



## DEPARTMENT OF THE AIR FORCE

WASHINGTON DC 20330-1060

OFFICE OF THE ASSISTANT SECRETARY

20 JUL 2012

MEMORANDUM FOR ALMAJCOM/FOA/DRU

FROM: SAF/AQC  
1060 Air Force Pentagon  
Washington, DC 20330-1060

SUBJECT: Increasing Contracting Opportunities with the AbilityOne Program

In a recent joint memo (attached), the Director, Defense Procurement & Acquisition Policy (DPAP) and Director, Defense Pricing (DP) praised the increase in Department of Defense business to AbilityOne over the past five years, and issued a challenge to ramp up efforts even more.

I want to thank you all for your hard work, which contributed to these increases. A portion of the growth is attributed to the success of the Contract Management Services for contract closeout. To illustrate this success, two task orders were awarded on behalf of the Air Force in November 2011 to support over 11,000 contract closeout actions. This effort provides eight jobs for closeout specialists with disabilities, which includes six wounded warriors and one service disabled veteran. These orders are providing support to AFMC, USAFE, ACC, AETC, AMC, AFDW, AFSPC and PACAF. I appreciate your participation in this valuable effort.

Now it is time to push even harder. DPAP and DP are challenging us to identify prime contract opportunities for the remainder of this fiscal year and develop a long term strategic plan over the next five years. We must engage with their customers to determine new contracting opportunities suitable for the AbilityOne Program in order to meet this challenge. I cannot stress enough, that there are great avenues under our strategic sourcing initiatives to identify supply and operational service requirements that may be performed by persons with disabilities.

By partnering with AbilityOne, we provide jobs to disabled workers, some of which are our wounded warriors. They provide supplies and services that are vital to our Air Force mission; a win-win for us all. As I always like to say: You got it...we bought it...from AbilityOne!

*Wendy M Masello*  
WENDY M. MASIELLO, Maj Gen, USAF  
Deputy Assistant Secretary (Contracting)  
Assistant Secretary (Acquisition)

Attachment:  
12 Jul 12 OUSD AT&L DPAP



OFFICE OF THE UNDER SECRETARY OF DEFENSE

3000 DEFENSE PENTAGON  
WASHINGTON, DC 20301-3000

JUL 12 2012

ACQUISITION,  
TECHNOLOGY  
AND LOGISTICS

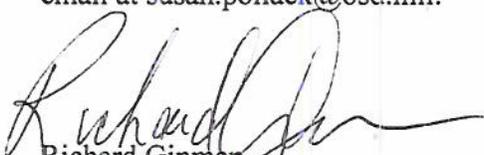
MEMORANDUM FOR COMMANDER, UNITED STATES SPECIAL OPERATIONS  
COMMAND (ATTN: ACQUISITION EXECUTIVE)  
COMMANDER, UNITED STATES TRANSPORTATION  
COMMAND (ATTN: ACQUISITION EXECUTIVE)  
DEPUTY ASSISTANT SECRETARY OF THE ARMY  
(PROCUREMENT)  
DEPUTY ASSISTANT SECRETARY OF THE NAVY  
(ACQUISITION AND PROCUREMENT)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

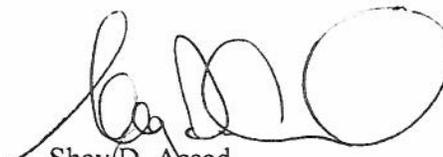
SUBJECT: Increasing Contracting Opportunities with the AbilityOne Program

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 four 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](mailto:susan.pollack@osd.mil).

  
Richard Ginman  
Director, Defense Procurement  
and Acquisition Policy

  
Shay D. Assad  
Director, Defense Pricing



DEPARTMENT OF THE AIR FORCE  
WASHINGTON DC 20330-1060

OFFICE OF THE ASSISTANT SECRETARY

20 OCT 2011

MEMORANDUM FOR ALMAJCOM/FOA/DRU

FROM: SAF/AQC  
1060 Air Force Pentagon  
Washington, DC 20330-1060

SUBJECT: Increasing AbilityOne Contracting Opportunities

October is National Disability Employment Awareness Month (NDEAM) and a perfect time for me to personally endorse the AbilityOne Program. AbilityOne provides employment opportunities for more than 47,000 people who are blind or severely disabled through federal Government contracts for supplies and services. This workforce also includes more than 3,300 of our wounded veterans.

In a recent memo (attached), the Director, Defense Procurement and Acquisition Policy (DPAP) highlighted the importance of AbilityOne and lauded the FY11 award winners. In the spirit of this memo, I wanted to strongly encourage contracting officers to engage with their customers in proactively seeking contracting opportunities suitable for the AbilityOne Program in order to foster greater opportunities and career paths for people with disabilities. I also wanted to congratulate all of our FY11 Air Force AbilityOne award winners identified in the attached DPAP memo.

As we continue moving forward with strategic sourcing initiatives, I believe the prospects for awarding new AbilityOne contracts to meet our supply and operational services requirements are stronger than ever. Two such examples are office supplies and contract closeout services. This month saw the commencement of the Mandatory Use Policy for Purchase of Office Supplies. This policy authorizes office supply purchases from AbilityOne Base Supply Centers as the only Air Force waiver from utilizing the Federal Strategic Sourcing Initiative (FSSI) Office Supply Blanket Purchase Agreements (BPAs). This month we also anticipate the award of two task orders under the AbilityOne Program to support in the closeout of approximately 11,360 Air Force contract actions.

Through our partnership with AbilityOne, we can continue to employ disabled workers who provide vital supplies and services that help us meet the mission of the Air Force, a win-win for all involved. You got it...we bought it...from AbilityOne!

*Wendy M Masello*  
WENDY M. MASIELLO, Maj Gen, USAF  
Deputy Assistant Secretary (Contracting)  
Assistant Secretary (Acquisition)

Attachment:  
30 Sep 11 OUSD AT&L DPAP