



***Creating employment opportunities
for people with severe disabilities
through the **JWSD** Program***

nish
CREATING EMPLOYMENT OPPORTUNITIES FOR PEOPLE WITH SEVERE DISABILITIES



Smart Business for Mission Support

Greg Braniff

Business Development Manager

NISH South Region

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CREATING EMPLOYMENT OPPORTUNITIES
THROUGH THE **JWOD** PROGRAM



Javits-Wagner-O'Day (JWOD)

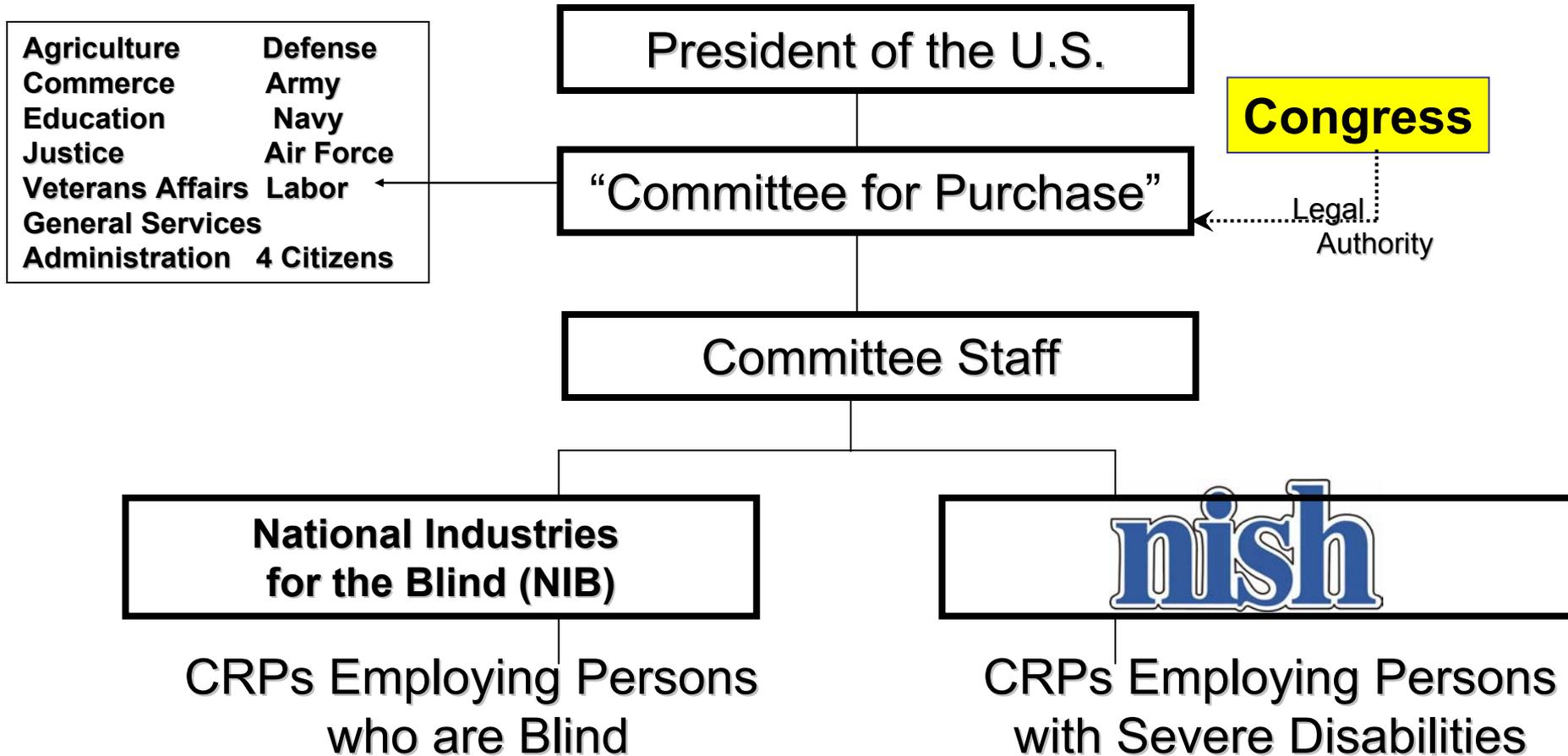
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Javits-Wagner O'Day Act (JWOD)

