSA strategic sourcing transformation efforts and NIB's strategic and tactical efforts to blunt any resulting negative impacts

Foster dialog to answer questions and seek alternative approaches

GSA Structure: Pre-Strategic Transformation

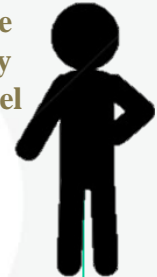
Government
Purchase Card
Holder or
Contracting Officer



MILSTRIP /
FEDSTRIP User



On-base
Military
Personnel



FSSI OS1 &
OS2

GSA
Advantage

Vendor
Website

Multiple Award Schedule (MAS)

- Customers purchase products directly from vendor via a vendor- or government-managed internet portal or vendor store front
- Vendors fulfill orders and invoice customers directly
- Largest channel, covering 70-80% of addressable spend

Global
Supply

Depot

- Requisitions occur thru DoD supply system
- GSA owns and operates distribution centers to warehouse and distribute orders received

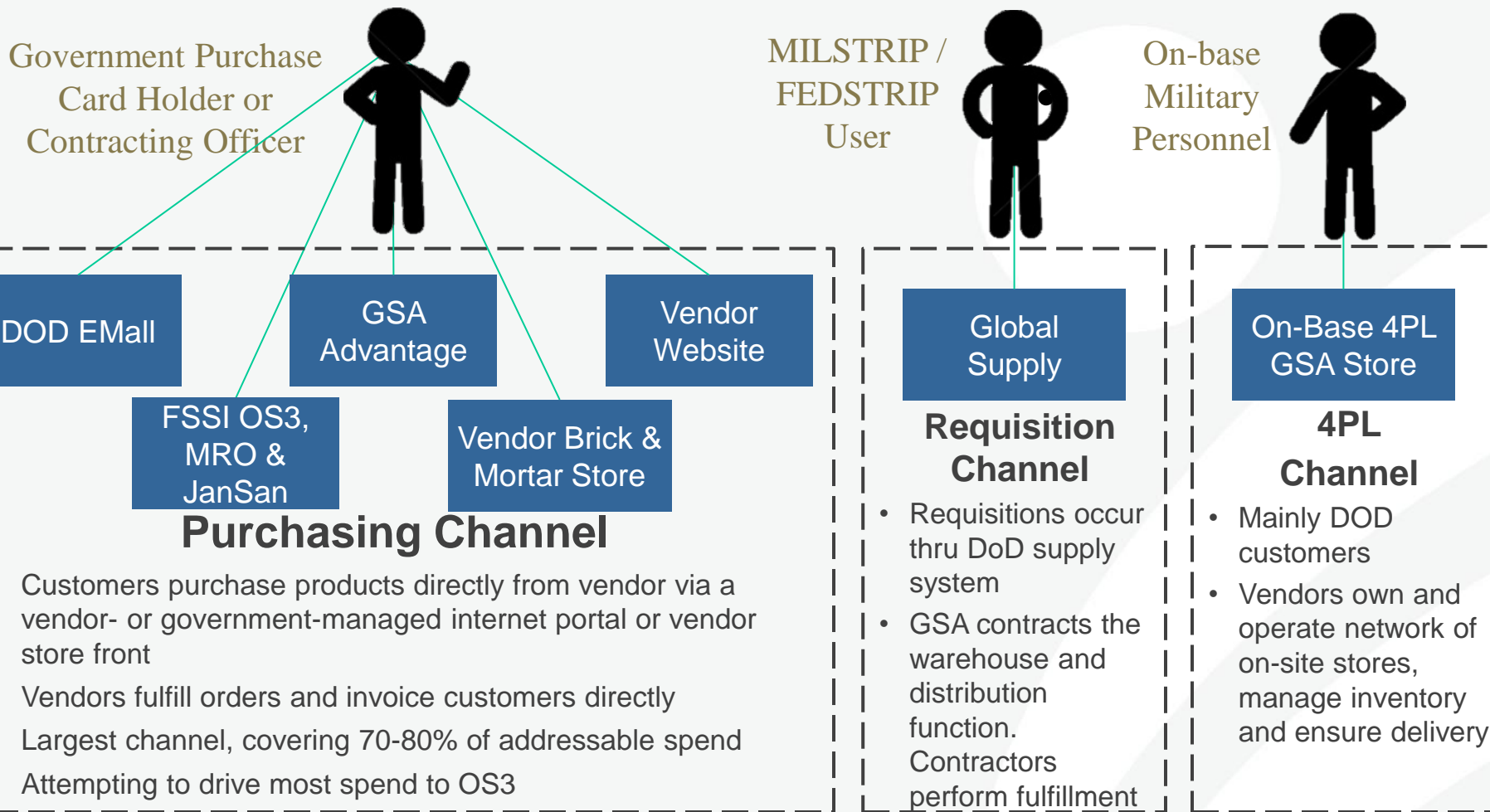
On-Base 4PL
GSA Store

4PL

Channel

- Mainly DOD customers
- Vendors own and operate network of on-site stores, manage inventory and ensure delivery

GSA Structure: Post Strategic Transformation



GSA Contract Mechanisms (Post Transformation)

Structure

Contract Mechanisms

Requisition Channel

- Federal Strategic Sourcing Initiative (FSSI) IDIQs for Office Products (OS3), JANSAN and MRO
- Direct Vendor Delivery Contracts
- Strategic Partner Delivery Contracts

Purchasing

- Federal Strategic Sourcing Initiative (FSSI) IDIQ, BPAs for Office Products (OS3), JANSAN and MRO
- Schedules program

4PL

- Retail Operations off military installations
- NIB protested. Protest dismissed.

