



Wednesday, October 16, 2019
7:30 a.m. – 1:30 p.m.
Hilton Waikiki Beach Hotel
2500 Kuhio Avenue ♦ Honolulu, Hawaii

‘Olelo Community Media will be onsite to video-record this event for broadcast on one of its channels. Visit <https://olelo.org/> for more information. Video will be posted on the [SPO website](#) at a later date.

Conference Schedule

7:00 - 7:30 am	Vendor Check-in and Set-Up Continental Breakfast for Vendors	Prince Jonah Prince Jonah
7:30 – 8:20 am	Participant Check-in Pick up your name badge and survey. Also get your parking validation. ** Please turn in your completed survey to the check-in desk at the end of SPOCon **.	Ballroom Foyer
7:30 – 8:30 am	Continental Breakfast for Government Attendees Visit with Vendors	Ballroom Alcove Prince Jonah

SPOCon invites all attendees to learn more about the various contracts from participating companies in NASPO ValuePoint contracts by visiting them in the Prince Jonah Room during any breaks. Please take this time to learn more about our contractors and the goods and services that they provide.

All employees who award contracts for a state/county agency or have other duties relating to the procurement of goods, services, and construction must comply with the State Ethics Code, Chapter 84, Hawaii Revised Statutes. Such employees are prohibited from accepting any gifts from vendors or contractors who do business or are seeking to do business with the state. However, if a small quantity of a product sample is being used to evaluate a product, then the Ethics Code won't prohibit the procurement specialist from receiving the product sample.

8:25 am	Please make your way to your seat	Queen Liliuokalani Ballroom
8:30 am	Opening Hula	Queen Liliuokalani Ballroom
8:35 – 9 am	ALOHA & WELCOME State Procurement Updates Presented by Sarah Allen, SPO Administrator	Queen Liliuokalani Ballroom
	NASPO ValuePoint and Statewide Cooperative Contracts	
9 - 10 am	GENERAL SESSION <i>Ethics in Procurement: Black & White or Shades of Grey?</i> Presented by Tammy Rimes	Queen Liliuokalani Ballroom
10 - 10:30 am	BREAK – VISIT WITH VENDORS Learn more about our contractors and the goods and services that they provide	Prince Jonah

10:30 – Noon

BREAKOUT SESSION
TRACK 1: Goods & Services or
TRACK 2: Construction

Queen Liliuokalani Ballroom
Kauai Room (2nd Floor)

TRACK 1: Goods & Services
Queen Liliuokalani Ballroom, 3rd Floor

Source Selection Plan – Clues to Creating an Effective Procurement Roadmap.

Presented by
Donn Tsuruda-Kashiwabara and Lori Cervantes
State Procurement Office



Sustainability: If can, can; if no can, what can?

Presented by
Carey Ann Sasaki and Matthew Chow
State Procurement Office

Danielle Bass
State Office of Planning

The Least Glamorous Part of the Project!

Presented by
Tammy Rimes
Tammy Rimes Consulting

Getting new stuff in is always exciting! However, once a contract is put in place for the next few years, someone needs to properly manage it – and that's not very exciting at all. It's just not the language of the contract, but also the policies, social impacts and service to the public that must be considered. It's often the part of the process that can go the most wrong – hitting the press and questions from the public. Learn the importance of the scope of work vs. specification, when you can make changes to an existing contract, monitor and improve the performance of a particularly difficult vendor or situation, work across departmental lines on agency-wide contracts, and prepare reports throughout the contract life. While not very glamorous – good contract management is important too!

