

Agency Procurement Officers Meeting

February 6, 2014



Agenda

- Welcome – Jean Stephenson
 - Advanced Level Providers – Kellie Johnson
 - Fleet Build-out Dates – Alan Childress
 - 2014 Ohio Business Matchmaker – James Laipply

- Ohio Marketplace Update – Jean Stephenson
 - eInvoicing – Korrina Thomas

- Ohio Penal Industries (OPI) – Mike Mouser

- Community Rehabilitation Program (CRP)
– Ron Rowland

Welcome to

OhioDAS
Service · Support · Solutions

General Services Division

ADVANCED LEVEL PROVIDERS

...

Advanced Level Providers

- Position Descriptions
- Agency Specific Requirements (SOW)
- Performance Factors
- Price Schedule (Method of pricing)
- Award (regional, multiple vendors)

Advanced Level Providers

Survey

<https://www.surveymonkey.com/s/PTG9HSZ>

• Kellie.Johnson@das.ohio.gov

• Sandy.Herrel@das.ohio.gov

FLEET BUILD-OUT DATES

• • •

Fleet Build-out Dates - GDC093 Trucks

Index No.: GDC093
 Eff. Date: 02/07/14
 Page: 90

BUILD OUT SCHEDULE

| Amend # | Amend Date | OAKS # | Vehicle Description | Make/Model | Requisition Approval Date | Order to Dealer Date | Dealer Order Cut Off Date | Price Protection (Yes/No) |
|---------|------------|--------|--|---------------|---------------------------|----------------------|---------------------------|---------------------------|
| - | - | 25353 | 2AT – SUV – Compact – Gas | Jeep Patriot | TBD | TBD | TBD | |
| 2 | 01/02/14 | 25475 | 3AT – SUV – Midsized – Gas | Ford Explorer | 02/19/14 | 02/26/14 | 02/28/14 | |
| - | - | 25506 | 4BT – SUV – Full Size – FFV | Dodge Durango | TBD | TBD | TBD | |
| - | - | 25507 | 5AT – Cargo Van – Compact, 5,600# – Gas | Ram Cargo Van | TBD | TBD | TBD | |
| 4 | 01/24/14 | 25430 | 6AT – Cargo Van – Full Size, 7,000# – Gas | E150 | 01/28/14 | 01/30/14 | 01/31/14 | NO |
| 4 | 01/24/14 | 25431 | 7AT – Cargo Van – Full Size, 8,600# – Gas | E250 | 01/28/14 | 01/30/14 | 01/31/14 | NO |
| 4 | 01/24/14 | 25432 | 8AT – Cargo Van – Full Size, 9,500# – Gas | E350 | 01/28/14 | 01/30/14 | 01/31/14 | NO |
| 5 | 02/07/14 | 25299 | 14BT – Pickup – 2WD <u>Reg</u> Cab 6,400# – FFV | Sierra 1500 | *04/15/14 | *04/22/14 | *04/24/14 | |
| 5 | 02/07/14 | 25300 | 15BT – Pickup – 4WD <u>Reg</u> Cab 6,400# – FFV | Sierra 1500 | *04/15/14 | *04/22/14 | *04/24/14 | |
| 5 | 02/07/14 | 25301 | 16BT – Pickup – 2WD Ext Cab 6,400# – FFV | Sierra 1500 | *04/15/14 | *04/22/14 | *04/24/14 | |
| 5 | 02/07/14 | 25302 | 17BT – Pickup – 4WD Ext Cab 6,400# – FFV | Sierra 1500 | *04/15/14 | *04/22/14 | *04/24/14 | |
| 5 | 02/07/14 | 25303 | 18BT – Pickup – 2WD Crew Cab 6,400# – FFV | Sierra 1500 | *04/15/14 | *04/22/14 | *04/24/14 | |
| 5 | 02/07/14 | 25304 | 19BT – Pickup – 4WD Crew Cab 6,400# – FFV | Sierra 1500 | *04/15/14 | *04/22/14 | *04/24/14 | |
| - | - | 25504 | 20AT – Pickup – 2WD <u>Reg</u> Cab 8,500# – Gas | Ford F250 | TBD | TBD | TBD | |
| 3 | 01/14/14 | 25433 | 21AT – Pickup – 4WD <u>Reg</u> Cab 8,500# – Gas | Ford F250 | 09/19/14 | 09/26/14 | 09/30/14 | YES |
| - | - | 25485 | 22BT – Pickup – 2WD Ext Cab 8,500# – FFV | Ford F250 | TBD | TBD | TBD | |
| - | - | 25501 | 23BT – Pickup – 4WD Ext Cab 8,500# – FFV | Ford F250 | TBD | TBD | TBD | |
| 3 | 01/14/14 | 25362 | 24AT – Pickup – 2WD Crew Cab 8,500# – Gas | Ford F250 | 09/19/14 | 09/26/14 | 09/30/14 | YES |
| - | - | 25508 | 25AT – Pickup – 4WD Crew Cab 8,500# – Gas | RAM 2500 | TBD | TBD | TBD | |
| - | - | 25502 | 26AT – Pickup – 2WD <u>Reg</u> Cab 12,800# – Gas | Ford F350 | TBD | TBD | TBD | |
| - | - | 25361 | 27AT – Pickup – 4WD <u>Reg</u> Cab 12,800# – Gas | Ford F350 | TBD | TBD | TBD | |

*Indicates change.

