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Operations Agenda

- Sub-Committees:
 - ❖ Asked to map tactical activity to strategic thrusts
- Overarching Activity
 - ❖ ETS
 - ❖ AbilityOne Pricing
- Open Forum



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JanSan/MRO Sub-Committee

Stephanie Benedetti

Shawn Spengler

October 13, 2015



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JanSan Sub-Committee Update

- Primary goal identified as sales support to JanSan & MRO FSSI Awardees
 - Identified leads for JanSan & MRO areas
 - Most leads attended AbilityOne FSSI Industry Day in January, 2015
- Update from 10/12/15 meeting

NAEPB Strategy - Sub-Committee Tactics

Strategy Category	NAEPB Strategy	JanSan/MRO Tactics
Employment Growth & Employment Satisfaction (Grow And Diversify Employment)	Mandatory “ support and enforcement (OPERATIONS, PP) Leverage NPA’s combined capabilities in new business opportunities (SERVICES, OPERATIONS)	Work with NIB ETS and Channel teams to identify areas where ETS is still prevalent or untapped areas (example: food service contractors). Collaborate and create ETS marketing pieces that target these areas. Push for results driven reporting on insertion of 52.208-9 clause into JanSan/Food.
	Develop business models that can be easily replicated (SERVICES, OPERATIONS)	Continue to share agency and NIB best practices at meetings.
	Identify new business opportunities and different ways of approaching them (OPERATIONS)	Coordinate meetings or learning events with large contract award winners. Implement a sales/training program specific to FSSI that allows agency involvement and participation.
Membership Engagement and Value (Engage Members and Provide Value)	Coordinate with NIB to devise “information center” of products and services, core competencies and relationships (SERVICES, OPERATIONS)	Provide NIB information by assigned business/category utilizing the category leads to assist in gathering materials and information.
	Identify opportunities where joint “pooling” approaches will generate member benefits (OPERATIONS, SERVICES)	Continuously promote reciprocal purchasing activities and provide opportunities for agencies to speak at NAEPB SubCom meetings regarding their products.

JanSan Sub-Committee Update

- FY15 NPA reported sales through Aug
 - Commodities up 5%
 - JanSan up 10% YoY
 - MRO up 27% YoY
 - Food Service up 23% YoY
 - BSCs, MAS and Wholesalers up; GSA Down

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MAG Sub-Committee 2015 Update

Brenda Mee

Tom Black

Oct 13th, 2015



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MAG Update

Events:

- Attended EMS World Expos (Nov & Sep)
- Attended Medical Captains of Industry Day at DLA-Troop Support
- Attended Vendor Day at Fort Detrick, MD
 - NIB and SourceAmerica NPAs displayed their medical items and discussed capabilities with attendees (decision makers from requirement activities)
- Attended National Veteran Small Business Exchange

VA update: National Acquisition Center (NAC) is in transition, all BOA's will eventually be managed by Strategic Acquisition Center (SAC). Many NPA's are already getting notifications to send information for MSVP (MedSurg Prime Vendors) and for VA e catalog. Dean Simmonds, NIB's National Account Manager for Medical will continue to share updates and monitor progress.

Medical Sales:

- FY15 VA sales are up 6.7% from FY14
- FY15 DLA sales are up 3.5% from FY14
 - Note: FY15 sales is through Aug 2015