- Public Law (41 U.S.C. 46-48c)
 - Wagner-O'Day Act of 1938
 - People who are blind
 - Products (Brooms & Mops)
 - Javits Amendment of 1971
 - People with other severe disabilities
 - Services
- Implemented thru 41CFR51 and FAR 8.7

JWOD Organization



NISH Organization

NISH Regional Map



JWOD is Smart Business

- Quality services & products
- Fair market prices
- Long term partnerships/relationships
- Ease of contract award and administration
 - In step with Acquisition Streamlining
- Break to taxpayers
 - Reduced entitlements
 - New taxpayers
- ***Direct benefits to Mission!***



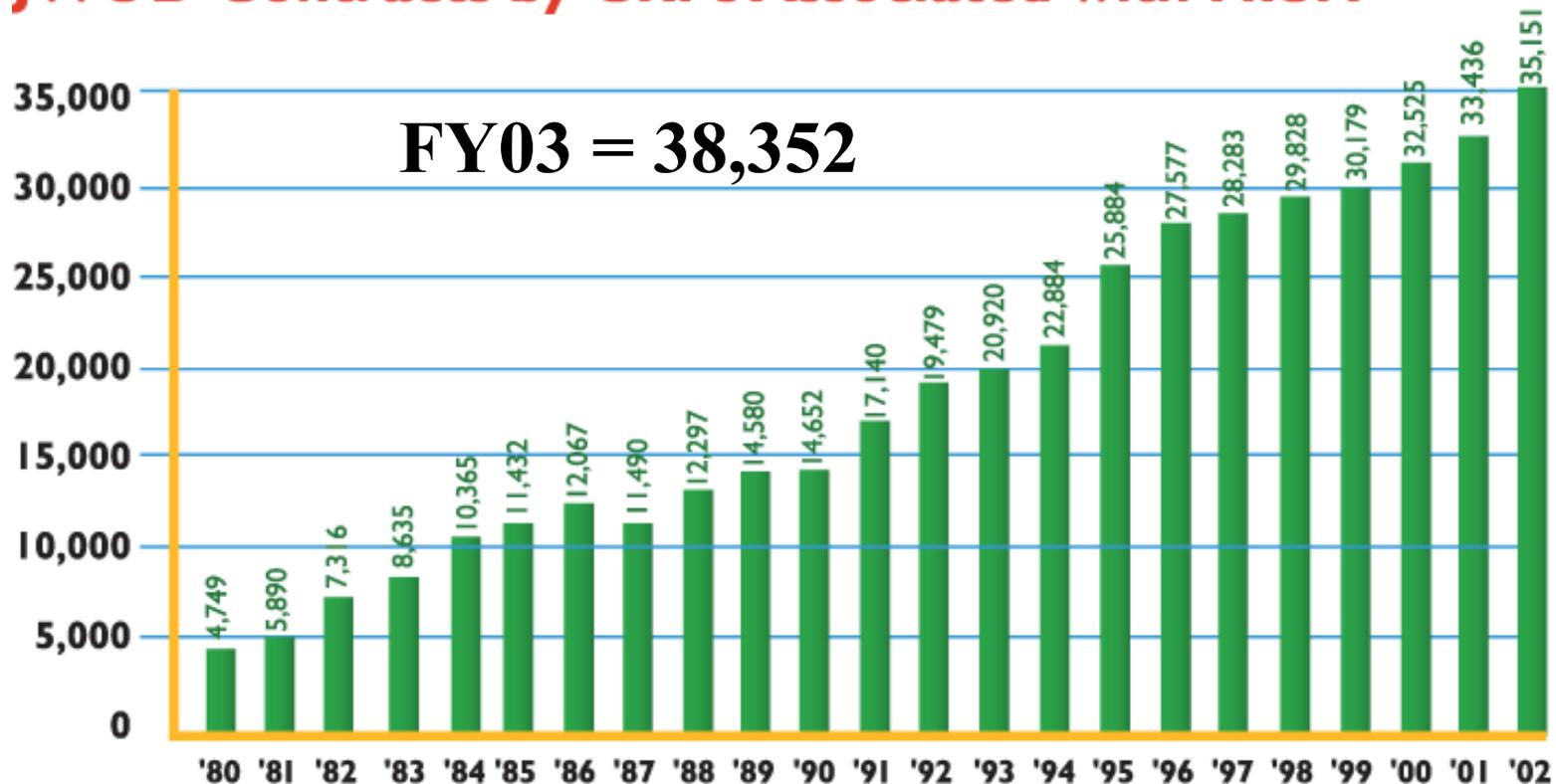
JWOD **: A Growing Program**

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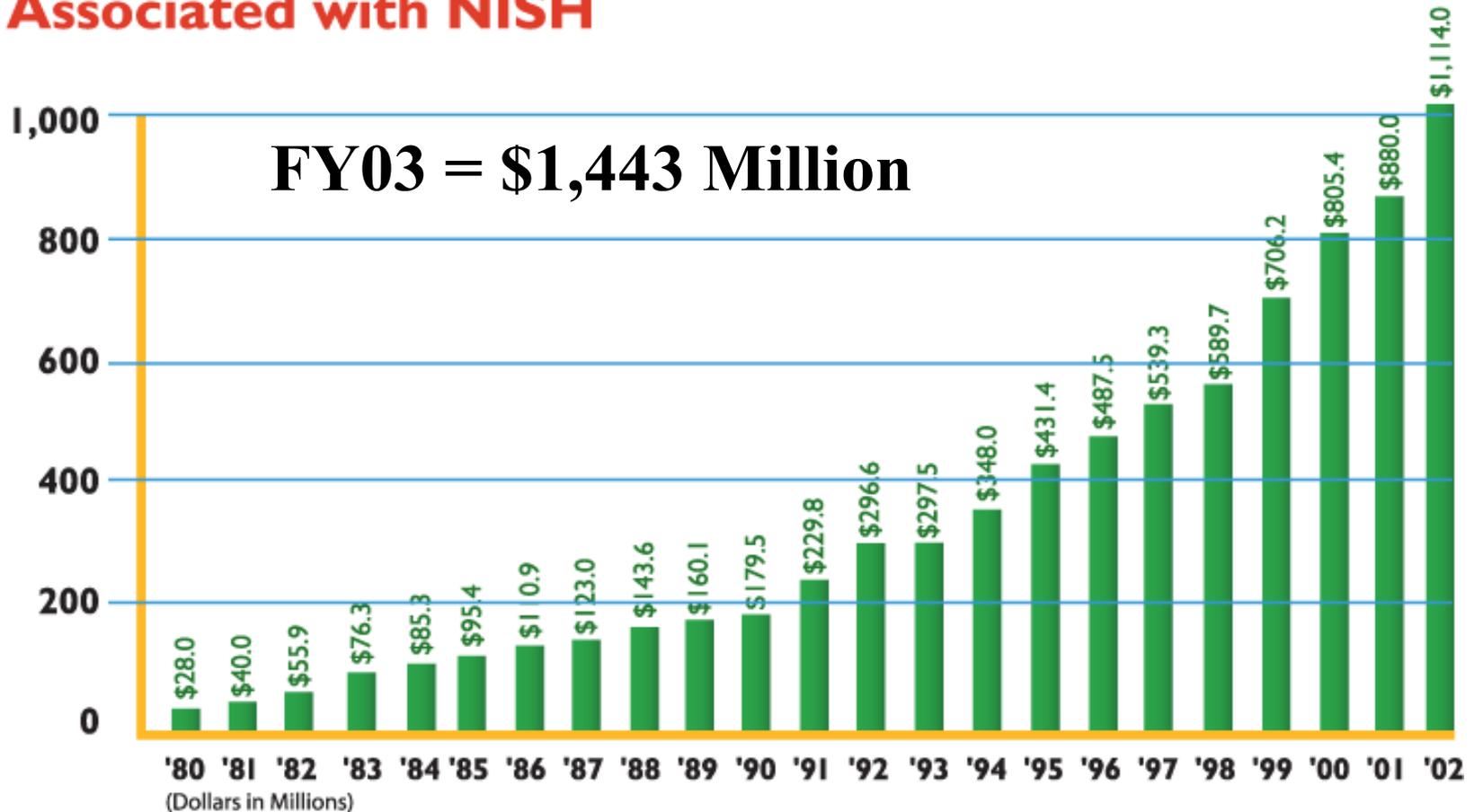
JWOD Growth – NISH Job Growth

People with Severe Disabilities Employed on JWOD Contracts by CRPs Associated with NISH