Fleet Build-out Dates - GDC093 Trucks - Continued

Index No.: GDC093
 Eff. Date: 01/14/14
 Page: 91

BUILD OUT SCHEDULE (Cont'd.)

| Amend # | Amend Date | OAKS # | Vehicle Description | Make/Model | Requisition Approval Date | Order to Dealer Date | Dealer Order Cut Off Date | Price Protection (Yes/No) |
|---------|------------|--------|--|------------|---------------------------|----------------------|---------------------------|---------------------------|
| - | - | 25389 | 28BT – Pickup – 2WD Ext Cab 12,800# – FFV | Ford F350 | TBD | TBD | TBD | |
| - | - | 25390 | 29BT – Pickup – 4WD Ext Cab 12,800# – FFV | Ford F350 | TBD | TBD | TBD | |
| - | - | 25503 | 30AT – Pickup – 2WD Crew Cab 12,800# – Gas | Ford F350 | TBD | TBD | TBD | |
| - | - | 25391 | 31AT – Pickup – 4WD Crew Cab 12,800# – Gas | Ford F350 | TBD | TBD | TBD | |
| 3 | 01/14/14 | 25434 | 32AT – C&C – 2WD Reg Cab 12,800# – Gas | Ford F350 | *09/19/14 | *09/26/14 | *09/30/14 | *YES |
| - | - | 25392 | 33AT – C&C – 4WD Reg Cab 12,800# – Gas | Ford F350 | TBD | TBD | TBD | |
| - | - | 25393 | 34BT – C&C – 2WD Ext Cab 12,800# – FFV | Ford F350 | TBD | TBD | TBD | |
| - | - | 25394 | 35BT – C&C – 4WD Ext Cab 12,800# – FFV | Ford F350 | TBD | TBD | TBD | |
| - | - | 25509 | 36AT – C&C – 2WD Crew Cab 12,800# – Gas | RAM 3500 | TBD | TBD | TBD | |
| - | - | 25510 | 37AT – C&C – 4WD Crew Cab 12,800# – Gas | RAM 3500 | TBD | TBD | TBD | |
| 3 | 01/14/14 | 25421 | 38AT – C&C – 2WD Reg Cab 16,000# – Gas | Ford F450 | *09/19/14 | *09/26/14 | *09/30/14 | *YES |
| 3 | 01/14/14 | 25422 | 39AT – C&C – 4WD Reg Cab 16,000# – Gas | Ford F450 | *09/19/14 | *09/26/14 | *09/30/14 | *YES |
| 3 | 01/14/14 | 25423 | 40AT – C&C – 2WD Crew Cab 16,000# – Gas | Ford F450 | *09/19/14 | *09/26/14 | *09/30/14 | *YES |
| 3 | 01/14/14 | 25424 | 41AT – C&C – 4WD Crew Cab 16,000# – Gas | Ford F450 | *09/19/14 | *09/26/14 | *09/30/14 | *YES |
| 3 | 01/14/14 | 25425 | 42AT – C&C – 2WD Reg Cab 18,000# – Gas | Ford F550 | *09/19/14 | *09/26/14 | *09/30/14 | *YES |
| 3 | 01/14/14 | 25435 | 43AT – C&C – 4WD Reg Cab 18,000# – Gas | Ford F550 | *09/19/14 | *09/26/14 | *09/30/14 | *YES |
| 3 | 01/14/14 | 25426 | 44AT – C&C – 2WD Crew Cab 18,000# – Gas | Ford F550 | *09/19/14 | *09/26/14 | *09/30/14 | *YES |
| 3 | 01/14/14 | 25427 | 45AT – C&C – 4WD Crew Cab 18,000# – Gas | Ford F550 | *09/19/14 | *09/26/14 | *09/30/14 | *YES |

| Key |
|--|
| Requisition Approval Date - Last day to have requisitions submitted, approved by ordering agency, and routed for central approval. |
| Order to Dealer Date - Last day to submit Purchase Orders to the dealer. |
| Dealer Order Cut Off Date - Last day dealer can submit order to manufacturer. |
| Price Protection - Model Year 15 is available at Model Year 14 contract pricing. |

*Indicates change.

Fleet Build-out Dates – GDC104 Autos

Index No.: GDC104
 Eff. Date: 02/07/14
 Page: 22

BUILD OUT SCHEDULE

| Amend # | Amend Date | OAKS # | Vehicle Description | Make/Model | Requisition Approval Date | Order to Dealer Date | Dealer Order Cut Off Date | Price Protection (Yes/No) |
|---------|------------|--------|--|---------------------|---------------------------|----------------------|---------------------------|---------------------------|
| - | - | 25221 | 1AA - Sedan – Compact – Gasoline | Ford Focus | TBD | TBD | TBD | |
| 4 | 11/26/13 | 25561 | 2AA - Sedan - Midsize - Flex Fuel | Ford Fusion | TBD | TBD | TBD | |
| - | - | 25240 | 3BA - Van - Compact, 7 Passenger – Flex Fuel | Dodge Grand Caravan | TBD | TBD | TBD | |
| 6 | 01/24/14 | 25222 | 4BA - Van – Full Size, 8 Passenger – Flex Fuel | Ford E-150 Club | 01/28/14 | 01/30/14 | 01/31/14 | NO |
| 7 | 02/07/14 | *25260 | 5BA - Van – Full Size, 12 Passenger – Flex Fuel | GMC Savana 2500 | *04/01/14 | *04/08/14 | *04/10/14 | |
| 6 | 01/24/14 | 25223 | 6BA - Van – Full Size , 15 Passenger – Flex Fuel | Ford E-350 | 01/28/14 | 01/30/14 | 01/31/14 | NO |

| Key |
|--|
| Requisition Approval Date - Last day to have requisitions submitted, approved by ordering agency, and routed for central approval. |
| Order to Dealer Date - Last day to submit Purchase Orders to the dealer. |
| Dealer Order Cut Off Date - Last day dealer can submit order to manufacturer. |
| Price Protection - Model year 15 is available at Model Year 14 contract pricing. |

