

Ms. Carla Goulart

Senior Director, Strategic Business Development
SourceAmerica



Carla Goulart is the Senior Director, Strategic Business Development for SourceAmerica. In this role, she is the POC for all AbilityOne Representatives (ABORS) in partnership with the AbilityOne Commission and NIB to support the 24 CFO Act Agencies as they work to meet their pledges to the AbilityOne Program. Carla is also responsible for the development of new strategies, including the development of new lines of business that will drive growth in the AbilityOne Program. Carla has been with SourceAmerica for over 8 years. Prior experience includes working at multiple marketing and advertising firms. Her last employment position, prior to SourceAmerica, was at an organization called Sentinels of Freedom which has a 4-year program to support severely wounded members of the Armed Forces.



Marshall Small Business Alliance Virtual Meeting: Partnering with AbilityOne

Carla Goulart, Senior Director, SourceAmerica

Agenda

- AbilityOne Overview
- AbilityOne Product Offering and Capabilities
- AbilityOne Subcontracting Language Opportunities
- Q&A

AbilityOne Program

- The AbilityOne Program provides employment opportunities to people who are blind or have significant disabilities and is among the nation's largest providers of such opportunities.
- The AbilityOne Program uses the purchasing power of the Federal Government to buy products and services from participating, community-based nonprofit agencies nationwide, dedicated to training and employing individuals who are blind or have significant disabilities.
- The U.S. AbilityOne Commission has designated two Central Nonprofit Agencies (Authorized Enterprises) to help administer the Program – National Industries for the Blind (NIB) and SourceAmerica.





AbilityOne Capabilities and Product Offering

Industrial Products Offering: Just Some Examples

| Jan/San Products | Jan/San Products | General Industrial Supplies, Maintenance, Repair, and Operations Supplies (MRO) | General Industrial Supplies, Maintenance, Repair, and Operations Supplies (MRO) | General Industrial Supplies, Maintenance, Repair, and Operations Supplies (MRO) | General Industrial Supplies, Maintenance, Repair, and Operations Supplies (MRO) |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> • Cleaning Products • Disinfectants, Sterilants, Deodorizers • Commercial Coatings, Removers, Adhesives, Sealants and Lubricants, Petroleum Waxes • Chemical Additives • Water Treatment Products • Abrasives and Blasters | <ul style="list-style-type: none"> • Spill Containment Units, Containment Pallets, Non-wooden Pallets • Street Repair, Cleaning Equipment and Attachments | <ul style="list-style-type: none"> • Lawn and Garden Equip, Machinery, Implements, Tools, Products and Accessories • Tools, Powered and Nonpowered, Tool Kits, Toolboxes and Accessories • Batteries • Power Distribution Equipment • Scales and Balances | <ul style="list-style-type: none"> • Hoses, Valves, Fittings, Nozzles, Couplings • Hardware Manufacturing • Clearing Equipment • Heating, Ventilation, and Air Conditioning • Warehouse Equipment Supplies • Scaffolding, Work, and Service Platforms • Building Materials | <ul style="list-style-type: none"> • Maintenance and Repair Shop Equip. • Vehicle Material Handling Equipment • Commercial Coatings, Removers, Adhesives, Sealants and Lubricants, Petroleum and Waxes • Lodging and Hospitality Supplies • Pallets, Plastic and Wood • Packaging Materials • Pallets, Plastic/Wood | <ul style="list-style-type: none"> • Safety Zone Products • Vehicular Cranes and Attachments • Fuel Management Systems • Lodging and Hospitality Supplies • Pest and Animal Control Products • Plumbing Products and Bathroom Fixtures Solutions • Energy Efficient Lighting & Sustainable Energy Solutions |

Metal Fabrication : Partnering with AbilityOne

Capabilities

- 3, 4 and 5 axis hard and soft metal machining
- Bench top assembly
- Wenzel coordinate measuring machine
- Water jet cutting
- CNC turret punch
- Brake forming
- Punch presses
- Bearing installation
- Bushing installation

Customers

- Northrop Grumman
- Boeing Defense Systems
- Boeing Commercial Aircraft
- DLA Troop Support
- DLA Land and Maritime

Certifications/Quality Standards

- AS9100 Rev D and ISO 9001 certified
- ITAR registered
- NIST compliant



Additional Capabilities

Hardware products and supplies include:

- Aerospace and Vehicular Systems Assemblies and
- Component Parts
- Mechanical, Electrical, Hydraulic, Metals, Plastic,
- Fabric, or Wood Materials and Assemblies
- Kitting, Packaging, and Material Handling
- Configurations, Systems, and Components
- Defense and Weapons Systems Parts
- and Accessories
- Seats, Brackets, Clamps, Tools, and Accessories
- Cargo Nets, Webbing, Straps, Belts, and Harnesses
- Glow Plugs, Batteries, Lighting Products, and Kits

