

Question:	Response:
Can we get a list of acceptable blocking software?	Yes, AbilityOne is familiar with DDMS, Britannia (EC12) Red Cheetah, Price Reporter. These companies are listed in the Application to become an AbilityOne Authorized Distributor. However, there are various options available in the commercial marketplace and industry is encouraged to explore all options when it comes to procuring software to support this requirement. AbilityOne strongly encourages an automated system, but we understand that Small Businesses may not have resources. We do allow for a manual process to ensure items are flagged before being sent to a federal customer.
How long does it take to obtain AbilityOne certification?	This is not a long process. There are two key components. (1) Do you have valid system and plan to avoid selling Essentially-The-Same (ETS); and (2) Do you have relationship in place with a wholesaler(s). Authorization can happen in a matter of days once those two components are met.
How can an attendee obtain the powerpoint presentation if he/she does not work for GSA?	All documents as well as the recording will be posted on GSA Interact.
You mentioned that once you are authorized for a product category, this will apply to all federal customers in that category, can you please explain this in more detail? How general or specific are these categories?	If your company becomes an Authorized Distributor, you must sell Procurement List items to federal customers. Not all federal agencies will be participating on the FSSI BPA. As a result, you are required to market and sell AbilityOne products to all your federal customers, not just those participating on the FSSI BPA.
As a follow up, if a company becomes registered for the "Hardware & Paint" category, that company would not be required to sell AbilityOne products in any of the other categories?	Right now, that is the policy. You can request authorization by product category. However, AbilityOne is considering changing policy to require distributors take on all the product categories that they currently offer to federal customers. As of now, you can do one category. You cannot have ETS items on schedule for the categories you choose not to support.
What is the average mark-up above cost for AbilityOne products in the industry?	Most often, AbilityOnes sees vendor mark-up of 10-35% range.
Is there any fee paid to the AbilityOne organization when AbilityOne sanctioned purchases are made?	No. There are no fees with being an authorized distributor. If you order direct, you pay established price. No fees paid to AbilityOne program.
How broad is the scope of that category offering? Meaning if you have tape measures, does that mean we have to pull all tape measures off our schedule and we can only sell ability one products? This is for all contracts too? If a suppliers is a prime vendor we can not sell customer specific items through those too?	It would not include all product categories. Only ETS items. If it is an ETS item, it should not appear on any federal contracts. AbilityOne does not have coverage of any full product categories.
What do you mean by the 10 to 35% markup?	The markup is applied by the vendor above their cost of the item. A wholesaler buys from the manufacturing nonprofit agency and brings the product into stock. The wholesaler then applies a mark-up. This is the price the vendor pays for the product. Then the vendor typically takes that cost and applies a last round of mark-up to arrive at a retail price which is what the federal customer will pay. If the vendor buys direct, they cut out the wholesaler mark-up, which allows for more margin, and gives federal customer a better price. The vendor may only buy direct if they meet the minimum order quantity. When ordering direct, nonprofit agencies have two weeks to deliver, which usually does not meet the delivery requirements for federal customers.
What type of sales reporting/tracking is required? How often to do report? How is the data captured? Thank you	Quarterly sales reports are required by AbilityOne. The report would contain NSN, Quantity, and Dollar Value. Wholesalers can provide this data. You would need to collect the data for direct purchases from the nonprofit agencies.

<p>I must have missed the definition of MRO, Please define.</p>	<p>Maintenance Repair and Operations Supply are products and equipment (excluding services) such as hardware items , power tools, non power tools, pipes, valves, electrical equipment, lighting, paints, adhesives, and more. Typically they are smaller items in nature, and do not require services of an installer or additional support for the product.</p>	
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