TRACK 2: Construction
Kauai Room, 2nd Floor

Panel Discussion: *How the Hawaii DOE uses Job Order Contracting for quick fixes for school repairs*

Moderator: Kelsey Soma Turek
Department of Education

Panelists: Department of Education
Francis Cheung, P.E., M.B.A.
Riki Fujitani

Panelists: Gordian
Randy Horn
Matt Schroeder
Joie Serra

How to process Hawaii Product Preference Form SPO-038

Presented by
Stacey Kauleinamoku and Jah Laurita
State Procurement Office



Noon – 12:15 p.m.	BREAK – VISIT WITH VENDORS Learn more about our contractors and the goods and services that they provide	Prince Jonah
12:15 p.m.	Buffet Lunch for Government Attendees	Queen Liliuokalani Ballroom
12:45 p.m.	Hawaii Procurement Professional Excellence Award Recognition of Nominees Award Presentation by Comptroller Curt Otaguro	Queen Liliuokalani Ballroom
12:45 -1:30 p.m.	Vendor Pack-Up	Ballroom Foyer
1:25 p.m.	Wrap-up Pick up your turn in your completed survey, pick up your certificate of completion, and get your parking validation	Ballroom Foyer

Acknowledgements

The State Procurement Office thanks the many hands that contributed to the success of this event.

NASPO ValuePoint

Curt Otaguro
Department of Accounting & General Services

Kelsey Soma Turek, Francis Cheung, and Riki Fujitani
Department of Education, Office of Facilities and Operations

Randy Horn, Matt Schroeder, and Joie Serra
Gordian

Kim Oshiro
Hilton Waikiki Beach Hotel

Jon Wong
Ōlelo Community Media

State Procurement Office Staff

Mahalo!

Procurement Professional Excellence Award

The State Procurement Office recognizes the amazing work by and dedication of our procurement professionals across the state of Hawaii and our counties. The Hawaii Procurement Professional Excellence Award recognizes



- ✓ Noteworthy contributions to procurement include extraordinary business leadership or the design, development or execution of a procurement program or project that furthers an Agency's / Department's mission.
- ✓ Noteworthy contributions to contracting policy include the development of a management policy, regulation, data system or other task that significantly enhances the economy, efficiency and effectiveness of an agency's acquisition system.

Congratulations to all the nominees for their diligence in promoting excellence in government procurement.

Nominees:

❖ **Sandra Inouye, Contracts Office Supervisor Hawaii State Department of Transportation**

Sandra Inouye is being nominated for doing an amazing job handling a variety of critical responsibilities overseeing procurement and awards of contracts for goods, services, and construction, and advising the Department of Transportation on compliance with Hawaii's procurement code. Transitioning from working in the private sector to DOT, Sandra became part of a team that works diligently to ensure that the various contracts and procurement activities comply with procurement guidelines, proactively and collaboratively assessing current processes with the intent of process improvement to positively impact reporting, financial performance, productivity and efficiency, within and for the DOT's Divisions.

In spite of having only a four-person team that includes Sandra, in the last fiscal year the team has processed approximately 196 invitations for bids, five requests for proposals, and 71 consultant contracts for the Airports, Harbors, Highways, and Administration Divisions of DOT. The Contracts Office serves as a resource center for contracts management and processing, liaison for overall procurement inquiries and activities between the various agencies such as DAGS, AG, and DCCA. It also manages the day-to-day operations that support the vital services by the Divisions in DOT.

❖ **Fred Pascua, Engineer (Civil) VI Hawaii State Department of Transportation, Highways Division**

Fred Pascua, at the time of this assignment, was temporarily assigned at the Engineering Program Manager (EM-07) for the Highways Division's Project Coordination and Technical Services Office. Although not in Fred's primary area of responsibility, he was assigned to lead, coordinate manage the project to obtain the Federal Highway Administration's (FHWA) programmatic approval to implement federally aided Indefinite Delivery/Indefinite Quantity (IDIQ) contracts for the installation of routine preventive maintenance and new operational safety improvement work such as pavement markings, milled rumble strips, replacement of signs and guardrails, pavement surface treatments and pavement preservation strategies. The project required the development of a Special Experimental Project 14 (SEP-14) work plan to allow the Highways Division (Division) to procure federally approved and compliant IDIQ contracts for the previously mentioned work. The workplan included development of scope, schedule, durations, financing, submittal requirements to FHWA, measures and reporting.

Securing the FHWA approval of the SEP-14 work plan is significantly beneficial to the Division and the State of Hawaii in its ability to efficiently implement and manage the Highways Program. The assignment was successfully completed in approximately five months.

