



BSC Committee Report – May 25, 2022

Submitted by Chris Lafollette, VP BSC Committee

Board Meeting, June 13, 2022

The BSC Best Practices Committee conducts monthly conference calls for all BSC Operators to review program sales and employment, performance metrics, marketing activities and discuss issues affecting the success of the BSC program.

Sales/Employment: As a result of BSC semi-annual meeting, all CEOs have committed to working to fill vacancies within 6 months, after which the operator would be put on probation. If the vacancy has not been filled in 12 months, the operator would lose the BSC assignment. This agreement will be worked into an updated NIB employment policy, pending Commission approval.

There are currently 20 locations without a BVI or disabled employee. This is the same number as last month; however, 2 locations lost a BVI employee, and one has already extended an offer to hire. In the past month, another location has hired a veteran with a disability to fill a vacancy. Another location has interviewed a BVI candidate and is working on transportation logistics in order to be able to extend an offer. A potential candidate with a disability has been identified for the vacancy at Guantanamo Bay. All agencies have hiring plans in place.

Overall sales for the month of March were down 28.4%. The overall AbilityOne ratio for FY22 is 25.5%.

- AbilityOne sales were down 16.0% over FY21
- Commercial sales were down 35.8% over FY21
- HAZMAT sales were down 13.9% over FY21
- IEE sales were down 24.7% over FY21
- Total sales were down 28.4% over FY21

Sales continue to trend down year over year and are within a few percentage points of all categories as last month's sales. The biggest drivers in sales decline are reduced deployments, much of the workforce having telework options, purchasing policy changes, lack of understanding that purchasing options include BSCs, and competing programs (see AF First Look below). Agencies are actively seeking to fill all BVI vacancies.

Personal Sales: The AbilityOne Commission asked NIB to propose rules that would potentially allow BSCs to do personal sales. The Commission is currently reviewing this proposal. NIB provided the Commission with information regarding contracts either prohibiting personal sales



specifically (1 total) or allowing personal sales (8 total). No final decision has been made as of this update.

GSA 4PL: NIB continues to monitor then implementation of the latest iteration of GSAs 4PL program. Our goal is to avoid any conflict within locations with existing BSCs, ensuring that when a BSC is present, GSA either use the local BSC or avoid any overlap in scope.

DLA/Tailored Logistics Support Program (TLS): This project provides an opportunity for BSCs to accept MIPR and MILSTRIP payment while supplying products to customers on base. Sales over the micro-purchase are competed among the BSC operators, and DLA selects the winning bid from there. Through the April, approximately 8 million dollars in awards have been made through this program. On 4/11, DLA sent an email to participating agencies indicating they will be conducting individual Interim Program Reviews (IPR) soon and discussion points are due to DLA by COB 4/19. NIB will attend each agency’s IPR but no dates have been received as of this report. This is the appropriate time for agencies to provide feedback on the program.

First Look: NIB is in active discussions with the Air Force (and ABORs) on providing guidance to Contracting Officers and GPC holders on the AbilityOne Program and BSCs. NIB provided documents clarifying misconceptions that some had regarding the program. On 5/10, Value Innovations Technology (VIT) presented a solution to the BSC operators that would provide a portal /entry point to First Look.

Total sales for installations participating in phase one of First Look show a decline of 54.55% year over year to date, outdoing the total BSC sales decline of 28.4%.

15 BSC Operators participated in a Q&A session with Mike Hogan and the BSC Team on 5/23. As a result, Operators will send, and the BSC Team will consolidate:

- Challenges and barriers to doing business with AF
- Examples of purchasing misunderstandings that purchasing guidance would have dispelled
- Ideas/opportunities to working with AF

The chart below shows the impact to sales at First Look locations versus locations where First Look is not being piloted. First Look locations are down more significantly in AbilityOne and HAZMAT than non-participating BSC locations. Commercial and Total Sales show a steeper decline at First Look locations, though less extreme. Tyndall sales information was excluded from this analysis, as this location has been undergoing reconstruction from hurricane damage and is now starting to get back to normal.

