



Native Hawaiian-Owned Family of Companies



ABOUT GSI FAMILY OF COMPANIES

The GSI Family of Companies are the wholly-owned subsidiaries of the Native Hawaiian Community Development Corporation (NHCDC), a not-for-profit service organization and Small Business Administration (SBA) certified Native Hawaiian Organization (NHO) established to foster and support science, technology, engineering, and math (STEM) education for Hawaiian youth. All GSI companies have the ability to quickly assemble and share workforce personnel, management, facilities, and other resources between each subsidiary for contract performance. GSI companies provide access to 262 employees across a wide variety of professional disciplines as well as nine office locations throughout the Continental United States, Hawaii, and Guam, and cash flow and lines of credit to perform simultaneously on several projects in multiple locations.



CORE CAPABILITIES



ENVIRONMENTAL SERVICES



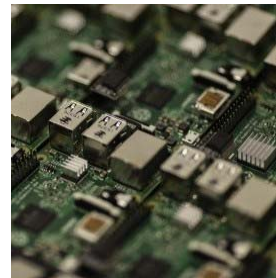
MUNITIONS AND RANGE SERVICES



DESIGN-BUILD AND FUELS CONSTRUCTION



PROFESSIONAL SERVICES



INFORMATION TECHNOLOGY

THE 8(a) ADVANTAGE

GSI Pacific Inc. and GSI North America Inc. are both NHO-owned SBA certified 8(a) Business Development Program participants. As NHO-owned 8(a) companies, both companies have **no limit** on the size of sole source awards they may receive. These sole source awards are a very flexible contract mechanism that provides many benefits to Contracting Officers.

- ★ Reduced cost and effort versus a competitively awarded contract
- ★ Awards cannot be protested
- ★ Federal Acquisition Regulations (FAR) allow sole source contracts under \$22 to Native-owned 8(a) companies without written justification



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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