Speakers/Presenters

Welcome



SARAH ALLEN
Administrator
State Procurement Office

Sarah Allen is the Administrator of the State of Hawaii Procurement Office and the Chief Procurement Officer for the Executive Branch.

Her expertise is in contracting, acquisition and financial management. From 2007 to 2013, she was a Senior Manager for ASI Government Inc., during which she acted as Executive Advisor to the National Geospatial Intelligence Agency. Prior to that, she was a Senior Acquisition Analyst from 2006 to 2007 for CACI at the Pentagon, and served in the U.S. Air Force as a Commissioned Contracting Officer from 2004 to 2006 and a Non-Commissioned Officer at Hickam Air Force Base from 2000 to 2004. Her experience abroad (1990-2000), includes her time as President of a Financial and Auditing firm and prior to this, as the Chief Financial Officer of an internet company.

Sarah was a national Board Member for the National Contract Management Association (2007-2009), and was awarded the Distinguished Graduate Award in the first year of its Leadership Program. She is also a member of the International Association for Contract and Commercial Management and the American Institute of Certified Public Accountants).

Her various honors and awards include an NGA Unit Meritorious Award, an USAF SPACECOM MAJCOM Company Grade Contracting Officer of the Year award, and Hickam Air Force Base Volunteer of the Year and Airman of the Year awards. Sarah served authored articles for the NCMA Contract Management Magazine and was editor for various contracting newsletters.

Ms. Allen earned a Global Executive Master of Business Administration from George Mason University, a Master of Acquisition Management from the American Graduate University, and a Bachelor of Commerce in Accounting and Auditing from the University of South Africa.

Awards Luncheon Speaker



CURT OTAGURO
State Comptroller
Department of Accounting & General Services

Curt Otaguro is the state comptroller, a position that concurrently serves as head of the Department of Accounting and General Services. He was most recently the executive vice president and division manager of the digital banking division, First Hawaiian Bank, where he spent most of his career in various positions of increasing responsibility.

Curt has experience in personal and e-banking, retail and electronic banking, management and customer service.

He earned a Bachelor of Science in management from the University of Redlands.

Keynote Speaker

Breakout Track 1 Goods & Services: The Least Glamorous Part of the Project



TAMMY RIMES
Author and Consultant
Tammy Rimes Consulting

Tammy Rimes is the former Purchasing Agent for the City of San Diego, the 9th largest city in the nation. During the Witch Creek Fires of 2007 and the Mt. Soledad Landslides, she served as the City's Emergency Logistics Chief, coordinating supplies for the Resource Recovery Center and operational needs for the first emergency responders. Tammy was ultimately responsible from buying everything from pencils and helicopters, to bids on construction projects, and overseeing the warehouse operations. During her 20+ years in City government, she worked on management teams in Financial Management, City Clerk's Office, Equal Opportunity Contracting Program, Water and Wastewater.

After leaving the City of San Diego, Tammy served as Vice-President of Local Government for Government Sourcing Solutions. Tammy presents at national and regional procurement conferences and works with procurement officials across the nation on cooperative procurement opportunities, and identifying areas that may result in cost savings, efficiencies, and value-added services and products. Now as the Principal for Tammy Rimes Consulting, her mission is to assist companies in learning how to work with government and becoming adept at winning government contracts.

Breakout Track 1 Goods & Services

Source Selection Plan – Clues to Creating a Good Procurement Roadmap



DONNA "DONN" TSURUDA-KASHIWABARA, C.P.M.
Purchasing Chief
State Procurement Office

Donn Tsuruda-Kashiwabara is the purchasing branch chief in the State Procurement Office (SPO). She joined the SPO in 2000 and purchased furniture and equipment (F&E) for the University of Hawaii, the Department of Education, and other public works projects. She has been involved in many high-profile procurements such as the Enterprise Resource Planning (ERP) Solution and RFPs for the Energy Performance Contracting Services (ESPC) vendor lists. Most recently, she led a sourcing team made up of four additional state representatives in the procurement of acquisition support services (PASS) as part of the NASPO ValuePoint cooperative purchasing program.