	FY22 vs FY21 % Change AbilityOne	FY22 vs FY21 % Change Commercial	FY22 vs FY21 % Change HAZMAT	FY22 vs FY21 % Change IEE	FY22 vs FY21 % Change TOTAL SALES
All BSCs Less Tyndall	-16.2%	-8.4%	-13.4%	-23.2%	-15.8%



AF First Look Locations Less Tyndall	-32.0%	-10.8%	-25.5%	-21.2%	-20.4%
BSCs Less AF First Look Locations	-12.0%	-7.9%	-11.3%	-24.1%	-14.5%

BSC Reporting Site Project: NIB is actively working with a vendor on the development of the revamped BSC reporting site and progress meetings are held weekly. The ability to upload line-item sales data and automate upload and report extracts will be included in the site’s requirements. Within the next month or so, agencies will be asked to test the new site’s functionality. At this time, the estimated go-live date for reporting use is August 2022.

BSC Director/Program Manager Visits: The BSC team visited the McConnell AFB BSC in Wichita, KS on May 9th.

New BSC Locations: Beale AFB COCESS has been added to the PL effective February 27, 2022. The BSC package for Hanscom AFB is currently at the Commission and the Commission is preparing the Decision Document. The BSC package for Forbes Field Air National Guard is also at the Commission and the first FR posted 3/18/22. Requests for Impact Determination (RID) have cleared for Jefferson Barracks, MO, Tulsa Air National Guard Base, OK, and Hancock Field Air National Guard Base, NY, and addition packages are in process. The RID has also cleared for Sierra Army Depot COPARS. The U.S. Naval Academy, MD is also in the pipeline.

Compliance Audits: FY22 results to date are:

- 13 agencies, 32 store visits to date
- 6 BSCs had Best Practice scores lower than 95%
- 2 BSC was found to have ETS
- 4 BSC had no blind labor at the time of visit
- 8 BSCs with AbilityOne sales below 25%
- 3 with AO active items below 25%
- 22 with AO active items 50% or higher
- No pricing issues found



The National Association for the **Employment** of People who are Blind

NAEPB Marketing Committee Board Report

June 13, 2022, Board Meeting

The NAEPB marketing committee, under the leadership of committee chair Joshua Gould and working with Mike Johnson, Maria Egan, and Paul Best at NIB, is working on three key strategic initiatives for FY2022. Status and key activities for each initiative is provided below.

Initiative #1: Great American Workforce Campaign

Background:

- The fourth year of the campaign launched in April 2022 during the National Symposium and will run through November/Veterans Day.
- The campaign is being developed and executed by the NIB communications team with media placement support and strategic guidance from NIB's communications agency of record, the Clyde Group. NIB associated agency representatives on the marketing committee have provided employee profiles and other input in support of the campaign.

Audience: Members of Congress and their staffs, key federal agency leadership, and other policy influencers.

Goal: Educate policymakers about the value of NIB and the work of its associated agencies; mitigate negative perceptions around the value of NIB and its associated agencies among key audiences.

Campaign Activities and Results (as of May 30, 2022):

- Began digital and social media advertising. Strong performance to-date, particularly on Google Ads:
 - Division D: 0.38% click-through rate (*industry standard = 0.09%*)
 - Twitter: 0.24% click-through rate (*industry standard = 0.25%*)
 - LinkedIn: 0.21% click-through rate (*industry standard = 0.25%*)
 - Facebook: 0.30% click-through rate (*industry standard = 0.09%*)
 - Google Ads: 4.99% click-through rate (*industry standard = 1.1%*)
- Sent first monthly email to members of Congress and staffers. Results:
 - Open Rate: 25.4% (*industry standard = 13%*)
 - Click Rate: 1.7% (*industry standard = 1%*)
- Pointing audiences to updated landing page: <https://NIB.org/workforce>
- Will continue to monitor performance metrics and optimize tactics accordingly.