**GSA'S Goal:
Increase sales
capture**

Requisition Channel (Depot) Post Strategic Transformation

- **FSSI:** Contracts will be issued to manage the warehousing and distribution of products within each category
- **Direct Vendor Delivery (DVD):** Contract to commercial dealer to distribute product for GSA to end customers
 - NIB e-commerce has three DVD contracts
- **Strategic Partner Delivery (SPD):**
 - Contract with commercial wholesalers (LCI and MSC) to warehouse and distribute selected commodities
 - GSA receives federal agencies' requests for products and places the orders direct with wholesalers
 - Also referred to as Expanded Direct Delivery (EDD)
 - Contract coverage originally designed as interim solution pending FSSI requisition channel awards

Requisition Channel (Depot) Post Strategic Transformation (Continued)

- **DLA transfer: Fire Items and FSG 80:**
 - Phase I: Transferred 65 NSNs (paint products, chem lites, and hose assemblies)
 - Phase II: Transferred 46 NSNs (paint products and paint accessories)
- **FSSI IDIQ Solicitation Status:**
 - OS3: Closed 19 September. Under award evaluation.
 - JanSan: Still as draft RFQ; estimated release is October 2014. Must be current Schedule holder, may be small business set-aside.
 - MRO: Still as draft RFQ; estimated release is October 2014. Must be current Schedule holder, may be small business set-aside.

Purchasing Channel (MAS) Post Strategic Transformation

- OS3: Awarded 11 August 2014 although all four CLINs are under GAO protest
 - CLIN 1: General Office Supply Category-13 vendors awarded
 - CLIN 2: Office Paper- 2 vendors awarded
 - CLIN 3: Toner/Ink- 5 vendors awarded
 - CLIN 4: GSA on the Go- 1 vendor awarded- NIB protest dismissed

Purchasing Channel (MAS) Post Strategic Transformation (Continued)

- MRO: FSSI BPAs awarded to 12 vendors in July. The contracts are not available for purchasing
- JanSan: BPAs awarded to 18 vendors in July. The contracts are not available for purchasing

Strategies to Minimize Impact

- **Board Directive:** Authorizes NIB CEO to execute any and all means necessary to blunt impact of GSA actions
- **Unsolicited Bid to GSA:** Request to set aside the management of AbilityOne items to NIB in December 2013-
 - GSA denied request
- **Requisition Channel Addition to the Procurement List:** Requested the Commission to add the warehouse and distribution service to the PL in April 2014
 - Pending
- **Mark Up Analysis:** Performed mark up analysis of depot stocked items and presented excessive mark up results to GSA and the Commission in support of the PL Addition request.
 - GSA reviewing excessive mark ups
- **Future Product Additions:** Requested the Commission add future commodity product to the procurement list without GSA sponsorship nor price concurrence.
 - Currently refining process methodology for the Commission

Strategies to Minimize Impact (Continued)

- RFQ Language and Market Basket: Numerous attempts to strengthen AbilityOne mandatory source and compliance language, appealing directly to GSA and via the Commission
 - Succeeded in adding allocation language in EDD contract and RFQs
 - Clarified market basket items with GSA and Commission to properly identify AbilityOne items and remove ETS
- Protested OS3 Purchasing solicitation and award for CLIN4 for retail operations. Solicitation protest denied; Award protest dismissed
- Monitor 4PL GSA/ Envision pilot
- Sign on letter campaign and Sen. Schumer support

Strategies to Minimize Impact

(Continued)

- Focus on ETS/Compliance given greater reliance on Contracted solutions:
 - Commission will finally publish an authorized distributor compliance program early FY15- three strikes
 - Commission Published Interim ETS policy
 - NIB conducted ETS study outlining recommendations for the Commission to improve compliance
 - Commission will publish updated authorization criteria with stronger language placing compliance ownership on distributor
 - Mystery Shopping: NIB conducts shopping to ensure appropriate blocking and subbing of ETS
 - Gain access to FSSI BPA holder ecommerce sites for increased monitoring

Strategies to Minimize Impact (Continued)

- Focus on pricing and pricing impacts:
 - Continue to monitor and highlight GSA and distributor fees to blunt over-pricing notions.
 - Drafted for Commission a distributor authorization document that introduces a cap on fee
 - Drop Ship Rates: Enforcement of drop ship rates to help minimize frequency of small orders
 - Developing Commission process for determining FMP without GSA concurrence
 - Reinvigorating FMP white paper to drive Commission pricing policy changes
 - Establishing, with some exceptions, items transferring to DLA at FMP for near term contract solutions

Questions

- Please submit any questions and/or suggestions by COB 3 October to John Qua, Marie-France Vareilles or Jennifer King.

Contacts

John Qua

Vice President, Services

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Marie-France Vareilles

Vice President, Products

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Jennifer King

Program Director

202-701-8190

jking@nib.org