Her extensive background includes eight (8) years as the Furniture, Fixtures and Equipment (FF&E) Buyer for Bank of Hawaii. Prior to that, she was the Purchasing Agent for Liberty House (now Macy's) in the Store Planning Division. She has an associate degree in Sales and Marketing from Kapiolani Community College and maintains her Certified Purchasing Manager (C.P.M.) certification from the Institute of Supply Management, Inc. formally the National Association of Purchasing Managers (NAPM).

Breakout Track 1 Goods & Services

Source Selection Plan – Clues to Creating a Good Procurement Roadmap



LORI CERVANTES
Purchasing Specialist
State Procurement Office

Lori Cervantes specializes in contracting and procurement functions to purchase goods and services using acquisition techniques and methods. She joined the State Procurement Office in 2015 and has worked on a variety of projects, totaling more than \$400 million in value.

Lori is a member of the National Contract Management Association, the National Association for State Procurement Officials, the National Institute of Governmental Purchasing, and the Alaska-Hawaii Governmental Procurement Association.

Lori earned a Master of Business Administration with a concentration in Operations Management and a Bachelor of Business Administration. She was recognized for her academic excellence and was inducted into the international business honor society Delta Mu Delta, in which she is part of the Mu Epsilon Chapter.

Breakout Track 1 Goods & Services

Sustainability: If can, can; if no can, what can?



DANIELLE M. M. BASS
Sustainability Coordinator
Office of Planning, State of Hawaii

Danielle emphasizes the comprehensive planning, coordination, and economic importance of Hawaii's sustainability practices, policies, and goals for state government, the private sector, and non-governmental organizations. Danielle has a diverse background in sustainability and a strong background in policy development. She previously served as the Legislative Manager and Policy Advisor for the Committees on Water and Land; Transportation; Health; Consumer Protection and Commerce; and Tourism and Cultural Affairs in the Hawaii State House of Representatives between 2007 and 2017.

Born and raised in Hawaii, Danielle holds a Master's Degree in Urban and Regional Planning, and a Disaster Management and Humanitarian Assistance Degree from the University of Hawaii at Mānoa. She is also a graduate of the University of Cambridge's Institute for Sustainability Leadership.

Danielle is currently a LEED Accredited Professional with US Green Building Council, and a member of American Planning Association, the National Association of Environmental Managers, the International Society of Sustainability Professionals, and is a certified volunteer disaster responder and licensed pilot since 2008.

Breakout Track 1 Goods & Services

Sustainability: If can, can; if no can, what can?



CAREY ANN SASAKI
Purchasing Specialist
State Procurement Office

Carey Ann Sasaki has worked in state government for more than 12 years and is a Senior Purchasing Specialist at the State Procurement Office. She has done various procurements from envelopes to armored car services and she manages SPO Price and Vendor List contracts.

Sasaki holds a Bachelor's degree in Business Administration from the University of Hawaii at Hilo. She is currently a member of the National Association of State Procurement Officials and the Institute for Public Procurement. She is also a member of the State Emergency Response Team and participates in Hawaii Emergency Management training exercises. Sasaki attended the 2019 Sustainability Summit in Portland, Oregon, where she participated in networking sessions with other procurement professionals and vendors. She also attended educational workshops presented by sustainability and procurement subject matter experts.

Breakout Track 1 Goods & Services

Sustainability: If can, can; if no can, what can?



MATTHEW CHOW
Purchasing Specialist
State Procurement Office

Matthew Chow graduated from the University of Hawaii at Manoa with a Bachelor's degree in Economics. Upon graduation, he worked for the University of Hawaii's Office of Procurement and Real Property Management office for a decade, then transferred to the State Procurement Office, where he recently finished his first year.

At SPO, he has taken over multiple NASPO ValuePoint contracts such as Data Communications Products & Services; Computer Equipment Including Related Peripherals & Services; Copiers, Printers & Related Devices; Ground Maintenance Equipment; Software Value Added Reseller; Immediate Need Aftermarket Auto Parts; Cloud Solutions; Walk-In Building Supplies and Related Material; Security & Fire Protection Services; Park and Recreation Equipment; and Construction Equipment.

