



# Native Hawaiian-Owned Family of Companies



## INFORMATION TECHNOLOGY SERVICES

GSI Technologies (GSIT) is the newest member of the GSI Family of Companies with its Small Business Administration (SBA) 8(a) certification. Established in 2018, GSIT provides tailored solutions for a wide range of Information Technology (IT) services for Department of Defense and Federal agencies primarily in the National Capital Region (NCR). GSIT has an active secret facility clearance.

GSIT employs a full suite of technical staff in nine offices across the Continental United States and the Pacific, allowing us to quickly assemble resources and personnel to provide seamless and comprehensive support at any location. Our professionals include experienced software engineers, analysts, and technicians capable of providing a wide range of IT services including: full software development life cycle (SDLC) support, network management, email services, account management, Sharepoint support, help desk and application management.

GSIT's national presence and depth of capabilities provides clients with the experience and capability to meet challenging deadlines and complex project assignments with efficiency and accuracy.

### SERVICES

- ★ Web-Enabled Database Solutions
- ★ Data Management
- ★ Financial Management
- ★ Project Management
- ★ Logistics Management
- ★ Procurement Management
- ★ Data Acquisition Systems
- ★ Case Management Systems
- ★ Risk Management
- ★ Help Desk
- ★ Internet Hosting Services
- ★ Information Assurance / Accreditation
- ★ Stand-alone Solutions
- ★ Technology Upgrades
- ★ Data Entry and Collection
- ★ Asset Lifecycle Management
- ★ Operation Center Support
- ★ Network/System Administration
- ★ IV&V



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## DIRECT AWARD INFORMATION

### SOLE SOURCE CONTRACTS

Sole source contracts are non-competitive contracts awarded to SBA approved 8(a) contractors. The SBA has established competitive thresholds of \$5M for manufacturing and \$4M for non-manufacturing for sole source contracts. However, NHO-owned 8(a) are exempted from the threshold for sole source contracts with the Department of Defense.

### SOLE SOURCE APPROVAL THRESHOLDS

Section 6.302-5(a)(4) of the Federal Acquisition Regulation (FAR) provides the authority to enter into sole awards under the 8(a) program. In 2011, revisions were made to the FAR to implement Section 811 of the National Defense Authority Act which established the requirement that the head of an agency may not award a sole-source 8(a) contract for an amount exceeding \$20 million (subsequently updated to \$22 million) without written Justification and Approval (J&A). Recently, however, an administrative clarification has been achieved in approving authority for the J&A covered under FAR 6.303 as they specifically pertain to the 8(a) direct awards over the \$22 million threshold. Memos from the Secretaries of the Army, Navy, and Air Force have been issued clarifying that the 8(a) direct approval levels for contracts from \$22 - \$93 million are no longer at the "head of agency" level, but is now commensurate with contract value and stating that the aforementioned approval threshold should **NOT** be seen as a barrier to awarding these contracts and efforts should be made to streamline each service's approval process.

### BENEFITS

Contracting Officers that utilize the sole source contracting mechanism realize many benefits, including:

- The short time it takes to award a sole source contract;
- The reduced cost and effort required to award a sole source contract versus a competitively awarded contract;
- The ability to choose the contractor based on best value, which accounts for past performance, proposed methods of execution, and price; and
- The ability to negotiate the scope, rates, and price for the contract.

### STEPS FOR A SOLE SOURCE AWARD

**Step 1** – Identification of a Need - Federal Government has need for services or supplies.

**Step 2** – Contracting Officer identifies a GSI company as a company that can receive the sole source contract. This may include meetings to assess capabilities and preliminary pricing.

**Step 3** – Contracting Officer contacts the SBA Business Development Specialist who is assigned to the GSI company to notify SBA and the company that a sole source contract will be negotiated.

**Step 4** – Contracting Officer issues a Request for Proposal (RFP).

**Step 5** – Contracting Officer and GSI company negotiate the price for the scope of work contained in the RFP.

**Step 6** – Contracting Officer and GSI company sign the sole source contract.



## CONTACTS

### FOR MORE INFORMATION ABOUT THE GSI FAMILY OF COMPANIES, PLEASE CONTACT:

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