Initiative #2: SKILCRAFT Marketing

NIB and the marketing committee are working on two key ongoing SKILCRAFT promotional initiatives to help drive program sales and employment:

(1) SKILCRAFT Advertising Campaign

Audiences: Procurement/contracting officers and government/military customers.

Goal: Inform customers about the SKILCRAFT brand and its connection to NIB and the AbilityOne Program. Messaging focuses on capabilities, products, and services.

Campaign Activities and Results (as of May 30, 2022):

- Began digital and social media advertising. Strong performance to-date, particularly on LinkedIn and Google Ads:
 - Division D: 0.17% click-through rate (*industry standard = 0.09%*)
 - Twitter: 0.25% click-through rate (*industry standard = 0.25%*)
 - LinkedIn: 4.07% click-through rate (*industry standard = 0.25%*)
 - Facebook: 0.60% click-through rate (*industry standard = 0.09%*)
 - Google Ads: 2.67% click-through rate (*industry standard = 1.1%*)
- Updated SKILCRAFT landing page with new layout and messaging. Coordinated with NIB's business development team to highlight capabilities and incorporate other elements suitable for federal customers: <https://NIB.org/SKILCRAFT>
- Released a new SKILCRAFT "sizzle reel" video on the landing page. The video contains b-roll footage of employee making SKILCRAFT products and providing SKILCRAFT services. Agencies can reach out to the NIB communications team if they would like a copy of the video.

(2) SKILCRAFT Product Marketing Activities

NIB continues to collaborate with the marketing committee on ways to further enhance product marketing activities to drive sales and employment. This quarter, NIB's product marketing team developed and distributed the following materials to marketing committee members:

- Quarterly Toolkit developed to assist with outreach efforts. The toolkit includes banner ads, social media images, and spec sheets for new product launches.
- Multiple Award Schedule Holder Excel file with new product specs and images.
- Copies of the quarterly marketing e-mails sent to federal customers, wholesalers/distributors, and BSCs.

Initiative #3: Social Media – Associated Agencies Engagement Campaign

Background: NIB Communications Program Manager Maria Egan is leading a newly created sub-committee of marketing committee members to coordinate and amplify social media efforts across the NPA network.

- The social media subcommittee consists of 23 members representing 16 NPAs
- Two meetings held to-date; key outcomes so far:
 - Successful coordination/participation by NPAs during the National Symposium – strong use of hashtags and sharing of posts.
 - Example:
https://twitter.com/BeyondVision_WI/status/1519429946669772806
 - Established the subcommittee’s charter.
 - Brainstormed and identified campaigns to collaborate on, including:
 - Great American Workforce campaign
 - NIB Advocates program 10th anniversary
 - VisionCorps’ Eyedrop Fundraiser
 - Beyond Vision’s new building
 - IOB-Greensboro’s partnership with UNC-Greensboro
 - Developing monthly calendars to track agency initiatives that the group can amplify on social media.
 - Stood up a shared Dropbox portal to manage the monthly calendar and share social media resources and assets.
 - #NIBWorkforce
 - #NIBAdvocacy
 - #SKILCRAFT
- We welcome additional sub-committee participation – contact Maria Egan at NIB to join.



The National Association for the Employment of People who are Blind

NAEPB/NIB Operations Subcommittee Updates as of June 2, 2022

Submitted by Jon Katz, Co-VP Operations Committee

Board Meeting, June 13, 2022

Office Products: VACANT and Amanda Alderson (NIB)

Major Issue(s) Requiring CEO/Exec-Level Attention, status (if any):

- Current supply chain shortages are affecting NPAs ability to deliver
- Increases in the price of raw materials and transportation are taking their toll on NPAs' margins.
- Potential spec changes to many legacy office product items that are now obsolete or spec changes due to supply chain issues
- Engaging on Federal Government new work from home and updating current PL products for this federal workforce shift
- Some NPAs are experiencing a decrease in sales on GSA contracted-items due to recent GSA contract transitions
- GSA and Commission are concerned with service level (being addressed by the Service Level Working Group)

