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
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Shay D. Assad
Director, Defense Pricing