General materials and methods capabilities include:

- Metals, Plastics, Fabric, Wood, and Electronics/
- Electrical Processing
- Metals Cutting, Forming, Bending, Machining,
- Fabrication, Joining, Assembly, Treatments,
- and Finishing
- Plastics Extruding, Molding, Welding, Assembly, and Printing
- Fabrics Cutting, Sewing, Construction, Assembly,
- Labeling, and Printing
- Wood Cutting, Turning, Machining, Joining,
- Assembly, and Finishing
- Specialized Capabilities Including 3-D Printing

Base Supply Store: On Site

Redstone Base Supply

Bldg. 3775, Maintenance Road
Redstone Arsenal, AL 35898

Store Manager: Dee Malone

Phone No: (256) 382-1114

Fax No: (256) 313-1854



AbilityOne NAICS Codes

| Lines Of Business | NAICS CODES | |
|----------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Administrative | <ul style="list-style-type: none"> • 561110 Office Administrative Services • 561990 All Other Support Services • 561449 All Other Business Support Services | <ul style="list-style-type: none"> • 561320 Temporary Help Services • 561410 Document Preparation Services • 561439 Other Business Support Services |
| Contact Center / IT Services | <ul style="list-style-type: none"> • 518210 Data Processing, Hosting & Related Services • 519190 All Other Information Services • 541513 Computer Facilities Management Services | <ul style="list-style-type: none"> • 541519 Other Computer Related Services • 561421 Telephone Answering Services • 561422 Telemarketing Bureaus & Other Contact Centers |
| Custodial | <ul style="list-style-type: none"> • 561720 Janitorial Services | |
| Document and Records Management | <ul style="list-style-type: none"> • 518210 Data Processing, Hosting and Related Services • 519120 Libraries and Archives • 493190 Other Warehousing & Storage (Documents) | <ul style="list-style-type: none"> • 561439 Other Business Service Centers (including Copy Shops) • 519190 All Other Information Services • 511199 All Other Publishers |
| Electronics Recycling | <ul style="list-style-type: none"> • 562920 Materials Recovery Facilities (MRF) | <ul style="list-style-type: none"> • 562111 Solid Waste Collection |
| Fleet Management | <ul style="list-style-type: none"> • 811111 General Automotive Repair • 811113 Automotive Transmission Repair • 811121 Automotive Body, Paint & Interior Repair | <ul style="list-style-type: none"> • 811192 Car Washes • 811198 All Other Automotive Repair & Maintenance |
| Food Services | <ul style="list-style-type: none"> • 722310 Food Service Contractors • 722320 Caterers • 722511 Full-Service Restaurants | <ul style="list-style-type: none"> • 722513 Limited-Service Restaurants • 722514 Cafeterias, Grill Buffets & Buffets |
| Grounds Maintenance | <ul style="list-style-type: none"> • 561730 Landscape Services | |

AbilityOne NAICS Codes

| Lines Of Business | NAICS CODES | |
|----------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Healthcare Environmental Services | <ul style="list-style-type: none"> • 561720 Janitorial Services (Housekeeping) | |
| Laundry | <ul style="list-style-type: none"> • 812320 Dry-Cleaning & Laundry Services • 812331 Linen Supply | <ul style="list-style-type: none"> • 812332 Industrial Launderers |
| Other Services | <ul style="list-style-type: none"> • 488190 Other Support Activities for Air Transport • 531312 Nonresidential Property Managers | <ul style="list-style-type: none"> • 488119 Other Airport Operations (Transient Alert) |
| Secure Document Destruction | <ul style="list-style-type: none"> • 561990 All Other Support Services (Document Destruction) | |
| Mail Services | <ul style="list-style-type: none"> • 491110 Postal Service • 492110 Couriers & Express Delivery Services • 492210 Local Messengers & Local Delivery | <ul style="list-style-type: none"> • 561431 Private Mail Centers • 561499 All Other Business Support Services |
| Supply Chain Management | <ul style="list-style-type: none"> • 488991 Packing and Crating • 493110 General Warehousing & Storage • 493190 Other Warehousing & Storage | <ul style="list-style-type: none"> • 561910 Packaging & Labeling Services • 561990 All Other Support Services (Inventory Tracking & Computing Services) • 334419 UID/RFID Labeling • 333922 Warehouse Equipment & Supplies |
| Total Facilities Management | <ul style="list-style-type: none"> • 561210 Facility Support Services • 561790 Other Services to Buildings & Dwellings • 812930 Parking Lots and Garages (Valet Services) | <ul style="list-style-type: none"> • 812990 All Other Personal Services (Restroom Operation, Check Room Operation) • 541330 Engineering Services |

