



# October ABOR Meeting

**U.S. AbilityOne Commission**

**October 19, 2021**

**0900 – 1100**



# Agenda

- Opening Remarks
- Mission Moment
- Agency Scorecard
- GPC Training
- Diversity and Equity
- AbilityOne Nuances
- Open Forum
- Closing Remarks



# Opening Remarks

**Mathew Blum, Associate Administrator of the Office of  
Federal Procurement Policy, OMB**  
**Chai Feldblum, Vice Chairperson,  
U.S. AbilityOne Commission**



# Mission Moment

**David Kendrick**

**Veteran and Advocate of AbilityOne**



# Agency Scorecard

**Jim Bean, Manager Business Development,  
National Industries for the Blind**

**Carla Goulart, Senior Director, SourceAmerica®**

# Agency Scorecard

- Provided on a quarterly basis
- Tracks multiple ways an agency supports AbilityOne
  - Spend via Federal Supply Schedule
  - AbilityOne Subcontracting
    - NPAs that are subcontractors to a prime contractor (where CNAs have made the referral to a prime contractor)
  - AbilityOne contracts (sam.gov)
  - NIB products data (what the NPAs report to NIB)

# Scorecard Example Data

FY21 Total Procurement Spend	FY21 AbilityOne Pledge (Pledge %)	FY21 AbilityOne Spend Required to Meet Goal (\$)	Actual AbilityOne Spend FY21 (\$)	FY22 Pledge (%)	Total FY22 Procurement Spend (\$) – Q1	Total AbilityOne FY22 Spend (\$) – Q1	FY22 Progress to Pledge (%) Q1
					Updated each quarter based on spend to date (cumulative for the year)	Updated each quarter based on spend to date (cumulative for the year)	Updated each quarter, tracking AbilityOne Spend against total procurement – point in time
\$1,000,000	1%	\$10,000	<b>\$8,500</b>	1.5%	\$250,000	\$1,500	<b>.6%</b>

# Scorecard Visual Representation

## FY21 Q3 YTD ABOR Scorecard ( as of 07/20/21)

ABOR Agency	Agency Goal	FY21 Spend	Percent of Goal
	\$101,024,355	\$79,757,835	78.9 %
	\$61,458,775	\$0	0.0 %
	\$57,895,615	\$13,714,851	23.7 %
	\$4,206,092,422	\$1,229,451,705	29.2 %
	\$28,786,741	\$122,523	0.4 %
	\$359,784,706	\$23,869,931	6.6 %
	\$11,618,813	\$5,407,305	46.5 %
	\$174,686,166	\$239,569,827	137.1 %
	\$406,885,852	\$23,109,452	5.7 %
	\$195,478,908	\$115,039,545	58.9 %
	\$7,279,504	\$2,242,544	30.8 %
	\$45,131,499	\$14,853,142	32.9 %
	\$84,747,992	\$36,613,597	43.2 %
	\$21,867,005	\$60,486	0.3 %
	\$188,984,710	\$17,031,165	9.0 %
	\$5,033,386	\$0	0.0 %
	\$1,763,793	\$0	0.0 %
	\$3,574,727	\$1,493,696	41.8 %
	\$15,259,911	\$0	0.0 %
	\$21,274,816	\$8,482,964	39.9 %
	\$106,010,430	\$32,079,745	30.3 %
	\$77,803,759	\$23,801,767	30.6 %
	\$65,673,254	\$55,848,304	85.0 %
	\$368,898,151	\$51,857,068	14.1 %
<b>Total</b>	<b>\$6,617,015,290</b>	<b>\$1,974,407,451</b>	<b>29.8 %</b>

## DOD Breakout

ABOR Agency	FY21 Spend
	\$398,723,776
	\$283,644,887
	\$227,971,135
	\$201,388,189
	\$84,458,841
	\$24,991,138
	\$5,949,988
	\$2,323,752
<b>Total</b>	<b>\$1,229,451,705</b>

## Data Source Breakout

Data Source	FY21 Spend
SAM	\$1,969,231,008
FSS	\$2,981,934
Prime	\$2,194,510
<b>Total</b>	<b>\$1,974,407,451</b>



# Questions?





# Government Purchase Card Training – AbilityOne

**Jason Endicott**

**Sr. Channel Sales Representative, NIB**



# Government Purchase Card

- Is AbilityOne still a required source if I only buy small amounts with my purchase card?
  - Yes, the AbilityOne Program is applicable at any dollar amount
  - No exemptions for micro-purchases
- Currently the minimum threshold is \$10K for most agencies
- <https://smartpay.gsa.gov/>
- Tracking AbilityOne Commodity Spend

