DEPARTMENT OF THE NAVY
OFFICE OF THE ASSISTANT SECRETARY
(RESEARCH, DEVELOPMENT AND ACQUISITION)
1000 NAVY PENTAGON
WASHINGTON DC 20350-1000

JUL 20 2012

MEMORANDUM FOR DISTRIBUTION

SUBJECT: Increasing Contracting Opportunities with the AbilityOne Program

The attached joint Director Defense Procurement and Acquisition Policy/Director Defense Pricing memorandum of July 12, 2012 is forwarded for your information and action, as appropriate. Procurement officials are urged to work with AbilityOne to open new markets similar to the successful Contract Management Services initiative, which implemented the mandatory use of the AbilityOne Program for contract closeout services. The Department's increase in contract awards to AbilityOne participating nonprofit agencies has the direct and positive result of creating job opportunities for individuals who are blind or who have other significant disabilities.

Contracting officers are challenged to increase business with the Program by finding new prime contract opportunities with AbilityOne in the remainder of this fiscal year, and by developing a long term strategy to increase business over the next five years. Further details are provided within the memorandum.

My point of contact is Gabrielle Trickett, gabrielle.trickett@navy.mil, 703-614-9641.

Elliott B. Branch
DASN(AP)

Attachment:
As stated

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SUBJECT: Increasing Contracting Opportunities with the AbilityOne Program

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ACQUISITION,
TECHNOLOGY
AND LOGISTICS

JUL 12 2012

MEMORANDUM FOR COMMANDER, UNITED STATES SPECIAL OPERATIONS COMMAND (ATTN: ACQUISITION EXECUTIVE)
COMMANDER, UNITED STATES TRANSPORTATION COMMAND (ATTN: ACQUISITION EXECUTIVE)
DEPUTY ASSISTANT SECRETARY OF THE ARMY (PROCUREMENT)
DEPUTY ASSISTANT SECRETARY OF THE NAVY (ACQUISITION AND PROCUREMENT)
DEPUTY ASSISTANT SECRETARY OF THE AIR FORCE (CONTRACTING)
DIRECTORS OF THE DEFENSE AGENCIES
DIRECTORS OF THE DOD FIELD ACTIVITIES

SUBJECT: Increasing Contracting Opportunities with the AbilityOne Program

In 2008, we challenged senior contracting officials to increase contract opportunities with AbilityOne participating nonprofit agencies. Through the personal commitment and exemplary leadership of DoD's workforce, the AbilityOne Program has experienced a 35% increase in sales to the Department over the past five years that created 7,000 jobs. Once again, we are challenging the workforce to increase business with the Program by finding new prime contract opportunities with AbilityOne in the remainder of this fiscal year, and by developing a long term strategy to increase business over the next five years.

A portion of the Department's growth with AbilityOne is attributable to the success of the Contract Management Services (CMS) requirement that is on the Procurement List. To date, the Department has issued 51 task orders under the CMS ID/IQ contract, resulting in jobs for 93 direct labor closeout specialists to include 27 wounded veterans, working at 14 nonprofit agencies. We commend the contracting activities that have awarded task orders, and encourage other activities to do the same. The AbilityOne Program has built a pipeline of more than 200 trained and ready personnel, and has the capacity to expand greatly.

We urge procurement officials to work with AbilityOne to open new markets similar to the CMS initiative, and to seek our assistance when necessary. The Department's increase in contract awards to AbilityOne participating nonprofit agencies has the direct and positive result of creating job opportunities for individuals who are blind or who have other significant disabilities. Our senior staff lead for AbilityOne policy is Ms. Susan Pollack at 703-697-8336, or email at susan.pollack@osd.mil.

Richard Ginman
Director, Defense Procurement
and Acquisition Policy

Shay D. Assad
Director, Defense Pricing