AbilityOne NAICS Codes

| Lines Of Business | NAICS CODES | |
|----------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Professional, Scientific & Technical Services | <ul style="list-style-type: none"> • 541614 Process, Physical Distribution Services • 541611 Administrative Management & General • 541519 Other Computer Related Services | <ul style="list-style-type: none"> • 541512 Computer Systems Design Services • 541199 All Other Legal Services • 541110 Offices of Lawyers |
| Misc Store Retailers | <ul style="list-style-type: none"> • 453210 Office Supplies and Stationary Stores | |
| Merchant Wholesale, Nondurable/Durable Goods | <ul style="list-style-type: none"> • 424120 Stationery and Office Supplies • 423420 Office Equipment Merchant Wholesale | <ul style="list-style-type: none"> • 423710 Hardware Merchant Wholesale |
| Misc Manufacturing | <ul style="list-style-type: none"> • 339112 Surgical & Medical Instrument Mfg • 339113 Surgical Appliance & Supplies Mfg • 311423 Non-Perishable Foods • 335911 Batteries | <ul style="list-style-type: none"> • 335210 Small Electrical Appliance Mfg • 334112 Computer Storage Device Mfg • 333318 Other Commercial & Service Industry Machinery Mfg • 333999 All Misc. Manufacturing • 339999 Flags, Banners, Pennants |
| Plastics and Rubber Products Mfg | <ul style="list-style-type: none"> • 326220 Rubber & Plastics Hoses & Belting Mfg • 326112 Plastics Packaging Film & Sheet (including Laminated) Mfg | <ul style="list-style-type: none"> • 326199 All Other Plastics Product Mfg • 326111 Plastics Bag & Pouch Mfg |
| Chemical Mfg | <ul style="list-style-type: none"> • 325992 Photographic Film, Paper, Plate & Chemical Mfg • 325612 Polish & Other Sanitation Good Mfg | <ul style="list-style-type: none"> • 325611 Soap & Other Detergent Mfg • 325520 Adhesive Mfg |
| Fabricated Metal Products | <ul style="list-style-type: none"> • 332216 Saw Blade & H & tool Mfg • 332999 Metal Pallets | <ul style="list-style-type: none"> • 332215 Metal Kitchen Cookware, Utensil, Cutlery, & Flatware (except Precious) Mfg |

AbilityOne NAICS Codes

| Lines Of Business | NAICS CODES | |
|------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Petroleum & Coal Products Mfg | <ul style="list-style-type: none"> • 324191 Petroleum Lubricating Oil & Great Mfg | |
| Paper Mfg | <ul style="list-style-type: none"> • 322220 Paper Bag & Coated & Treated Paper Mfg • 322211 Corrugated & Solid Fiber Box Mfg | <ul style="list-style-type: none"> • 322121 Paper (except Newprint) Mills |
| Wood Product Mfg | <ul style="list-style-type: none"> • 321920 Wood Container & Pallet Mfg | |
| Leather & Allied Products Mfg | <ul style="list-style-type: none"> • 316998 All Other Leather Good & Allied Product Mfg | |
| Apparel Mfg | <ul style="list-style-type: none"> • 315210 Cut & Sew Apparel Contractors | <ul style="list-style-type: none"> • 315990 Apparel Accessories & Other Apparel Mfg • 339920 Sporting & Athletic Goods Manufacturing |
| Textile Product Mills | <ul style="list-style-type: none"> • 314120 Curtain & Line Mills | |

How to Partner with AbilityOne

1. Email primecontractor@abilityone.org and include the following information:
 - a) Solicitation number
 - b) Copy of PWS
 - c) Identification of work, set aside for AbilityOne
 - d) Estimated annual value
 - e) Prime Contractor POC: email, phone, name, and title
2. Upon receipt of email, the CNAs will reach out to engage in dialogue, understand timing, and designate a POC.
3. The CNA sets up meetings with Prime Contractor(s) to review upcoming solicitation and as needed, define work that will be performed by a Nonprofit Agency (NPA) as a subcontractor.
4. The CNA posts the opportunity to the Nonprofit Community to determine interest and capabilities for specified requirement.
5. The CNA reviews NPA responses and determines which NPA(s) are best qualified to perform the subcontract work.
6. The CNA schedules review meetings between the Prime Contractor(s) and qualified NPAs.
7. Prime Contractor selects NPA(s) they wish to team with and begin proposal development
 - a. The Prime Contractor has the selected NPA(s) sign a non-disclosure agreement and teaming agreement.
 - b. The CNAs are not part of the teaming agreement.



Thank You!

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The AbilityOne Program looks forward to your partnership and continuing to increase employment opportunities for the Program.