OP Group Update

- Dan Carson has stepped down as Office Product NAEPB NPA representative. The group is in need of a new NAEPB NPA Chair.
- The Office Product (OP) Subcommittee is in need of re-energizing, having not met in several months. The recent Joint Sub Committee meeting (OP, WIG and JanSan MRO) served as a catch up for all 3 subcommittees. But that meeting focused mainly on NPA service levels, given the high priority bestowed upon that issue by GSA and the Commission. Other issues are compounding our challenges.
- NAEPB WIG members have voted to fold the WIG into the OP Subcommittee with the understanding that the 7 producing NPAs can meet if needed to discuss any topics writing instruments specific.
- NIB is leading discussions with GSA on initiatives for increasing AbilityOne Program sales to address the "Work from Home" format

Action Items, Lead, Suspense:

- Action: Call to action to engage a new NAEPB OP subcommittee group representative
- Action: Re-energize the OP Group. Lead a call among OP members to discuss the challenges, gather ideas, develop actions and priorities
Date is TBD

JanSan/MRO: VACANT and Shawn Spengler

Major Issue(s) Requiring CEO/Exec-Level Attention, status (if any):

- Seeking NPA Co-Chair nominations, position vacant needing NAEPB appointment.

Update(s):

- No major updates. As with OP and Writing Instruments - the Working Groups seem to be taking on much of the efforts that traditionally the sub-committees would, the joint (Commodities) sub-committee has become more of a periodic communication vehicle.
- Supporting JanSan Working Group efforts and Joint Commodities Efforts, specifically Service Level Working Group efforts
- Annual Pricing Change (APC) season for GSA Regions 3 & 6, which cuts across OP, JanSan and MRO items. NIB has been working with NPAs on changes which are due to GSA by June 1.
- Next Sub-Committee meeting TBD

Action Items, Lead, Suspense: N/A

JanSan Working Group: Blake Lohnes and Shelley Foust

Major Issue(s) Requiring CEO/Exec-Level Attention, status (if any):

FAR 52.208-9 Language inserted in Service Contracts. Service Contract holders complying with the FAR Clause when it is present in a service contract. Updating Smart Matrix to include FAR Clause in all Service contracts (currently only in Supply Contracts).

Working Group Update(s):

JSWG works with contractors and federal contracting 9-12 months before contract renews to ensure applicable AbilityOne products are included in the product mix to support the service contract. 5% of the total contract dollar amount on a service contract is estimated to be what is spent on supplies.

Action Items, Lead, Suspense:

Bi-weekly JSWG meetings to discuss pipeline and assigned task updates. On-going discussions with CNA CEOs and Kim Zeich. US AbilityOne Commission (Shelly Hammond) sent draft Policy for NPAs with service contracts to NIB to review and edit. These edits are due back to the Commission by 6.3.2022. Jeff Koses presented a strategic plan during SourceAmerica Conference, and part of that plan was the directive to the SourceAmerica NPAs to support the purchase of buying AbilityOne products on large service contracts.

TAG: Dan Kelley and Gary Colello

Major Issue(s) Requiring CEO/Exec-Level Attention, status (if any):

Pricing is increasingly becoming a threat to the overall health and viability of the TAG. Long Term, Firm-Fixed Price contracts containing only minimal escalation (normally 2-3%) are resulting in negative margins across the board.

Working Group Update(s):

This issue has the highest level of interest across DLA, the Services and NIB. To remedy existing contracts, in some cases, DLA is not exercising options (need based, unilateral action) and entering into new contract negotiations. For new acquisitions, (planned for the 1st Qtr, FY23) DLA is planning to

incorporate Economic Price Adjustment (EPA) Clauses into all new solicitations. Details are still being worked.

Action Items, Lead, Suspense:

NIB Textiles leading the charge and closely monitoring this ongoing conundrum.