MAG Tactics – DOD

NAEPB Employment Growth & Employment Satisfaction (Grow And Diversify Employment)	
Mandatory “ support and enforcement (OPERATIONS, PP) Leverage NPA’s combined capabilities in new business opportunities (SERVICES, OPERATIONS)	<ul style="list-style-type: none"> - Conduct periodic meetings with contracting activities; educate and work on ensuring AB1 is considered for new requirements prior to posting of solicitations and/or AB1 language is written into contracts. - Identify new medical requirements across the spectrum of the DOD by creating & maintaining relationships with key personnel, such as; PM's, SME's, Requirements Developers, Committees, MMESOs, etc.
Develop business models that can be easily replicated (SERVICES, OPERATIONS)	<ul style="list-style-type: none"> - Develop and implement plan that focuses on engaging customers early when they are developing requirements and/or strategies for standardization.
Develop/implement “LEAN” new product introduction process (OPERATIONS)	<ul style="list-style-type: none"> - Identify choke points in development and new product introduction phases to improve processes, timeliness and marketing.
Pursue business diversification/job growth via commercial market opportunities (OPERATIONS)	<ul style="list-style-type: none"> - Identify and attend tradeshow related to medical line of business to pursue potential opportunities, such as: kitting and being U.S. source of supply.
NAEPB Strategy Membership Engagement and Value (Engage Members and Provide Value)	
Coordinate with NIB to devise “information center” of products and services, core competencies and relationships (SERVICES, OPERATIONS)	<ul style="list-style-type: none"> - Use NIB resources to create “information center”, once created members will need to advise on changes as necessary to keep current. - Make available to potential customers (or something similar)?
Identify opportunities where joint “pooling” approaches will generate member benefits (OPERATIONS, SERVICES)	<ul style="list-style-type: none"> - Focus on kitting opportunities

MAG Tactics – VA

NAEPB Employment Growth & Employment Satisfaction (Grow And Diversify Employment)

<p>Mandatory “ support and enforcement (OPERATIONS, PP) Leverage NPA’s combined capabilities in new business opportunities (SERVICES, OPERATIONS)</p>	<ul style="list-style-type: none"> - Meet with Integrated Product Teams (IPT) quarterly to identify new requirements and any problematic items. - Continue to work w/SAC on keeping Prime Vendor(s) compliant. - Build relationship with primes to become more of a solution to help them meet the needs of the customer.
<p>Develop business models that can be easily replicated (SERVICES, OPERATIONS)</p>	<ul style="list-style-type: none"> - Continue to educate acquisition & contracting officers; on products and services available through the PL that align with their needs and encourage them to engaging AB1 early in their procurement strategy development.
<p>Develop/implement “LEAN” new product introduction process (OPERATIONS)</p>	<ul style="list-style-type: none"> - Develop streamlined BOA process for adding DLA/GSA PL sponsored items to new and existing BOA contracts. - Assess current marketing of new items added to BOAs to identify gaps in marketing outreach to VA customers.
<p>Pursue business diversification/job growth via commercial market opportunities (OPERATIONS)</p>	<ul style="list-style-type: none"> - Increase commercial partnering opportunities with Prime Vendors and Medical Group Purchasing Organizations (GPO).

NAEPB Strategy Membership Engagement and Value (Engage Members and Provide Value)

<p>Coordinate with NIB to devise “information center” of products and services, core competencies and relationships (SERVICES, OPERATIONS)</p>	<ul style="list-style-type: none"> - Follow MAG DOD strategy
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Office Products and Writing Instruments Subcommittee

Amanda Alderson

Tuesday, October 13, 2015



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Office Products Focus

- Meeting held Monday, Oct 12 to discuss the goals and objectives of the Office Product Subcommittee
- Main focus is growing and maintaining office product sales
- Strategizing on reducing the effects of digitalization

FY 15 Updates

- Added 18 federal projects to the Procurement List
- Added an additional estimated 37.02 BWY's
- Relationship improving with GSA Region 2

OP Sales

- As of August 31, OP Sales up 2% from FY14 (Oct – August)
- Slower 3rd quarter than expected for FY15

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Writing Instrument Focus

GOALS

- Develop Effective Standardized Reporting and Metrics
- Develop WIG Marketing Plan
- Standardize Branding and Packaging
- Improve Product Management of Category

WI Sales

- As of August 31, WI sales down **11%** from FY14 (Oct-August)

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MR Subcommittee

Anne-Marie Wallace, NIB

Dan Carson, Winston-Salem IFB



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Current MR Business Landscape

- DOD Budget concerns continue:
 - Potential government shut down – hope is commissary will not be affected
 - FY 16 budget released. Funding restored for FY 16
 - Pressure of budget caps still continue for DOD due to caps on spending. Reform is coming