He is currently working on other new NASPO ValuePoint contracts for Tires, Tubes and Services; AV Equipment and Supplies; Equipment Rental Services; Copiers and Managed Print Services; Unmanned Aerial Vehicle (Drone) Services; and IT Vendor Managed Service. In addition, he also serves as a member of the State Emergency Response Team and participates in Hawaii Emergency Management training exercises.

Breakout Track 2 Construction
Moderator for Panel Discussion: How the Hawaii DOE uses Job Order Contracting for quick fixes for school repairs



KELSEY SOMA TUREK
Work Program Specialist
Auxiliary Services Branch; Project Control Section
Department of Education, Office of Facilities and Operations

Kelsey is the Work Program Specialist in the Project Control Section, Auxiliary Services Branch, Office of Facilities and Operations of the Department of Education (DOE).

Prior to joining the Department of Education in 2015, Kelsey was a grant writer, educational program director, and JET Program participant.

Breakout Track 2 Construction
Panelist: How the Hawaii DOE uses Job Order Contracting for quick fixes for school repairs



FRANCIS CHEUNG, P.E., M.B.A.
Engineering Program Administrator
Facilities Maintenance Branch
Department of Education, Office of Facilities and Operations

Francis Cheung is the Administrator for the Department of Education's (DOE) Facilities Maintenance Branch. He oversees more than 200 employees in the branch including Office Administration Assistants, Engineers and tradesmen. Francis has more than 21 years of experience in managing the Repair and Maintenance (R&M) operations for the DOE, of which seven years were under DAGS and 14 years were under the DOE.

Before managing the R&M operations at the DOE, Francis worked at Hawaii State Department of Transportation for more than three years. His experiences included working as the Resident Engineer for the H-3 Halawa Interchange Project (\$8 Million), H-3 Unit II-Finish Project (\$20 Million) and various re-surfacing projects. Other experience included more than three years working at G.M.P. Associates as the Construction Management consultant for the City and County, Kailua Wastewater Treatment Plant Phase II Project (\$15 Million).

Breakout Track 2 Construction
Panelist: How the Hawaii DOE uses Job Order Contracting for quick fixes for school repairs



RIKI FUJITANI
Director
Auxiliary Services Branch
Department of Education, Office of Facilities and Operations

Riki is the Director of the Auxiliary Services Branch of the Department of Education's Office of Facilities and Operations. He has been with the DOE since 2017. Prior to joining the DOE, he was a litigation attorney and general counsel for an IT value-added reseller.

Breakout Track 2 Construction

Panelist: How the Hawaii DOE uses Job Order Contracting for quick fixes for school repairs



RANDY HORN

**Western Region Business Development Director
Gordian**

Randy joined Gordian in 2013 and prior to becoming the Business Development Director, he was the Operations Regional Director and was responsible for all staff and clients in the Western Region, including agencies such as: Hawaii Department of Education, City of San Francisco, Los Angeles County, Contra Costa County, San Diego County, and Orange County.

Randy has been in the construction industry for over 20 years delivering projects as a Program Executive, Program Manager, and Construction Manager. Prior to joining Gordian, Randy worked as a Regional Director for an Integrated Project Delivery firm in California, representing public and private agencies across myriad vertical markets including Higher Education, K-12, Transportation and Healthcare.

Randy is a registered Project Management Professional, holds a license as a Certified Public Accountant in California and earned a Master of Business Administration.

Breakout Track 2 Construction

Panelist: How the Hawaii DOE uses Job Order Contracting for quick fixes for school repairs



MATT SCHROEDER

**Business Development Representative, Sales – West, SLED
Gordian**

Matt Schroeder has 28 years of construction experience as a Contractor, Real Estate Agent and Owner Project Manager, in the private, commercial and public works sector.

He has been with Gordian for the last 13 years, in positions such as an Account Manager for seven years, currently as a Business Development Representative for the West coast sales team for the last six years.