# What Kind of Products Can I Buy?

- Chemical supplies
- Cleaning products
- Clocks
- Computer accessories
- Disposable paper products
- Furniture
- Kitchen & break room supplies
- Mattress & bedding
- Medical supplies
- Office supplies
- Paint & accessories
- Personal care & safety
- Picture frames
- Safety & maintenance items
- Shipping & packaging supplies
- Writing instruments





# AbilityOne Procurement List

- Official list of all AbilityOne items
- Maintained by the U.S. AbilityOne Commission
- Identifies name and National Stock Number (NSN) or commercial name for each product
- Access the list at [www.abilityone.gov](http://www.abilityone.gov)

# AbilityOneCatalog.com

**AbilityOne Catalog**  
Quality Products from the AbilityOne® Program

**SKILCRAFT** AbilityOne PROGRAM

[AbilityOne Catalog Home](#) | [Introduction](#) | [How To Order AbilityOne Products](#) | [Services Page](#) [Create An Account](#) | [Log In](#)

All Products  [ADVANCED SEARCH](#)

**PRODUCT CATEGORIES**

- [Writing Instruments](#)
- [Office Supplies](#)
- [Cleaning & Janitorial Supplies](#)
- [Hardware & Paints](#)
- [Medical & Surgical Supplies](#)
- [Safety Supplies](#)
- [Food Service & Operating Supplies](#)
- [Personal Care](#)
- [Bedding & Mattresses](#)
- [New](#)
- [Work from Home Products](#)
- [Facility Maintenance](#)
- [Services](#)



Created with pride by Americans who are blind or have significant disabilities

- [New](#)
- [Work from Home Products](#)
- [Facility Maintenance](#)
- [Services](#)

© Copyright 2010 NIB. | 3000 Potomac Avenue, Alexandria, VA 22305 -1691 | Tel: 800.433.2304 | Fax: 703.310.0487 | Email: [customer\\_service@nib.org](mailto:customer_service@nib.org) | [www.nib.org](http://www.nib.org)



# Purchasing Options

- Online at:
  - [AbilityOne.com](https://www.AbilityOne.com)
  - [GSAadvantage.gov](https://www.GSAadvantage.gov)
  - [GSAGlobalsupply.gsa.gov](https://www.GSAGlobalsupply.gsa.gov)
  - [FedMall](https://www.FedMall.com)
- In 150+ local Base Supply Centers (BSCs)
- Through 300+ authorized distributors

Check [abilityone.gov/distributors](https://www.abilityone.gov/distributors)

[Abilityonecatalog.com](https://www.Abilityonecatalog.com)





# AbilityOne.com

AbilityOne PROGRAM

Search

My Account

58 shares

All Products Cleaning Supplies Inks & Toners Medical Supplies Office Supplies

## Capabilities

People who are blind working in the AbilityOne® Program fill a wide range of positions, from manufacturing, to customer service, to closing contracts for the U.S. Department of Defense. Click the button below to learn more about the capabilities of people who are blind and why they are one of America's greatest untapped labor resources.

Learn More..

★ Top Sellers [View All Top Sellers](#)

Product Name	Description	Price Range	Action
PURELL® SKILCRAFT® Advanced Instant Hand...	America's #1 instant hand sanitizer with biobased content. Kills 99.99% of most common germs that...	\$73.81 - \$156.11	<a href="#">View Details</a>
Wounded Warrior Program Grab and Go Personal...	This all-in-one kit contains everything needed for optimal personal protection while on the go.	\$224.69	<a href="#">View Details</a>
GOJO® SKILCRAFT® Lotion Hand Soap	Mild, luxurious lotion soap with moisturizers to clean hands gently, even with frequent use.	\$58.01 - \$83.64	<a href="#">View Details</a>
PURELL® SKILCRAFT® Advanced Green Certifie...	PURELL® SKILCRAFT® Advanced Green Certified Instant Hand Sanitizer Foam kills more than 99.99...	\$97.51	<a href="#">View Details</a>



# GSAAdvantage.gov

GSA Advantage!