2014 Ohio Business Matchmaker



April 22 – 23, 2014

Hope Hotel and Richard C. Holbrooke Conference Center

Save the Date



Where Government and
Business Come Together

2014 Ohio Business Matchmaker



When: Tuesday, April 22, 2014
12:30 – 4:30 p.m.
Pre-Conference Training
and Registration

Wednesday, April 23, 2014
7:30 a.m – 4:30 p.m.
Registration, Business
Matchmaker and Training

Where: **NEW LOCATION**
Hope Hotel and
Richard C. Holbrooke
Conference Center
10823 Chidlaw Road,
Building #823, Area A,
Gate 12A
Wright-Patterson Air
Force Base, Ohio 45433
www.hopehotel.com

**For registration information, please visit us at
www.CheckOhioFirst.com • (614) 466-2711**

Where Government and Business Come Together



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When: Tuesday, April 22, 2014
12:30 – 4:30 p.m.
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Wednesday, April 23, 2014
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Registration, Business Matchmaker and Training

Where: **NEW LOCATION**
Hope Hotel and Richard C. Holbrook Conference Center
10823 Chidlaw Road, Building #823, Area A, Gate 12A
Wright-Patterson Air Force Base, Ohio 45433
www.hopehotel.com

What: The Ohio Business Matchmaker is a unique event designed to bring together potential qualified suppliers with buyers from federal, state, local and prime contractors to fulfill their contracting needs and requirements. Buyers and suppliers will have the opportunity to meet for 10 minutes in one-on-one sessions to discuss billions of dollars' worth of upcoming opportunities. This event also provides training sessions aimed at guiding small, minority, veteran, woman and HUBZone businesses on requirements and expectations on how to do business with government agencies and prime contractors.



**For registration information, please visit us at
www.CheckOhioFirst.com • (614) 466-2711**



Development Services Agency
Small Business Development Center
Minority Business Assistance Center
Procurement Technical Assistance Center

John R. Kasich, Governor
David Goodman, Director
Development Services Agency

The Small Business Development Center (SBDC) program of Ohio is funded in part through a cooperative agreement with the U.S. Small Business Administration (SBA). The SBDC program is also funded in part by the Ohio Development Services Agency. All opinions, conclusions or recommendations expressed are those of the author(s) and do not necessarily reflect the views of the SBA. Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Contact the SBDC at (614) 466-2711.

The State of Ohio is an Equal Opportunity Employer and Provider of ADA Services



The Ohio Procurement Technical Assistance Centers (PTAC) can assist your company in getting its share of federal, state and local government contracts.

Did you know:

- The federal government purchases more than \$400 billion worth of goods and services every year.
- State of Ohio government agencies purchase more than \$2 billion worth of goods and services every year.

The Procurement Technical Assistance Centers (PTAC) provide the services to give small businesses the tools and training required to successfully compete in the government marketplace. PTAC can offer help in every aspect of the government contracting process, from just getting started to post-award assistance. We can help entrepreneurs who are new to government contracting as well as more experienced contractors.

Your success is our success!

Ohio Congressional Districts with Procurement Technical Assistance Center (PTAC) Regions





