

The Kina'ole Family of Companies offers a broad range of cost effective end-to-end program management and consulting services that are dedicated to helping clients solve the complex challenges created by today's global business environment. We leverage our expertise, experience, and cutting edge technologies to deliver innovative, cost-saving solutions that meet and exceed our client's expectations. This results in long-term solutions that allow our clients to focus on their core business areas.



## PROGRAM MANAGEMENT & CONSULTING SERVICES

- ▶ Configuration Management
- ▶ Business Process Analysis
- ▶ Risk Assessment & Management
- ▶ Project Management Institute (PMI) Standards
- ▶ Safety & Quality (QA/QC) Management
- ▶ IDIQ Management
- ▶ Subcontract Management
- ▶ Acquisition Planning
- ▶ Contract Administration Services
- ▶ Contract Close-Out Support
- ▶ Federal/DoD Acquisition Expertise
- ▶ Acquisition Document Development
- ▶ Proposal Evaluations & Analysis
- ▶ Strategic Sourcing & Partnerships

### KINA'OLE COMPANIES

HGS (8a, SDB)  
DUNS: 079502673  
CAGE: 778J3  
SAM UEI: N18QTR8HAZL5

GPSI Guam (8a, SDB, HUBZone)  
DUNS: 855026980  
CAGE: 6A1A4  
SAM UEI: RLGEG7MK76X4

GY6 (8a, SDB)  
DUNS: 117625857  
CAGE: 8Q900  
SAM UEI: S4Y4KF6N82K1

## CONTACT KINA'OLE

**Leon F. De Souza**  
P: (303) 475-3778  
E: ldesouza@kinaolefoundation.com

**John Wrenn**  
P: (757) 510-6218  
E: jwrenn@hgs-8a.com

**Jessica Matthews**  
P: (760) 504-7316  
E: jessica.matthews@kinaolefoundation.com

**The Kina'ole Family of Companies** (Kina'ole) are NHO, certified 8(a) small disadvantaged businesses providing end-to-end professional, technical, management, environmental, and construction/O&M services for the Department of Defense (DoD) and other federal agencies CONUS and OCONUS. Customers can expect Kina'ole companies to deliver quality, value-added services, solutions, and products that meet mission requirements. To learn more about our services and capabilities, visit [www.kinaolefoundation.com](http://www.kinaolefoundation.com).

Kina'ole is a subsidiary of the Kina'ole Foundation, a 501(c)(3) non-profit Native Hawaiian Organization founded in 2006 and based in Honolulu, HI. The Kina'ole Foundation was created to support programs promoting social and economic advancement for the people of Hawaii.

# CONTRACTING WITH KINA'OLE

A Native Hawaiian Organization (NHO)



**KINA'OLE**  
FAMILY OF COMPANIES

As Native Hawaiian Organization (NHO), certified 8(a) small businesses, the Kina'ole Family of Companies offers the ability to provide rapid, cost-effective contracting solutions through direct awards.

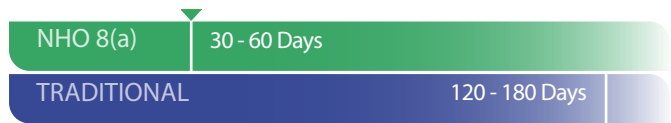
NHO 8(a) Sole Source Award guidance in 13CFR124.506(b)(2) and 13CFR124.517(a) allows Kina'ole companies the unique ability to receive direct awards up to \$100M that cannot be protested because of our NHO 8(a) status. Using this method provides our customers the ability to procure services rapidly, at fair negotiated prices, and with fewer uncertainties compared to the competitive bidding process across all requirements.

## NHO 8(a) PROGRAM ADVANTAGE

The NHO 8(a) direct award process can accelerate the procurement cycle by as much as 120 days compared to traditional procurement methods. This helps reduce cost, reduce risk of protests, and enables projects to begin more quickly for our customers.

### NHO 8(a) Direct Award vs. Traditional Procurement

(Minimum days to contract award)



The NHO 8(a) direct award option can significantly shorten the procurement cycle, reduce cost, and enable work to start sooner.

## BENEFITS OF CONTRACTING WITH KINA'OLE

- ▶ **Authorized for direct awards up to \$100M** without Justification and Authorization per Section 823 of the 2020 National Defense Authorization Act (NDAA) 2020.
- ▶ **Immunity from protests** challenging the eligibility for direct awards made to Kina'ole companies [13CFR124.517(a)].
- ▶ **Exemption** from competitive bid limitations on DoD contracts.
- ▶ **Eligibility for incentive payments** up to 5% of the total contract value for DoD contracts (DFARS 252.226-7001).
- ▶ **Support small business goals.** Earn credit toward socially and economically disadvantaged business requirements.

## NHO 8(a) DIRECT AWARD PROCESS

- 1 Customer requirements, timeline, and costs are identified and a SOW is developed.
- 2 Contracting Officer contacts SBA for acceptance of NHO 8(a) sole source.
- 3 RFP is prepared and issued to Kina'ole company as a NHO 8(a).
- 4 Kina'ole company submits proposal to Contracting Officer in response to RFP.
- 5 Contract is negotiated and awarded to Kina'ole company and work performance begins.