MY ACCOUNT ▾ NSN ORDERING ▾ eTOOLS ▾ HELP REGISTER LOGIN



Search Products ▾

Enter search keyword(s)



Advanced Search



0

NEWS



GSA's Maintenance Repair Facility Supplies (MRFS) Solution Video

Learn More

NEW PRODUCT



Privacy and Divided Space Furniture NSNs

Learn More

NEWS



Section 889 Part B Compliance

Learn More

AbilityOne.
















PROGRAM



# GSAdvantage.gov Advanced Search

Search Products

**SOURCE**

<input type="checkbox"/>  AbilityOne/NIB/NISH mandatory items	<input type="checkbox"/>  BPA items	<input type="checkbox"/>  EUROM/AFRICOM Express
<input type="checkbox"/>  FSSI Janitorial & Sanitation Supplies - Best in Class (BIC)	<input type="checkbox"/>  FSSI Maintenance, Repair & Operations - Best in Class (BIC)	<input type="checkbox"/>  FSSI Office Supplies - Best in Class (BIC)
<input type="checkbox"/>  GSA 2GIT items	<input checked="" type="checkbox"/>  GSA AdvantageSelect items	<input type="checkbox"/>  GSA Global Supply items - Best in Class (BIC)
<input type="checkbox"/>  INDOPACOM Guam	<input type="checkbox"/>  INDOPACOM Hawaii	<input type="checkbox"/>  INDOPACOM Japan
<input type="checkbox"/>  INDOPACOM Korea	<input type="checkbox"/>  UNICOR mandatory items	<input type="checkbox"/>  VA Medical items

AbilityOne

PROGRAM



# GSA GlobalSupply.gsa.gov

The screenshot shows the GSA Global Supply website. At the top left is the GSA Global Supply logo with the tagline "Your Reliable Government Source". To the right are navigation links: "About GSA Global Supply™", "Request a Catalog", "Feedback", "Help", and the phone number "1-800-525-8027". A globe image is visible in the top right corner.

On the left side, there is a vertical navigation menu with a globe icon at the top. The menu items are: "About GSA Global Supply™", "About GSA", "Request a Catalog", "GSA Advantage!", "Contact Us", and "Help".

The main content area features a search bar with the text "Find what you need. Now." and a "GO" button. Below the search bar are two buttons: "ACCOUNT LOGIN" and "Login".

A "Welcome to the new GSA Global Supply™ ordering site!" message is displayed. Below this is a paragraph of text: "GSA Global Supply™ is your one-stop source for all your military and agency support needs, from new Tools to Office Supplies. When you order through us, you are assured of regulatory compliance, one bill and global delivery from a reliable government source. There's no need to comparison shop thanks to requisition-based ordering. GSA Global Supply™ guarantees you easy compliance with government acquisition policies and socio-economic regulations. GSA also provides full accountability from order placement through delivery and billing. Ordering from GSA Global Supply™ has never been easier!"

Below the welcome message is a "WHAT'S NEW?" section with a list of links: "PIV/CAC Login is Here", "You Can Help GSA Deliver Faster", "GSA Lowers Threshold for Special Orders", "Update on DLA-GSA Alignment of Federal Supply Classes", "GSA Global Supply is Best-in-Class!", "2021 Calendar Refills", and "GSA 2021 Toner and Ink Cartridge Reference Guide".

To the right of the "WHAT'S NEW?" section is a "TUTORIAL" section with a "GO" button. The text reads: "Please click on the GO button to view a tutorial on how to maximize your GSA Global Supply online experience. Topics include: registering, searching, purchasing, checking requisition status and other important GSA Global Supply features."

At the bottom of the page, there are three promotional banners: "Special Order Program", "SUPPLY CATALOG 2021", and "Healthcare Furniture". The "Healthcare Furniture" banner includes the text: "Global Supply, a GSA, OMB certified BEST in Class (BIC) Solution now offers Healthcare Furniture." and a "View Items" button. Images of furniture are shown to the right of the text.