MARKETPLACE
eCatalog & eInvoice

Shop • Procure • Pay

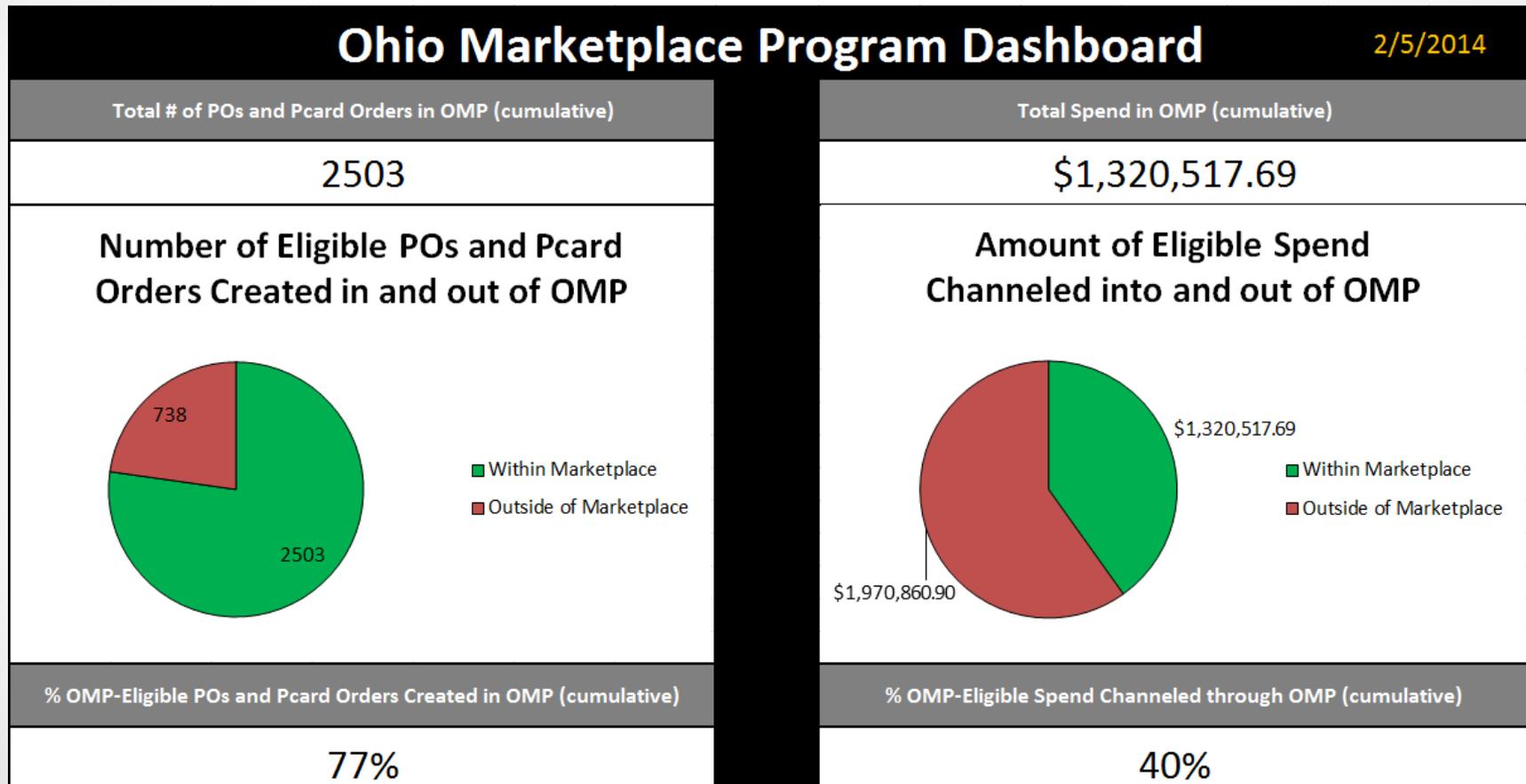
OHIO MARKETPLACE UPDATE

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ECATALOG

Ohio Marketplace Update

Activity and Spend Data Review



Ohio Marketplace Update

eCatalog Updates

| Index Number | Contract Number | Vendor/Dealer |
|--------------|-----------------|--|
| LDC003 | CSP904012 | ATC Healthcare Services, Inc. |
| STS155 | 800132 | Apex Affordable Healthcare (MBE) |
| STS155 | 800148 | Staff Care, Inc. |
| STS155 | 800152 | Frontline National, LLC (EDGE) |
| STS155 | 800163 | A-1 Preferred Source, Inc. (MBE) |
| STS155 | 800166 | HealthPro, Inc. |
| STS155 | 800167 | Supplemental Health Care |
| STS155 | 800169 | Maxim Staffing Solutions |
| STS155 | 800170 | Wise Medical Staffing, Inc. |
| STS155 | 800171 | ATC Healthcare Services, Inc. |
| STS155 | 7715500109 | Medical Staffing Network Healthcare, LLC. |
| STS155 | 7715500509 | NurseStaffing Group OH LLC (dba NurseStaffing) |
| STS653 | 800244 | Mead Johnson & Company |
| STS653 | 800284 | VitaFlo USA, LLC |

Contracts Enabled in the Ohio Marketplace (OMP)

| Contract Number | Contract Name | Vendor |
|-----------------|--|--------------------------------------|
| 800235 | General Hardware - Tools, Plumbing, Electrical & Related Items | Direct Resource, Inc. (MBE) |
| RS900810-2 | Breast Pumps, Kits, Shields, and Accessories | Direct Resource, Inc. (MBE) |
| 7751100307 | General Hardware, Tools, Plumbing, Electrical and Related | Sexauer |
| 800154 | Tools: Power, Non-Power, and Related Items | Snap-On |
| 7766200109-1 | Laboratory Supplies, Instruments and Equipment | Fisher Scientific |
| SR900011-1 | Office and Classroom Related Supplies and Accessories | Staples |
| 800027-1 | Paint and Related Items | Sherwin-Williams |
| 7766200508-1 | Laboratory Supplies, Instruments & Equipment | VWR International |
| RS902313-2 | Facilities - Maintenance, Repair, and Operations | Superior Industrial Supply & Service |
| RS902313-3 | Facilities - Maintenance, Repair, and Operations | MRO Express, LLC (MBE) |
| RS902313-1 | Facilities - Maintenance, Repair, and Operations | Grainger, Inc. |
| RS902113-1 | General Hardware - Tools, Plumbing, Electrical and Related Items | Fastenal |
| 7766200209-1 | Laboratory Supplies | PerkinElmer Health Sciences |
| 7765200308-1 | Medical Supplies | Direct Resource, Inc. (MBE) |
| 7751100307-1 | General Hardware, Tools, Plumbing, Electrical and Related | Direct Resource, Inc. (MBE) |
| 7766200309-1 | Laboratory Supplies, Instruments & Equipment | Bode Technology Group, Inc. |
| SR900510-2 | Undergarments, Thermals, Sweat Garments, Socks, Outerwear and General Purpose Clothing | Direct Resource, Inc. (MBE) |
| RS902313-5 | Facilities - Maintenance, Repair, and Operations | Reliable Products and Services (MBE) |
| RS902113-2 | General Hardware - Tools, Plumbing, Electrical and Related Items | D. Johnson Enterprises (MBE) |
| 800202 | Body Armor | Point Blank Enterprises, Inc. |
| 800202-2 | Body Armor | Galls An Aramark Company, LLC |
| 800202-3 | Body Armor | D & G Uniforms, Inc. |
| 800202-6 | Body Armor | Pro-Tech Security Sales |
| 800202-1 | Body Armor | Vance Outdoors, Inc. |
| 7765200309-1 | Medical Supplies | SCA Personal Care |
| 7765200309-5 | Medical Supplies | McKesson Medical Surgical |
| 7765200309-3 | Medical Supplies | Seneca Medical Inc. |
| 800302-1 | Specimen collection, Transport Containers, and Supplies | Radiometer America Inc. dba Hemo |
| 800109 | Law Enforcement Weapons & Related - Ammunition | Standard Law Enforcement Supply |
| 7765200108-3 | Medical Supplies - Gloves | BFI Products, Inc. |
| 800284 | Metabolic Formula | Vitaflo USA, LLC. |
| 800108 | Law Enforcement Weapons & Related - Ammunition | Kiesler Police Supply, Inc. |
| 800132 | Temporary Medical Staffing Services | Apex Affordable Healthcare (MBE) |
| 800152 | Temporary Medical Staffing Services | Frontline National, LLC |
| 800171 | Temporary Medical Staffing Services | ATC Healthcare Services, Inc. |
| 800163 | Temporary Medical Staffing Services | A-1 Preferred Sources, Inc. (MBE) |

