BSC Committee Report – November 20, 2024

The BSC Team 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. Below are updates for some of the ongoing initiatives.

Sales & Employment: There were 3 vacancies filled. A total of 10 vacancies currently with 2 approaching the end of the 6-month grace period at the end of October. Through October 2024, BSC sales are up 20.33% and are up in all categories. It's too early to tell if this is a trend or if this will continue through the rest of the fiscal year. The BSC team believes this may be due to organizations spending their budgets prior to the change in administration.

AbilityOne Procurement Guide: Commission staff indicated they are updating the AbilityOne Procurement guide and that most of the language from the NIB BSC and BSC Operators' proposed memo will be included in this guide. Proposed language references where BSCs fall in terms of the FAR. As of 11.20, the guide has stalled at the Commission and the request was escalated to the NIB CEO. A meeting is planned within the next month for NIB and Commission stakeholders to discuss the issue, but no date has been set.

Air Force:
Above MPT Purchases: Luis met with the Air Force ABOR, Douglas Gulden during the Expo and briefly discussed this topic. They agreed to another meeting which occurred on 11/15. In that meeting, Mr. Gulden articulated his plan to get the word out to the other ABORs and to their respective organizations. One of the key points being made is that the BSC is okay to use for both AbilityOne and Commercial items including purchases over $10K.

DLA/TLS: There are 16 BSC Operators participating in this program. The last CPARS rating period ended in April. In July, NIB shared top selling commercial and AbilityOne product lists with DLA and recommended that DLA query operators on what other products are requested but unable to be procured, be it exceeding MPT or not being a part of the TLSP (Tailored Logistics Support Program). As usual, Q1 is very slow and there has been little activity.

Army: Army has confirmed they will promote BSCs before any other open market option. The decline in sales at Army BSCs may be attributed to reduced deployments and Contingency Operations Budgets, as well as increased competition for the remaining dollars. GCSS-A likely plays a role, especially at training bases given that prior to GCSS-A, consumables were acquired through the BSCs, GSA Advantage, FedMall or AbilityOne Distributors, not SARRS,the predecessor to GCSS. In June and July, some BSC operators shared that different instructions provided by base contracting may be alleviating some concerns. We've heard nothing further since then.

BSC Director/Program Manager Visits: The BSC Team has made no BSC visits this month.

New BSC Locations: There are several additions in active development for FY25 i.e. the Joint Base Andrews Individual Equipment Element (IEE), and we have some locations already on the PL that should open this fiscal year such as a BSC at Fort Sam Houston.

Compliance Audit FY25 Summary through October 31:

- 1 agency, 5 store visits
- None of the BSCs had Best Practice scores lower than 95%
- None of the BSCs had ETS (Essentially the Same) policy
- All BSCs had blind labor equal to or greater than EDLH requirement
- None of the BSCs had AbilityOne sales below 25%
- None of the BSC had AbilityOne active items below 50%
- All BSC had AbilityOne active items 50% or higher
- No pricing issues identified