AbilityOne®

PROGRAM





# Contact Information

Jason Endicott

National Industries for the Blind

[jendicott@nib.org](mailto:jendicott@nib.org)

703-310-0451



# Diversity and Equity

**Andrea O'Neal**

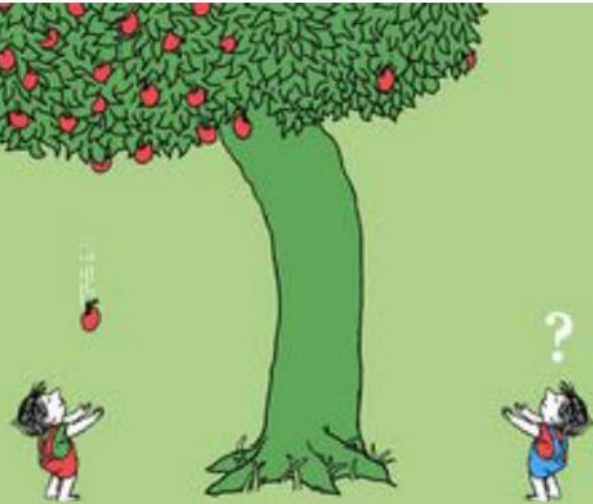
**Senior Advisor to the Administrator**

**U.S. General Services Administration**



# Inequality

Unequal access to opportunities



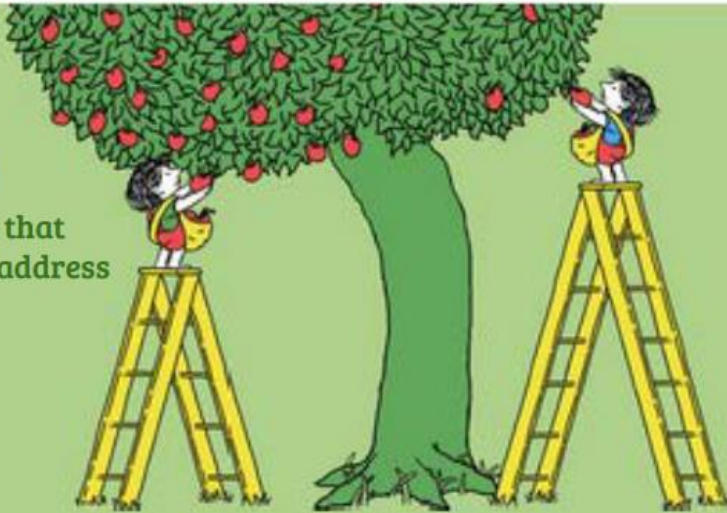
# Equality

Evenly distributed tools and assistance



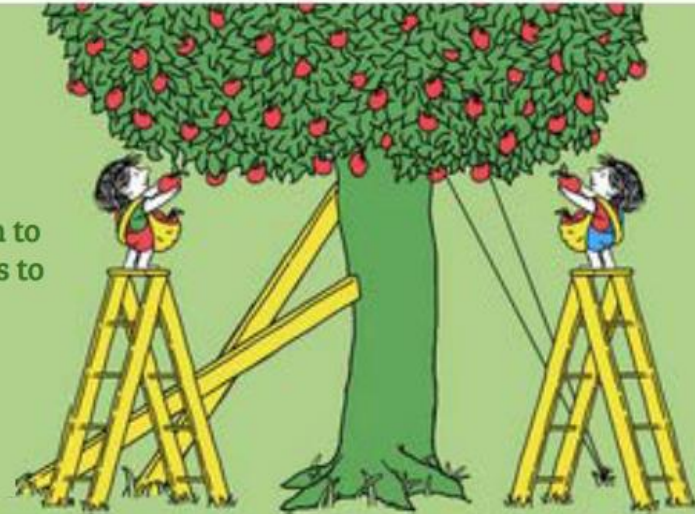
# Equity

Custom tools that identify and address inequality



# Justice

Fixing the system to offer equal access to both tools and opportunities.



## **DIVERSITY (*Representation*)**

“Who’s in the room? Whose voices and experiences are represented (visible)? How many {group identity X} do we have?”

## **ACCESSIBILITY (*Access*)**

“Can everyone equally and fully participate? Does everyone have equal access to the resources and tools necessary to fully contribute? What obstacles impede / diminish successful outcomes?”

## **EQUITY (*Structure & Systems*)**

“Whose experiences, needs, power, and success outcomes are considered (preferenced) in our policies, processes, and decision-making? Who bears unseen burdens and costs (deficits) from status quo defaults?”

## **INCLUSION & BELONGING (*Culture*)**

“Whose voices/ identities/experiences are affirmed by default? How do those who are not part of the majority group feel in/excluded? In what ways have those not in the majority had to exert extra effort or adapt to “fit in” and find value in the culture defaults?”