Ohio Marketplace Update

Agency Onboarding Schedule

| Ohio Marketplace Agency Onboarding Timeline | | | |
|---|--------------------------|-------------------------------|---|
| | FY 14 Q3 | FY 14 Q4 | FY 15 Q1 |
| Wave 1 | AGE, DVS, ADJ, PUCO, OOD | | |
| Wave 2 | | BWC, OIC, DYS, DODD, LOT, DSA | |
| Wave 3 | | EDU, JFS, BOR, OSB, OSD, MCD | |
| Wave 4 | | IGO, INS, TAX, PUB, PRX | |
| Wave 5 | | | AGR, CIV, COM, EPA, DOT, MED |
| Wave 6 | | | Central Service Agencies, GOV, AUD, AGO, SOS, TOS |



MARKETPLACE
eCatalog & eInvoice

Shop • Procure • Pay

OHIO MARKETPLACE UPDATE

• • •

EINVOICING

Ohio Marketplace Update

eInvoicing Project Update

What is OMP eInvoicing?

- For eCatalog suppliers, eInvoicing automates capture, management, and payment of invoices

How does eInvoicing work?

- XML/EDI Data File: Invoice data transmitted automatically
- Supplier Portal: Suppliers enter invoice data in OMP
- XML/EDI and Supplier Portal data is integrated with OAKS, and voucher creation is automated

Ohio Marketplace Update

eInvoicing Project Update

Project Status

- Project kicked off in September
- Working with RACM, OAKS, and Managed Services on OMP-to-OAKS integration
- Working with eCatalog team on post-pilot support, alignment of eCatalog and eInvoicing activities, communications, and schedules
- Working with eCatalog suppliers on eInvoice set up activities
- Working with Pilot and Wave 1 agencies to identify POCs for process reviews, Q&A sessions, and communications
- **Tentative AP Director rollout: March 24, 2014**

Ohio Marketplace Update

Questions?

eCatalog

Jean.Stephenson@das.ohio.gov

eInvoicing

Korrina.Thomas@obm.state.oh.us

Ohio Penal Industries



Mike Mouser



Ohio Penal Industries
Ohio Department Of Rehabilitation and Correction

www.opi.ohio.gov

Products & services available to governmental agencies:

- Office Furniture
- Seating
- Modular
- Flags
- Binders
- Boxes
- Printing and Signs
- New Wood Furniture line
- Moving Services
- Construction and Asbestos services

Office of Procurement
from
Community Rehabilitation
Programs
(OPCRP)

Ohio Revised Code

125.60 through 125.6012

&

Ohio Administrative Code

123:5-3-1 through 123:5-3-12



Procurement Obligation

For ***any*** procurement need and ***prior*** to the start of a competitive selection process, Ohio's state agencies and political subdivisions are obligated to review and buy from the "***procurement list***" of products & services available from certified Community Rehabilitation Programs (CRP)

CRP Obligation

Quality Products & Services

At

A Fair Market Price

Delivered in

A Timely Manner



Government Ordering Office

Any state agency, including the General Assembly; The Supreme Court of Ohio; any state authority, board, bureau, commission, institution, or instrumentality that is funded in total or in part by state money; and any county, township or village.

Political Subdivision

Any county, township, village, school district, special purpose district, board, commission, authority, public corporation, college, university, other educational institution or any other entity supported in whole or in part by funds appropriated by the general assembly

Community Rehabilitation Program (CRP)

A non-profit organization with a mission to provide vocational services for people with disabilities. These services include case management, vocational assessment, career counseling / planning, work evaluation / adjustment, benefits analysis, financial counseling, job training, job placement, job coaching, community-based and internal employment

Certified CRPs



113 Certified Ohio CRPs

76 with DAS Contracts

260+ DAS Contracts

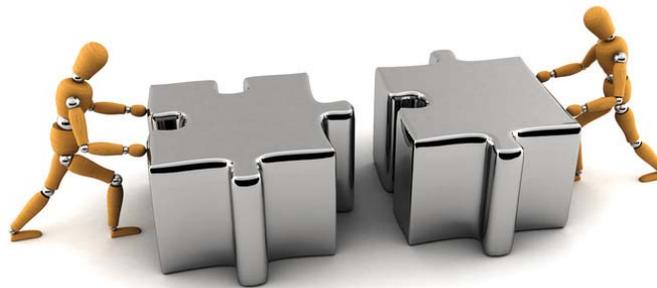
Why People with Disabilities?

They are the minority group with the highest unemployment rate of any group in the United States.

*It's a **JOBS** program.*

Purpose

Provide jobs and training opportunities
for people with disabilities



Employment Statistics

Non-institutionalized; people with disabilities (PWD); ages 21 to 64
(Cornell University, 2009)

| | Prevalence of PWD | Employment of PWD | Employment of P w/o D |
|------|--------------------------|--------------------------|------------------------------|
| OHIO | 12.0% | 34.0% | 76.5% |
| USA | 10.4% | 36.0% | 76.8% |

Cost Benefit

- A tax user becomes a tax payer of local, state and federal taxes
- Eliminates or reduces **county** entitlement liabilities including food stamps, TANF, disability assistance, etc.
- Eliminates or reduces **state** entitlement liabilities including Medicaid, subsidized housing, etc.
- Eliminates or reduces **federal** entitlement liabilities including SSDI, SSI, etc.