Military Resale: Julie Cooper and Anne-Marie Wallace

Major Issue(s) Requiring CEO/Exec-Level Attention, status (if any): N/A

Working Group Update(s):

- Military Resale (MR) store register sales year-over-year through December up 6.26% (DeCA down -3.26% February FY 22).
- DeCA Focus:
 - Generating margins to cover the funding shortfall.
 - Offer savings on "core products" in high demand.
 - Filling the shelves with products
 - Increasing sales
 - Enterprise Business Solution
 - Converting vendor stocked sections to store stock sections.
- Navigating DeCA business system changes
- Educating military resale customers on the AB1 program.
- 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
- Promotions
- Develop new categories for growth
- Store execution
- Distribution (Improving Fill rates currently 77% norm is high 90's)
 - Agency fill rates
 - Distributor Drayage, inventory, new items and promotional timing
 - Direct shipments by agency to stores serviced by Bloomington to offer items deleted due to space constraints.

Action Items, Lead, Suspense: N/A

MAG: Katie Eddy and Dexter Drayton

Major Issue(s) Requiring CEO/Exec-Level Attention, status (if any): N/A

Working Group Update(s): N/A

Action Items, Lead, Suspense: N/A

Pricing Subcommittee: Jim Kerlin and Jenn King

Major Issue(s) Requiring CEO/Exec-Level Attention, status (if any):

The AbilityOne Program continues to come under scrutiny for a perception that our products are priced higher than their commercial equivalent products. The subcommittee created a methodology to modernize the structure to align with commercial pricing methodologies.

Working Group Update(s):

The subcommittee briefed GSA on the new methodology in March with a deeper dive on June 10th. Pending the briefing and approval of the methodology, the subcommittee recommends executing the new methodology.

Action Items, Lead, Suspense:

NPAs completed running through the current process and new methodology for GSA Regions 3, 6 and 2 (recently) proving that the new methodology will work and is needed. Pending the briefing with GSA, the pricing subcommittee looks to implement this new methodology on or about 1 October. If approved, all NPAs producing Procurement List commodity products will need to follow this FMP price determination process.

Business Development Working Group (BDWG): Ken Fernald and Jenn King

Major Issue(s) Requiring CEO/Exec-Level Attention, status (if any):

This working group has been in place for about 2 years and will plan a pause of full committee meetings for the summer. Small focused workgroups will continue to meet to make progress in preparation for resumption of full committee meetings.

What does the board see as the next steps for the BDWG? Is this intended to be a standing committee, or ad hoc?

Working Group Update(s):

NAEPB Business Development Working Group (BDWG) continues to establish strategies and identify program wide/ large scale opportunities (both products and services) focused on employment opportunities across multiple nonprofit agencies. Late 2021 and early 2022, the working group conducted numerous brainstorming sessions to identify key opportunities and down selected the opportunity to four main opportunities. They include Kitting, CyberSecurity Maturity Model Certification (CMMC) audit and compliance services, Prime Vendor Services and Expanding State Use Program utilization. Smaller groups have been formed to further evaluate each opportunity for risk, liabilities, potential employment opportunities and target market.

Action Items, Lead, Suspense Action Items, Lead, Suspense:

The CMMC audit service smaller group developed a proposal briefing the opportunity to the Services Subcommittee in early March. Initial indication for this opportunity indicates a loss of profitability for several years during start up. This smaller group is assessing and will make a recommendation in late June. Two other smaller groups on kitting and state use collaboration continue to drive dialogue and action. The intent of this workgroup is to identify and research potential business growth opportunities and make the hand-off to appropriate NAEPB/NIB teams for development.

Writing Instrument Group (WIG): Rich Weigold and Amanda Alderson

Major Issue(s) Requiring CEO/Exec-Level Attention, status (if any):