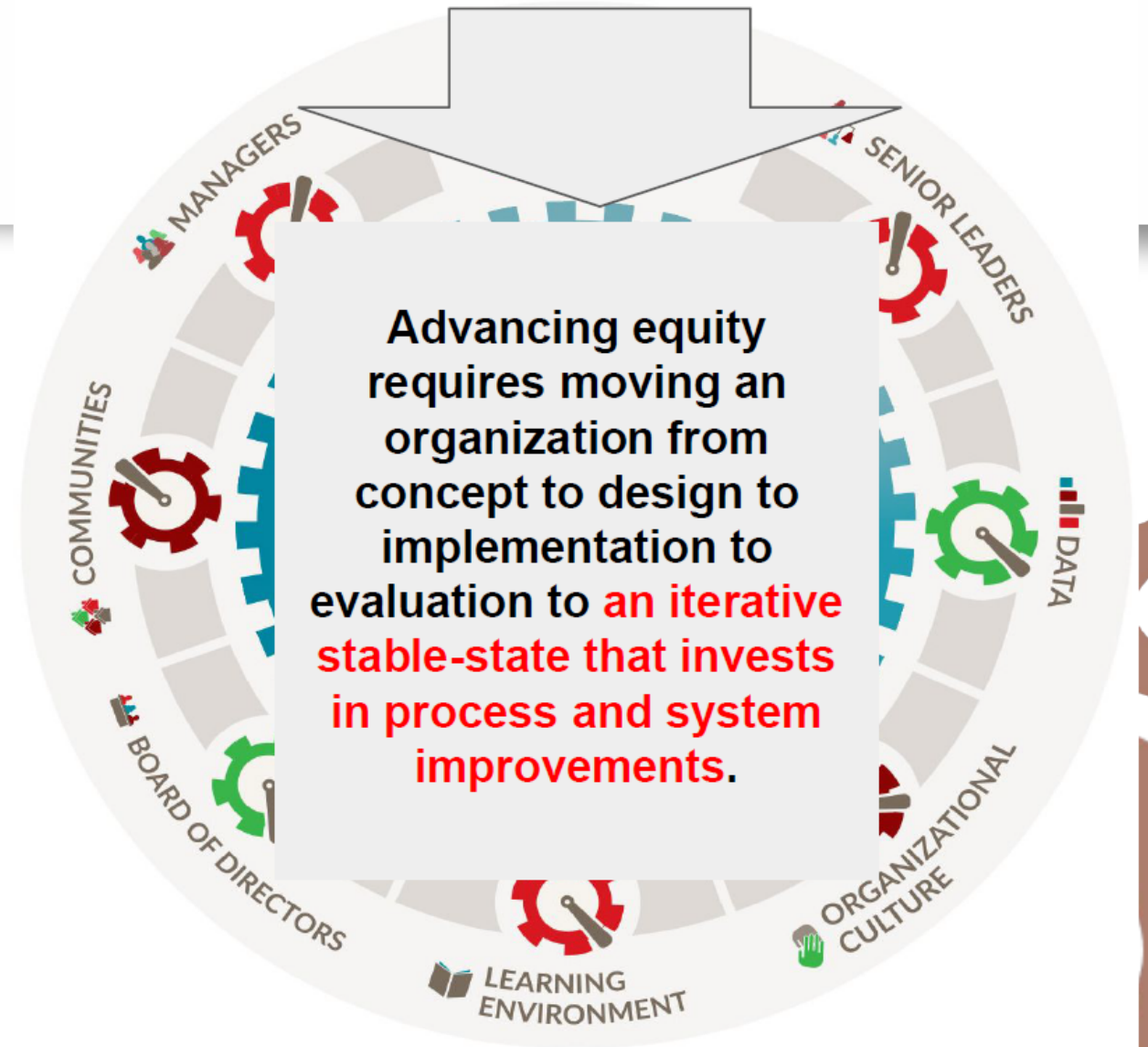
## **JUSTICE (*Institutional Repair*)**

“What is the cost of systemic and compounding inequities? What is required to repair institutional damage? How do we build (retrofit) systems, processes, policies, and cultures that are equitable (e.g. circumstance has no bearing on outcome)?”

# HIGH-PERFORMING ORGANIZATIONS HAVE EQUITY AT THE CENTER

## Organizational Inquiry:

1. What aspects of centering Equity are “low hanging fruit” to retrofit processes?
2. What activations are critical?
3. What leverage is needed among stakeholders to codify change?







# Posed Challenges/Questions

**Open Forum**



# Closing Remarks

**Kim Zeich, Acting Executive Director  
U.S. AbilityOne Commission**