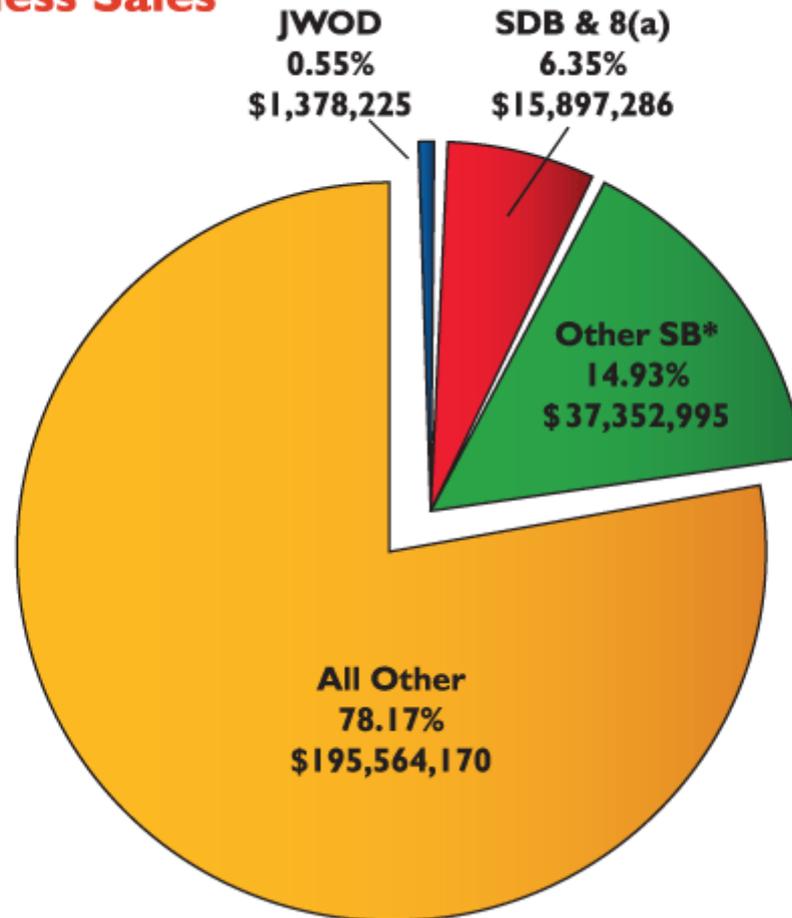
JWOD Growth – NISH Sales Growth

Annual JWOD Sales of CRPs Associated with NISH



JWOD – Our Slice of the Pie

JWOD Sales Compared to Small Business Sales



Based on FY02 Federal Procurement Data Report as of May 19, 2003.

*Other SB includes Small Businesses, Women-Owned Businesses and HubZones Business Concern

NISH – “Traditional” Services

- Custodial
- Grounds Maintenance
- Food Service
- Administrative Support
- Switchboard Operations
- Laundry Operations
- Mailroom Operations

NISH – “New” Services

- Base Operating Support Services
- Family Housing Maintenance
- Vehicle Maintenance
- Secure Document Destruction
- Call Center Operations
- Warehousing
- Document Management



Contemporary Topics

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CREATING EMPLOYMENT OPPORTUNITIES
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A “Mandatory-Optional” Program

- The “Procurement List”
- Products – Mandatory Source
- Services
 - Site Specific
 - Service Specific
- Adding a new Service to the List
 - Contracting Officer Concurrence
 - 120 Day Administrative Lead-time

Market Pricing - Services

- Committee for Purchase Established Price
- Pricing Memorandum No. 3 – Guideline
 - Need Contracting Officer Concurrence
 - **Price Recommendation is Negotiable!**
 - Market-Based//Evaluate by Price Analysis
- Simplified Acquisition
 - NISH Pricing Support to Contracting Officer
 - Limited DCAA Involvement
 - Simplified Annual Renewals

Program Management Support

- NISH assist with SOW/PWS
- PBSA Training & Implementation
- Price to Budget
- NISH – Contract Management Support
- Effective Teaming
 - Full & Open Discussions
 - Mission Focused Service Providers
- No Cost – No Obligation Proposals

Words of Wisdom

“You will have no better day in your contracting career than when you award your first JWOD contract”

Mark Lumer
JWOD Champion

For more information

- www.jwod.gov
 - Committee for Purchase
 - Forms & Publications
 - Procurement List
- www.nish.org
 - Guides for federal customers
 - Training Catalog
- www.nib.org
 - National Industries for the Blind



Q&A

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