Cost Benefit

- Using Ohio Department of Taxation reports in CY2011 for each employed Ohioan, the combined state and local annual average tax gain is **\$3,140**
- Research by NISH reported to Congress in FY2009 that a person with a disability working for a CRP on a government contract saves government balance sheets between **\$3,067** and **\$6,918**

Some Numbers to Think About!

FY2013 Ohio Cost Benefit Analysis



| | |
|---------------------------------|------------------|
| Reduced Government Entitlements | \$169,367 |
| Increased Tax Payments* | \$282,217 |
| Total Government Savings | \$451,584 |
| Or Per Worker Savings | \$2,182 |

*Does not include local or school board income tax collections.

Business Partners



OPCRP
(Administration)

CRPs
(Vendors)

Government Buyers
(Customers)*

**A state agency, board, commission, institution; a county, township, village or school district; a special purpose district, board, commission or authority; a college, university or other educational institution; or any other entity supported in whole or in part by funds appropriated by the general assembly.*

Note: A CRP may be represented by an Agent, currently there are no Agents listed

OPCRP = Administration

- Certify CRPs as qualified non-profit agencies (QNA)
- Assist government entities in navigating their obligations pursuant to ***ORC 125.60-125.6012***
- Receive and process contracts. Establish fair market price (only when an agreement cannot be reached)
- Maintain and update the “*Procurement List*” of approved products and services

Administration

- Issue waivers when appropriate
- Set competition among certified CRPs
- Resolve conflicts
- Moderate and resolve complaints
- Identify needs of state agencies and political subdivisions

Administration

- Monitor program activities
- Train
- Report



Procurement List

PRODUCTS

- ✓ Batteries
- ✓ Computer Paper
- ✓ Disposable Backboards
- ✓ Drug Screening Kits
- ✓ Gloves (Exam, Various)
- ✓ Remanufactured Printer Cartridges
- ✓ Silk Screen Printing
- ✓ Tape (Various)
- ✓ Writing Instruments



SERVICES

- ✓ Call Center
- ✓ Data Entry
- ✓ Imaging/Scanning
- ✓ Janitorial
- ✓ Lawn Care & Landscaping
- ✓ Laundry / Linen Rental
- ✓ Mailing & Collating
- ✓ Security Services
- ✓ Secure Document Destruction

This list is an example of some of the current DAS Contracts

Website Locations



State Procurement

www.procure.ohio.gov

OPCRP

<http://das.ohio.gov/CRP>



- Purchasing Marketplace Directory
- Cooperative Purchasing Program
- Community Rehabilitation Program
- What's New
- Think Ohio First Score Card
- Selling to the State
- Current Contracts
- MBE/EDGE Contracting

- Find It Fast
- Procurement Contacts
- Help & Reference Materials
- FAQ
- Forms
- Web Links
- Comments/Questions
- Training/Tutorials
- Login



The State of Ohio's Procurement Web site provides access to bid opportunities and contract award information for supplies and services from all levels of state government.



General Services » Procurement Services » Community Rehabilitation Programs

Community Rehabilitation Programs

About Us:

The Office of Procurement from Community Rehabilitation Programs assists state agencies and political subdivisions purchase supplies and services offered by work centers which employ people with work-limiting disabilities. For more information, please call 614.387.0065

Please use the following links for more information and updates on the State of Ohio's Community Rehabilitation Program.

- [The Program Highlights: Why, What, and How](#)
- [Certification Process](#)
- [Matching Work Centers with State Agencies - Ohio CRPs](#)
- [Matching Work Centers with Political Subdivisions](#)
- [Procurement List](#)
- [Products and Services Ideas](#)
- [Products and Services](#)
- [Forms and Procedures](#)
- [Laws, Rules and Terms](#)
- [Annual Reports](#)
- [OPCRP Facts](#)
- [Related CRP Web Links](#)
- [Training Materials](#)
- [Contact Us](#)

General Contact ▾

Office of Procurement Services
Gretchen Adkins
4200 Surface Road
Columbus, Ohio 43228
Phone: 614.466.5090
Fax: 614.485.1056
Das.statepurchasing@das.state.oh.us

[Driving directions](#)

Services ▾

- [State Procurement](#)
- [Cooperative Purchasing](#)
- [Community Rehabilitation Programs](#)
- [Vendor Registration](#)
- [Procurement Opportunities](#)
- [Current Contracts](#)
- [IT Staff Augmentation](#)

Publications ▾

Contracting Process

- CRP contacts agency or agency contacts a CRP
- OPCRP initiates on its own or at request of an agency
- Agency negotiates price for its specifications **without** competitive bidding
- If agreement is reached, CRP presents ***Contract Approval Form*** to agency
- ***Contract Approval Form*** with **Original Signatures** sent to DAS
- DAS assembles contract

Documentation

- Contract Approval Form*
- Specifications of Service*
- Multi Year/Site Form*
- Terms and Conditions*
- Business Submission Form
- Insurance (Certificate of Liability)
- AAPV

*What you need to see



CONTRACT APPROVAL FORM

INDEX NUMBER:
CONTRACT NUMBER:

SECTION A: CONTRACT INFORMATION

CONTRACT TYPE: NEW CONTRACT* RENEWAL* AMENDMENT (INSERT NUMBER ABOVE)

PROCUREMENT TYPE: PRODUCT SERVICE

TYPE OF PRODUCT OR SERVICE:

SERVICE SITE (IF APPLICABLE):

SITE STREET ADDRESS:

CITY: STATE: ZIP CODE:

CHECK (✓) IF CONTRACT COVERS MULTIPLE YEARS OR CONTAINS MULTIPLE ITEMS, ATTACH CONTRACT SUPPLEMENTAL FORM, AND INDICATE IN THE INCREMENTAL COST AS "VARIES".