What we're doing in response

- NIB's Public Policy team continues to work with the Hill to reinforce the importance of the commissary program in creating jobs.
- Your grassroots effort is still needed:
 - Contact your senators & congressman
 - www.SaveOurBenefit.org

2016 MR Objectives and Initiatives

- Exceeding customer expectations
- Educating military resale customers on the AB1 program.
- MR Packaging Update
- Category management
 - Refreshing product assortment
 - Adding items to current categories in keeping with retail trends
 - Evaluating product sales and removing items that are not selling well
 - Shelf management – plan-o-grams

2016 MR Objectives and Initiatives (continued)

- Promotions
- Develop new categories for growth
- Develop new channels for growth
- Store execution

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TAG PRESENTATION

Curtis Eatman / Kevin Campbell



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Agenda

- AbilityOne Opportunities
- Commercial Initiatives

AbilityOne Opportunities

- 80 attendees at June Tag meeting
- DoD migration to OCP 2015 pattern from OEFCP is presenting new opportunities
 - MOLLE, FREE IWOL, ECWS Layer II & IV, ACS, Rigger's Belt and MW T-Shirt changing to Tan
- Natick M & D Initiative for Jungle Fabric and Architecture Development Effort (JFADE) may open new opportunities going forward
- FPI has surpassed their 5% in FSCs 8405, 8410, 8415 and is considered to have significant market share and can not exercise their priority, DoD contract must be competed according to DFAR 208.602-7
- Increased focus on Natick/RDECom, Foreign Military Sales and DLA
- New Project: FREE EWOL (Fire Retardant Environmental Ensemble Extreme Weather Outer Layer) Army sponsoring 50% for FY16.

Commercial Initiatives

- Agencies continue to develop commercial projects
- Worked with 29 Commercial Customers
- Reviewed 88 products
- Lost out on 57 products
- Price acceptance on 20 products
- 11 projects still in process and moved into FY 2016
- Lost projects: BioLite Stove, Kittrich Corp., Demand Direct
- Completed: WalMart, True North Gear, Michael's Swim
- In Process: Aftco, True North Gear, Stryker Corp.

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Essentially the Same: Plugging the Leak

Jennifer King



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This year in review and the road ahead

- FY15:
 - ETS Policy published
 - GSA performed two ETS removal cycles
 - GSA agreed to review B list ETS designations
- FY16
 - Far Case
 - Distribution Policy and compliance procedure publication
 - GSA engagement to review B list
 - DLA Prime Vendor Engagement and Compliance (ADS)
 - EMALL compliance

Update on AbilityOne Federal Acquisition Regulation (FAR) Cases

- NIB and AbilityOne Initiated FAR case on 3 May 2014 to revise clause 52.208-9, “Contractor use of Mandatory Sources of Supplies and Services” to clarify its use in Service contracts
- Working thru the Defense Acquisition Regulation Council (DARC) Team structure, the case was “fast-tracked” to DARC for review and approval.
 - DARC requested that we also update language in other sections of 8.7 to be consistent with change
 - Final reconciliation meeting of all Federal Agency comments on docket for October 14th
- Next step is for publication in the Federal Register for public comment
 - NIB will spearhead positive letter-writing campaign to support the Federal Register process.
 - Once all comments are adjudicated, FAR case will be issued as regulation through a Federal Acquisition Circular.
- Case on ETS Policy briefed to Office of Federal Procurement Policy on 1 September
 - Will address requirements of contractors and requirements for contracting personnel
 - Case documents will be provided to them in October 2015.



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AbilityOne Pricing

Marie-France Vareilles



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AbilityOne Pricing

- Complex Pricing Issues
 - ❖ NIB is hiring a 3rd party to evaluate the AbilityOne distribution landscape
 - Various pricing levels to analyze; Wholesale, MAS, BSC, DVD and BOA as examples of avenues for end user sourcing

QUESTIONS, COMMENTS and TOPICS for OPS Committee Consideration

THANK YOU!!!!!!