Breakout Track 2 Construction

Panelist: How the Hawaii DOE uses Job Order Contracting for quick fixes for school repairs



JOIE SERRA

**Operations Regional Director, Pacific North Region
Gordian**

Joie is responsible for all staff and clients in the states of Hawaii, Alaska, Oregon, Washington, and British Columbia, Canada. Joie joined Gordian in 2011 and prior to becoming the Pacific North Region Director, she was the Sector Manager for Hawaii, an Enterprise Account Executive for over 30 clients in the East and South regions, the Senior Account Manager in Florida, and for the first two years, an Account Manager.

Joie had been in the construction industry for 6 years prior to Gordian as a Superintendent, Project Engineer, and Project Manager; with 4 of those years working on Job Order Contracting contracts at various government and public agencies.

Breakout Track 2 Construction
How to process Hawaii Product Preference Form SPO-038



STACEY KAULEINAMOKU
Senior Purchasing Specialist
State Procurement Office

Stacey Kauleinamoku primarily conducts statewide procurement violation investigations, as requested by governmental bodies and the public. Prior to joining the State Procurement Office in 2012, Stacey served as an Account Clerk with Accountant III duties at the Department of Health.

Stacey graduated from the University of Hawaii with a Bachelor of Business Administration in Accounting in 2008 and is a member of Hui Po'okela, Mortar Board National Senior Honor Society and Pi Delta Phi, the French National Honor Society.

When she isn't working, you'll find her reading on the beach, diving for shells of the coast of Oahu, hanging out with family, and playing with her furry four-legged babies: Kaia and Sadie.

Breakout Track 2 Construction
How to process Hawaii Product Preference Form SPO-038



JITTIMA "JAH" LAURITA
Purchasing Specialist
State Procurement Office

Jah Laurita has been with the State Procurement Office since 2016. She coordinates procurement training, reviews requests for review Chief Procurement Officer, and conducts procurement reviews.

Jah graduated from Mahidol University in Thailand with a Bachelor degree in Environmental Science.

In her free time, she enjoys cooking, eating out, scuba diving, swimming, and horse riding.

Emcee



BONNIE KAHAKUI
Assistant Administrator
State Procurement Office

Bonnie Kahakui has more than 20 years' experience working for State government, starting in the Comptroller's Office as the Travel Administrator, eventually moving to the State Procurement Office in 2005. In SPO she has progressed from Purchasing Specialist to Chief of the eProcurement and Specialized Services Section, focused on eProcurement and related databases, pCard and Travel, before assuming her current responsibilities as Assistant Administrator.

Bonnie is a graduate from the University of Hawaii with a Bachelor of Business Administration in Travel Management and Associate of Science Degree in Legal Studies. She is a member of the National Contract Management Association, the National Association for State Procurement Officials, the National Institute of Governmental Purchasing, Alaska-Hawaii Governmental Procurement Association, National Association of pCard Professional, National Association of State Auditors, Comptrollers and Treasurers/Travel and pCard Group, and State Travel Managers Group.

Emcee



KEVIN TAKAESU, M.B.A.
Chief Policy and Compliance Officer
State Procurement Office

Kevin Takaesu serves as the Chief Policy and Compliance Officer at the State Procurement Office (SPO) and has worked at SPO for over 14 years. He supervises a staff of three that develops, initiates, maintains, and revises policies and procedures under HRS § 103D. His section conducts statewide procurement violation investigations, as requested by governmental bodies and the public and responds to alleged violations of rules, regulations, policies, procedures, and standards of conduct. The Policy and Compliance section also coordinates and provides statewide procurement training for State and county purchasing personnel through the SPO Training Portal.