CONTRACT PERIOD: START DATE: / / END DATE: / /

CONTRACT TOTAL: \$

INCREMENTAL COST: \$

INCREMENT TYPE*: HOUR DAY WEEK MONTH OCCURRENCE OTHER:

NOTE: THIS WILL BE YOUR UNIT OF MEASURE FOR BILLING PURPOSES.

| NUMBER OF INCREMENTS: | HOURS | DAYS | WEEKS | MONTHS | OCCURRENCES | OTHER: |
|-----------------------|-------|------|-------|--------|-------------|--------|
| | | | | | | |

SECTION B: CONTRACTOR INFORMATION

CONTRACTOR OF RECORD:

CONTRACTOR CONTACT:

CONTRACTOR ADDRESS:

CONTRACTOR PHONE: () - CONTRACTOR FAX: () -

CONTRACTOR EMAIL: @ VENDOR NUMBER:

*ALL NEW AND RENEWAL CONTRACTS ARE REQUIRED TO PROVIDE A CERTIFICATE OF LIABILITY INSURANCE AND DESIGNATING THE STATE OF OHIO AS AN ADDITIONAL INSURED AS REFERENCED IN THE TERMS AND CONDITIONS SUPPLEMENTAL CONTRACT TERMS AND CONDITIONS S-13.

CONTRACT APPROVAL FORM

SECTION C: GOVERNMENT ORDERING OFFICE INFORMATION

AGENCY, BOARD OR COMMISSION

OHIO DEPARTMENT OF TRANSPORTATION (ODOT)

POLITICAL SUBDIVISION:

UNIVERSITY:

BOARD OF EDUCATION:

OTHER:

ORDERING OFFICE:

ORDERING OFFICE CONTACT:

ORDERING OFFICE ADDRESS:

ORDERING OFFICE EMAIL: @

ORDERING OFFICE PHONE: () - FAX: () -

SECTION D: ACKNOWLEDGMENT

SIGNATURE INDICATES ACCEPTANCE OF OFFICE OF PROCUREMENT FROM COMMUNITY REHABILITATION PROGRAMS TERMS AND CONDITIONS (INCLUDING SPECIAL TERMS AND CONDITIONS WHERE APPLICABLE), THE PRICING, THE DURATION AND THE SPECIFICATIONS (OR SCOPE OF WORK), BUT DOES NOT COMMIT A GOVERNMENT ORDERING OFFICE TO ANY SPECIFIC PURCHASE. PLEASE REFER TO THE WEBSITE BELOW FOR THE TERMS AND CONDITIONS.

<http://ohio.gov/Divisions/GeneralServices/ProcurementServices/CommunityRehabilitationPrograms/ProceduresandForms.aspx>

(SIGNATURE - QNA/CRP) DATE

(SIGNATURE - ORDERING OFFICE) DATE

(PRINTED NAME)

(PRINTED NAME)

(TITLE)

(TITLE)

Contact

Ron Rowland, Manager
614-728-0853

Kristen Johnson, CRP Researcher 2
614-387-0065

Mark Hollingsworth, CRP Purchasing Specialist
614-752-9782

Community Rehabilitation Programs
4200 Surface Road
Columbus, OH 43228
Fax: 614-485-1056

Email: DASGSD.OPCRP@das.ohio.gov

Website: <http://das.ohio.gov/CRP>

Questions?





State Use PPrograms Association



State Use PPrograms Association



State Use PPrograms Association

THE MISSION

SUPRA members joined together in the fall of 2012 to conduct a nationwide economic benefits study for State Use Programs. Our goal was to determine if the employment of persons with disabilities, through State Use Programs, reduces the employees' use of Government entitlements and increases taxpayer contributions.

The results are in. For the **37,225** people with disabilities employed in 2012 in 16 States, the study shows that SUPRA Member State Use Programs:

Save government **\$31,269,000** through reduced need for government entitlements

Increase tax payments to the government by **\$56,805,350** as State Use workers become tax payers

Less Government Entitlements + More Taxes = **\$88,074,350**
Total Government Savings through State Use Programs

AND

An annual savings of **\$2,366** per worker employed through a State Use program



Corporate Members

- AZ Arizona Association of Providers for People with Disabilities
- CT Connecticut Community Providers Association
- DE Delaware Association of Rehabilitation Facilities
- FL RESPECT of Florida
- GA Georgia Enterprises for Products & Services
- IN INARF, Inc.
- KS Kansas State Use Program
- LA Employment Development Services, Inc.
- MA Maryland Works, Inc.
- NJ ACCSES NJ/CNA Services
- NM Horizons of New Mexico
- NY NYSID
- NY NYSPSP
- OH Ohio State Use Program
- OK Oklahoma State Use Program
- OR Oregon Rehabilitation Association
- PA PIBH
- TN Community Rehabilitation Agencies of Tennessee
- TX TIBH Industries, Inc.
- UT Utah Works
- VA VaACCSES
- WV West Virginia Association of Rehabilitation Facilities
- WI Wisconsin State Use Program

Associate Members

- ACCSES
- SourceAmerica

Study designed by Mathew Greenwald & Associates
Washington, DC.

For more information contact:
www.info@supra.cc

SUPRA MEMBERS



OhioDAS Office of Procurement from Community Rehabilitation Programs
General Services Division Service · Support · Solutions



2013 ECONOMIC BENEFITS STUDY

The Economic Benefits of State Use Program Employment



State Use Programs Association

SUPRA is a national association of nonprofit corporations and government agencies working to advance preferential purchasing ('State Use') programs that create jobs for Americans with disabilities. SUPRA members link people with disabilities employed by community rehabilitation programs to meaningful employment opportunities available through state and local government contracts.

