

IT'S NOT WHAT YOU CAN SEE IT'S WHAT YOU CAN BE

State Use Interim Study
Presented by: Lauren Branch, President/CEO

### NewView Oklahoma Background

Empowering individuals who are blind or have low vision, maximizing their opportunities for independence through all stages of life since 1949.

Comprehensive low vision rehabilitation services for individuals throughout Oklahoma who are blind or have low vision

Meaningful jobs in manufacturing, management, administration and rehabilitation for people who are blind or have low vision.

Programs inspiring confidence and empowering Oklahomans who are blind or have low vision to function independently and stay active in their community.

# Suitability Requirements Under AbilityOne:

Suitability is determined by considering four criteria:

- 1. Employment potential for people with significant disabilities
- 2. Non-profit agency qualification
- 3. Capability of nonprofit agency to meet quality and delivery standards
  - 4. Impact on current or most recent contractor

# **Employment Potential**

Potential to generate employment and that an appropriate level of direct labor hours is to be performed by people who are blind or have significant disabilities

Persons with disabilities must make an "appreciable contribution" in manufacturing an item or performing a service

# Capability

The nonprofit agency (or agencies) desiring to furnish the item must satisfy the designated body that it will have the capability to meet the customer quality standards and delivery schedules by the time it assumes responsibility for supplying the customer

#### **Impact**

A project will not be deemed suitable whose addition would have a significant adverse impact on the current contractor with particular attention to:

- Possible impact on the contractor's total sales
- Whether that contractor has been a continuous supplier of the specific commodity or service proposed for addition and is, therefore, more dependent on the income from such sales

# Fair Market Pricing

It's the duty of the designated agency to determine, and from time to time review, the prices of all commodities and to approve the price of all services provided by preferred sources

Consideration shall be given to the reasonable costs of labor, materials and overhead necessarily incurred by preferred sources under efficient methods of procurement, production, performance and administration, however, pricing shall be as close to prevailing market as practicable

# Fair Market Pricing cont

Additionally, designated body could have the discretion for price determination by any one, or combination of, the following methods:

- Cost model methodology
- Market research
- Consideration of current price of materials or services
- Soliciting competitive bids on the open market to establish FMP unless considered either "low ball" or "high ball" bid/quote

#### **Purchase Exceptions**

Process by which agencies can seek an exemption to statutory and regulatory requirements to purchase products and/or services from the preferred source program

- Shall be approved by designated body when the NPA/CRP cannot meet the contracting activity's requirement in the timeframe needed
- Limited in scope (item and quantity) and/or length of time as to minimize the impact on the mission of the program
- Never issued due to price as contract price already established

### Central Nonprofit Agency

#### Designated by OMES

- 1. Market and sell materials and services to state agencies
- 2. Facilitate orders on behalf of nonprofit agencies that employ persons with disabilities