- Supply Chain Delays: Some agencies are experiencing a six-month delay on raw material deliveries from domestic and overseas suppliers.
- Material/Labor/Freight Cost Increases: As an example, IBVI is currently faced with a 20% material increase on the USGP components. It has been reported by some NPA's that an inbound container delivery charge has gone up from \$5,000 to the \$20,000 range.
- Sales: Although agencies are reporting that 2022 sales are generally even with 2021. Most are still at a 20-30% drop-off from 2019 pre-pandemic level.
- Federal Market Acquisitions: It is estimated that 65% of the federal civilian workforce continues to work remotely. This raises the question of where they are purchasing their office supplies. The assumption is that ETS items are being purchased in commercial retail stores. OMB and the Biden administration task force continue to issue mandates to federal agencies on a "return to work plan."
- AB1 Channel Account OS/WIG Support: We currently have one major commercial distributor (Office Depot) that supports AB1 products in the federal market. Although we do not have control over the industry consolidation of distributors. We don't have visibility and reporting on the flow down of marketing and sales from the wholesalers to dealers to federal customers.
- GSA FSSI OS4 Contract Holders: To provide the best pricing, service, and delivery for AB1 OS products. GSA/NIB should mandate that all FSSI OS4 Requisition contract holders stock the A-list items.

Working Group Update:

- Based on redundant industry business issues and the current number of NAEPB operation sub-committees. Alderson and Weigold have discussed the possibility of merging the WIG subcommittee back into the OP subcommittee. Needs to be discussed with and approved by the NAEPB Operations team.
- The goal is to schedule a virtual meeting in the next 30 days.
- Tentative Agenda topics
 - Establishing quarterly group reporting and metrics.
 - Review and modify goals and objectives.
 - Establish strategy and action priorities.
 - NIB Channel Update

Action Items:

- Weigold has been working with the BSC Merchandising sub-committee with the goal to improve the process for SKILCRAFT new product launches. We need to improve the commitment time from BSC stores for initial orders. There is progress to report. The NIB BSC Compliance Audit has been modified to include a requirement that BSC stores will need to purchase and merchandise new AB1 products that apply to their markets.
- Alderson, Carson and Weigold have been participating in the pilot of the NAEPB/NIB Strategic Pricing sub-committee to test the new pricing tool and methodology. GSA Region 2 is due by 5/1/2022. Required findings have been submitted.

Service Level Working Group: Dan Carson and Annelie Eyre

Major Issue(s) Requiring CEO/Exec-Level Attention, status (if any):

NPA Service Levels (fulfillment rates) remain unacceptable; NPAs are not submitting data to NIB.

Working Group Update:

- The working group has developed a standardized template for NPAs to submit their monthly data. The first deadline for submission was March 16.
- SLWG offered three training sessions via Zoom. 115 attendees participated.
- NAEPB members of SLWG offered mentorship to NPAs to develop their reports.
- 57 of 77 NPAs (inclusive of both NIB and SourceAmerica NPAs) submitted their March reports. 36 out of 45 NIB NPAs submitted reports for April. 9 out of the 36 submitted reports needed the NPA to revise and re-submit. For May reports 40 NIB NPAs submitted the report and 9 NPAs needed to revise and re-submit due to data errors.
- Some agencies remain holdouts. Some of the holdouts are NPAs that are demonstrating low service levels.

Action Items, Lead, Suspense:

- Action: Each NPA has the action of delivering their report.
 - Lead: Each NPA is to designate a lead.
 - Due: Every month on the 16th. If the 16th falls on a weekend or holiday, the due date is the next business day.
- Action: Develop web training on GSA Contracts; Discuss content.
 - NIB Lead: Annelie Eyre; NAEPB Lead: DuWayne Gilbertson
 - Due: July Target
- Action: Develop and publish FAQs
 - NIB Lead: Laminka Jones; NAEPB Lead: TBD
 - Due: June target
- Action: Develop additional training for NPAs still struggling with the reports and for NPAs who have yet to submit reports.
 - NIB Lead: Laminka Jones; NAEPB lead: Dan Carson with group discussion
 - Due: Prior to June 16th report submission



The National Association for the Employment of People who are Blind

**NAEPB Services Committee report – June 2022
Submitted by Jim Meehan, VP Services Committee
Board Meeting, June 13, 2022**

Contact Center Consortium

- In an effort to improve the competency and capabilities of contact center NPAs a mentor / protégé program is being structured. The intent is to pair well established NPAs with a NPA entering the business line or a NPA struggling meeting Contact Center metrics.