National studies consistently prove that most people with disabilities want to work, but more than two-thirds of them remain unemployed. Almost all states have passed legislation, known collectively as 'State Use' laws, to help employ persons with disabilities by providing access to government contract opportunities. Individuals with disabilities, public purchasing agencies and the public at large all benefit from State Use Programs.

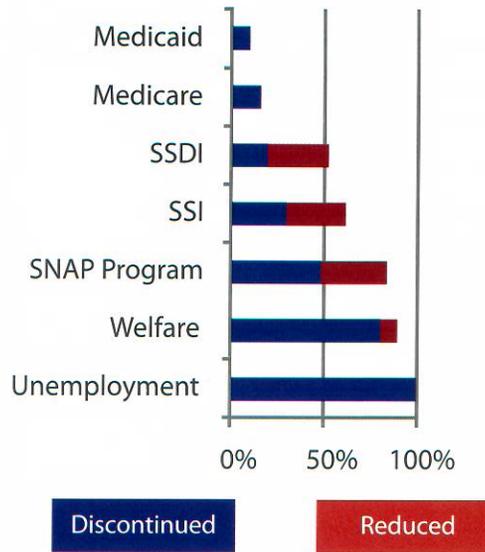
WHAT IS SUPRA?

STATE USE PROGRAMS:

- Promote independence
- Generate increased tax dollars
- Stimulate local economies
- Reduce public assistance payments
- Fulfill the needs of government purchasers
- Provide meaningful employment



Annual Savings per Employee: \$2,366



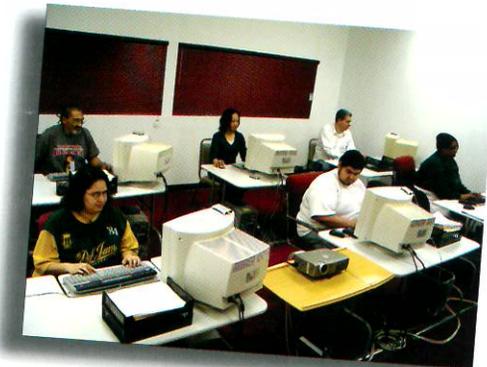
SSDI - Social Security Disability Insurance
 SSI - Social Security Insurance
 SNAP Program - Formerly food stamp program



State Use: A Program that Really Works

59% of survey participants said they would not be working today if they were not working on a State Use program contract.

The average hourly wage of survey participants was **\$9.12** per hour.



Survey participants were asked what they liked most about their job. The responses included:

- The security that comes from being employed
- My paycheck
- I feel a sense of accomplishment
- Everything
- Being part of a team that gets things right
- Keeps me looking forward to the future
- I can be more independent
- The ability to provide for myself and family
- They gave me a chance
- That I have a job
- Making customers happy

SERVICES:

Assembly Services (Multiple)
Call Centers (Multiple)
Commercial Moving Services (GDC801)
Data Entry Services (Multiple)
Day Porter Services (Multiple)
Document Management Solution Services (Multiple)
Floor Care Services (Multiple)
Imaging & DVD (Multiple)
Janitorial Services (Multiple)
Labeling/Brochures Services (Multiple)
Landscaping/Lawn Care Services (Multiple)
Laundry/Linen Services including Rental Services (Multiple)
Mailing/Collating Services (Multiple)
Security Services [Unarmed] (Multiple)
Secure Document Destruction (GDC987)

PRODUCTS:

Batteries [Various] (GDC702)
Blood and Urine Collection Kit (GDC746)
Chair Mats [Various] (GDC971)
Cloth Wipers [Various] (GDC788)
Computer Paper Rolls (GDC990)
Custom Labeled Bottle Spring Water (GDC996)
Custom Designed Signs [Various] (GDC703)
Disposable Backboards [Various] (GDC992)
Drug Screening Kits [Various] (GDC711)
First Aid Kits [Various] (GDC997)
Latex Gloves [Powdered and Powder Free] (GDC994)
Medical Examination Paper [Various Sizes, Amounts] (GDC705)
Multiple Plate Water Sample Collector (GDC706)
Net Laundry Bags [Various] (GDC991)
Picture/Document Frames [Various] (GDC852)
Pressure Sensitive Tapes [Various] (GDC888)
Remanufactured Laser, Toner, and Drum Cartridges for Printers, Copiers, and Fax Machines (GDC799)
Rubber Hoses [Various] (GDC762)
Safety Apparel (GDC770)
Screen Print and Embroidery Services (GDC823)
Soap, Shampoo, and Soap Dispensers and Other Cleaning Products Including Bio Based (GDC704, GDC 710, GDC830)
Towels [Various] (GDC915)
Writing Instruments [Various] (GDC701)

To find the contract, go to WWW.PROCURE.OHIO.GOV/PROC . Click on the "Find It Fast" button. Enter Index Number. Click on "Find It Fast" button.

CONTACTS:

Ronald Rowland, Manager – (614) 644-6365, (ron.rowland@das.ohio.gov)
Kristen Johnson, CRP Researcher – (614) 387-0065, (Kristen.johnson@das.ohio.gov)
Mark Hollingsworth, Purchasing Specialist, (614) 752-9782, (mark.hollingsworth@das.ohio.gov)

OHIO 2013 ECONOMIC BENEFITS STUDY

(Ohio's input into the National SUPRA Study)

For the 207 Ohioans with disabilities surveyed, the study shows government savings of **\$169,367** through reduced need for government entitlements.

Tax Payments to government increased by **\$282,217** as those working became tax payers. *

Less Government Entitlements + More Taxes = **\$451,584** total government savings through the Ohio CRP Procurement Program

AND

An annual savings per worker of **\$2,182.**

* Survey did not include local or school board income tax collections.