



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



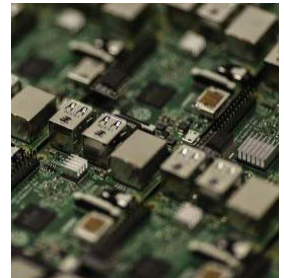
MUNITIONS AND RANGE SERVICES



DESIGN-BUILD AND FUELS CONSTRUCTION



PROFESSIONAL SERVICES



INFORMATION TECHNOLOGY

THE 8(a) ADVANTAGE

GSI North America Inc., GSI Technologies Inc, and Hikina 2 Komohana Consulting (H2K) are NHO-owned SBA certified 8(a) Business Development Program participants. As NHO-owned 8(a) companies, they have no limit on the size of sole source awards they may receive.

- ★ Reduced cost and effort versus a competitively awarded contract
- ★ Awards cannot be protested
- ★ Federal Acquisition Regulations (FAR) allow sole source contracts under \$100M 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

Federal Acquisition Regulation (FAR) 6.302-5(b)(4) provides the authority to enter into sole awards under the 8(a) program. In 2020, revisions were made to the FAR to implement Section 823 of the National Defense Authorization Act (Pub. L. 116-92) which established the requirement that, **for procurements valued at \$100 million or less**, contracting officers are **not** required to execute justification and obtain approval for award of a sole source contract under the SBA's 8(a) program. Contracting Officers shall use the threshold of \$100 million in lieu of the previous \$22 million threshold at FAR 6.302-5(b)(4), 6.303-1(b), 6.303-2(d), and 19.808-1(a). Additionally, in lieu of the approval requirements at FAR 6.304(a), the approval authority for justifications of 8(a) sole source awards exceeding \$100 million is the head of the procuring activity.

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:

Michael Coyle, VP - Business Development
2336 Canyon Boulevard, Boulder Colorado 80302
Phone: (808) 349-3178 Fax: (808) 356-0900 Email: mcoyle@gsisg.com

SBA SERVICING DISTRICT OFFICES:

GSI Technologies Inc.

SBA Colorado District Office
Ms. Joanna Sandoval
Business Opportunity Specialist
721 19th St, Room 426
Denver, CO 80202
Phone: (303) 844-6504
Fax: (303) 844-6490
Email: Joanna.Sandoval@sba.gov

H2K, GSI North America Inc.

SBA New Jersey District Office
Ms. Janett M. Peralta
Business Opportunity Specialist
Two Gateway Center, Suite 1002
Newark, New Jersey 07102
Phone: (973) 645-4651
Fax: (202) 481-6460
Email: Janett.Peralta@sba.gov