The National Association for the Employment of People who are Blind

NAEPB/NIB Operations Subcommittee Updates as of September 30, 2024

Joint Commodity: Brian Patchett (NPA), Amanda Alderson (NIB), Shawn Spengler (NIB)

Major Challenge or Accomplishments:

- None to report

Significant Updates:

- Below the snapshot of Sales % change from FY Oct-July and then the Unit % change from FY Oct -July.

	Sales % Difference from FY23 to FY24 Oct - Jul	Unit % Difference from FY23 to FY 24Oct - Jul
Commodity Food Service	**4%**	**-5%**
Commodity Medical	**-52%**	**-53%**
Household	**2%**	**-16%**
JanSan	**12%**	**6%**
MRO	**14%**	**0%**
Office Products	**-9%**	**-11%**
Writing Instruments	**-18%**	**-22%**

Action Items:

- Schedule a meeting to discuss the results of the survey.

Jan/San Working Group: Blake Lohnes and Shelley Foust

Major Challenge or Accomplishments:

- Implementation of US AbilityOne Commission Policy 51.542. Nonprofit Agency Use of AbilityOne Products in the Performance of AbilityOne Service Contracts.
- Phase I: Began October 1, 2022
- Phase II: Began October 1, 2023
- Phase III: Begins October 1, 2024

Significant Updates:

- Projections and Results

    - 205 Live contracts from FY23 Q1 - FY24 Q3
    - 71 Contracts projected to go live in FY24-Q4
    - 340 Projected contracts to go live in FY25
    - Continued concerns regarding GSA PBS Custodial Solicitation language and FAR 23

Action Items:

- On-going collaboration between NIB and SourceAmerica
- Proposed FY25 Implementation plan to the Commission to include all PL service contracts regardless of line of business or contract value
- Quarterly SA NPA training sessions as well as contract specific Q & A Sessions
- On-going compliance monitoring and sales reporting by CNAs
- Increased outreach for additional training to specific NPAs with no or low sales
- On-going Distributor training and engagement of sales teams and customer events
- ABOR and Federal contracting training to include GSA PBS
- Environmental attributes and SDS updated for chemicals/soap on AbilityOneCatalog.com
- Future marketing/educational tools for Federal Contracting

TAG: George Tobler and Gary Colello

Major Challenge or Accomplishments:

- Delinquencies
    - Monitoring since January 2023
    - Healthy reduction continuing in CY24 after seeing steady increases throughout CY23.
    - From a high of almost $27M, the delinquency total at the end of August is $14M.
    - Added two new metrics to the monthly report
        - On time fill rate – Percentage shipped vs scheduled.
        - Dollar value - Delivered product at PL price ytd.

Significant Updates:

- Textiles Apparel Group sales up significantly ytd.
    - FY23 through August: $146M.
    - FY24 through August: $177M.

Action Items:

- The semi-annual NIB only TAG Conference.
    - Scheduled for December 10th & 11th … to be hosted by Travis Assoc f/t Blind (Austin, TX).
    - Focus on best practices, Blind employment, and PDP preparation.
    - Development of the Equipment and machinery availability shared repository.

Military Resale: Julie Cooper and Anne-Marie Wallace

Major Challenge or Accomplishments:

- DeCA FY 24 sales through August plus 3.00%.
- DeCA FY 24 savings standard 25.6%
- Supply Chain constraints impacting competitive pricing for MR products.

Significant Updates:

- DeCA Slow Mover Initiative – All active items carried by DeCA will be reviewed every two months. Items selling less than 6 cases per month will hit the slow mover list and will be deleted. The second round of slow movers impacted 55 MR items. Deleted items changed to active. NIB continues to work with agencies and DeCA to refine the process for the MR DeCA assortment.