CMS Subcommittee

- A few NPAs have vacancies and are experiencing difficulties in recruiting.
- Invitations are going out to each NPA's Business Development personnel to schedule a brain storming session to identify how we all can assist in Business development for the program.
- Development of a consolidated written strategic plan is in the works.

NAEPB Supply Chain Management/Warehousing subcommittee

- Met multiple times and is finalizing a Charter and Scope document and identifying key parameters of the work.
- Focus is on large warehousing (100K+ sq ft) opportunities and found that warehouse management software (WMS) is a limiting factor for multiple agencies to work together (since NPAs use different systems), as well as difficulty in finding opportunities based on square footage/space required. One alternative being considered is determining cubic foot availability versus square feet.

Innovation subcommittee

Services - Business Development introduction and education

- The NAEPB Innovation team along with NIB BD staff are finalizing the development of a “Services – Business Development 101” course. The purpose of the course is to identify the key elements to identify, pursue and capture new service opportunities. A few of the areas being covered include:
 - Performance work statement
 - Requests for Assignment (RFA)
 - Proposal development
 - Pricing proposal
 - Capability Statement
 - Phase-in plan
- The intent is to provide this training live during the October NIB Training Conference. A preview at a NAEPB board meeting prior to the Training Conference would also be helpful.

Proposal to establish a government wide AbilityOne Services Contract vehicle

Current GSA MAS information

- SourceAmerica/NIB are:
 - GSA Schedule contract holders
 - Considered “other than small business”
 - Not an AbilityOne solution within this contract vehicle
- SourceAmerica/NIB competes for orders
 - Competition is required among MAS contractors, in accordance with FAR 8.4
 - May or may not win award
- Federal agencies cannot:
 - Conduct sole-source award to SourceAmerica/NIB under MAS
 - Use the authority of AbilityOne to issue an order
- Federal Supply Schedule nor SourceAmerica/NIB schedules are on the Procurement List

Future State

- Overarching contract vehicle is added to the Procurement List and goes through the rule making process speeding up time to meet the government customer’s timelines.
- Encompasses multiple lines of business (products and services).
- SourceAmerica/NIB are Prime on their respective vehicle.
- Orders are added to the Procurement List by administrative addition process.
- Work starts within 90 days for most procurements (complex could be longer)
- Possible opportunity to establish BPA as BIC
- Sales Opportunity - AbilityOne has identified \$5B in potential opportunities FY23 – FY26

Benefits

- Meets the recommendations of the 898 panel while providing for new ways to do business with the AbilityOne Program
- Provides a more streamlined avenue to the Procurement List
- Provides Commission oversight thru administrative additions, but significantly reduces administrative burden on Commission staff and Commission members
- Meets Government needs with time-to-market
- Creates contracting vehicle to increase employment opportunities

Next Steps

- GSA Senior Procurement Executive (SPE) supports the concept and is recommending a MAS BPA as the contract vehicle
 - Approve single-award BPA (>\$100M requires SPE approval)
 - Commission Members need to review and approve BPA addition to the Procurement List
 - GSA contracting office will further refine and validate project through acquisition planning and determine BPA structure and scope areas.

The reason for a MAS BPA includes:

- Reduces contract duplication vs. establishing an IDIQ
- Any federal agency may place orders against the vehicle
- Ease-of-use (FAR 8.4 procedures)
- Spend Under Management support (MAS BPA=Tier 2)
 - opportunity to achieve BIC status at BPA level
- Task orders will not go through Procurement List process (saves 9-12 months)
- Easy exit if “proof of concept” is not successful
 - If government demand dictates, the requirement stays in the program and creates long term employment for people who are blind or have significant disabilities
- Establishes terms applicable to future orders
- Terms and conditions for the BPA, including contract type and clauses, must comply with the underlying MAS contract
- MAS BPAs are based on prices already subjected to competition and determined to be fair and reasonable by GSA
- Quicker turn around on orders
- Decreases procurement costs, acquisition lead time, and administrative efforts