Action Items:

- Supply chain constraints - need for alternative solutions and management of product assortment.
    - DeCA contracts changed from S&K to NIB September 1, 2024.
    - Test on moving selected SKILCRAFT items to cross docking distribution method started. Reviewing option of transition to produce house distribution.
    - Produce house alternative test going well. Eliminates slow mover.
    - Considering other alternative solutions.
    - Agency quarterly Category Review process tweaked to include slow mover history data from DeCA. Focus of quarterly review meeting savings target, keeping assortment fresh, reducing duplications and slow selling products.

Pricing Subcommittee: Ken Fernald, Jenn King, Kevin Campbell and Brian Ganzert

Major Challenge or Accomplishments:

- Since late July, the subcommittee met to review the proposed methodology changes. As a brief review, previous price change cycles were problematic with the old methodology determining competitiveness of the product. The subcommittee reviewed and approved the changes.
- NIB is training NPAs on new changes to the pricing tool in preparation for the GSA Region 7 Annual Price Change (APC) cycle. All GSA Region 7 submissions are due to NIB Pricing NLT November 1. Training focused on identifying appropriate ETS, ensuring the unit of issue comparisons are correct when conducting the market survey and proper conversions.
- The Commission verified that the new PLIMs 2.0 system will accommodate the FMP Commission- need to engage the Commission on the timeline. NPAs need to be able to develop the FMP Commission price and populate when appropriate.
- The Annual Price Change process continues to be a major resource requirement impacting workload. May want to discuss how we can tackle streamlining/ improving the price change process (which includes out of cycle price change proposals) with recognition of the NIB resource constraints. All stakeholders recognize the need to tackle the out-of-cycle price change processes now.

Significant Updates:

- Training in progress with NPAs to effectively utilize and submit accurate price change proposals.

Action Items:

- NPAs should utilize the tool when completing their analysis for price change proposals. NIB will document all price change submissions for the subcommittee to analyze in the upcoming months.

Service Level Working Group: Cinthya Mabee and Annelie Eyre

Major Challenge or Accomplishments:

- NPAs have maintained an average of 83% or greater for the past 6 months for non-PE NSNs.
- Year-over-year service levels for the past 3 months is flat.

Report Month	On-Time %	Report Month	On-Time %
Jul-24	91.60%	Jul-23	86.99%
Aug-24	87.01%	May-23	87.45%
Sep-24	83.91%	Jun-23	88.11%

Significant Updates:

- In September, NIB (40) and SA (28) NPAs provided monthly KPI reports for GSA sponsored non-PE commodities.
- There has been a decrease for the past 3 months due to origin shipping delays, customer credit holds for non-payment, and raw material issues.

Action Items:

- The group is moving forward to fine-tuning data to provide more insight to the scorecards.
- Continue to find replacement NPA members to join SLWG.
- Development of a mentoring program.
- Enhance the monthly scorecard format based on NPA feedback.

ETSWG: Joshua Glaze and David Barrett

Major Challenges or Accomplishments:

- The first meeting occurred June 17, 2024, starting with 13 members.
- The full group meets monthly on every 3rd Wednesday.
- Two teams, each focusing on a separate group objective, meet monthly as well.
- Terry Tracy shared 'GSA Top 25K list' and NIB ETS Team found ETS for 456 NSN's.

Significant Updates:

- Increased roster to 19 total members.
- Actions established for two objectives, which are:
    - ETS/A1 education for NPAs, sellers, and buyers
    - Identify largest areas of leakage and strategize efforts to reduce
- David Barrett created a 'State of ETS' file that shows which NSN's do not have ETS protection.
- Josh Glaze created an Excel-based 'USA Spending Awards Search' tool that pulls federal sales data from usaspending.gov.

Action Items:

- Next meeting in person at NIB Conference.
- ETSWG members evaluate David Barrett's 'State of ETS' file to identify how to focus stakeholders' efforts to accomplish overall objectives effectively and efficiently.
- ETSWG members test the USA Spending Awards Search tool to determine best practices to accomplish objectives.
- Develop content and planning for a monthly 'State of ETS' townhall for all stakeholders to receive education and promote networking.
- Identify agencies who appear to need assistance with ETS.
- Create SOP for searching ETS within GSA Global Supply.