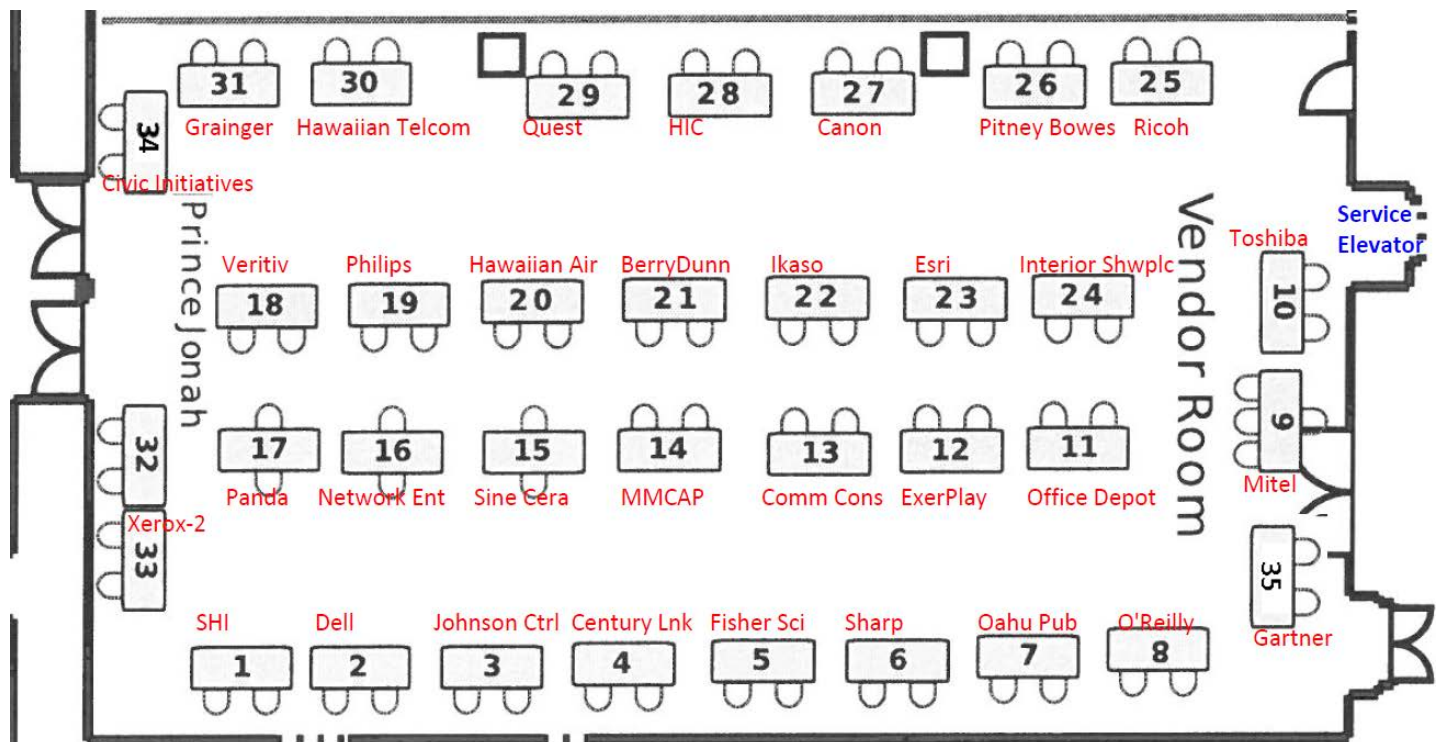
Kevin's other professional experiences includes serving as Vice President of Sales at Love's Bakery and as a Food Service Director for Marriott Education Food Service. He also served in the Hawaii Air National Guard.

Vendors with Statewide Contracts

The SPO procures and manages price list and vendor list contracts on behalf of Executive branch agencies, and any of the other twenty chief procurement officer (CPO) jurisdictions, including the Judiciary and the Legislative branches and the counties that commit to participate in the contracts issued by the SPO. These price list and vendor lists contracts are found at <http://spo.hawaii.gov/for-vendors/contract-awards/price-vendor-lists/>

Participating jurisdictions and agencies benefit by obtaining price discounts and other leveraged concessions through volume purchases. In addition, there are the efficiency savings – the administrative, procurement and contract management realized by each agency or jurisdiction, rather than having to solicit individual contracts, resulting in multiple contracts for the same commodity or service. Instead these processes are managed by the SPO, and all participating jurisdictions and agencies are the beneficiaries of cooperative purchasing.

SPOCon invites all SPOCon attendees to learn more about contracts from participating companies that have statewide contracts by visiting them in the Prince Edward & Prince David Rooms during any breaks.





BerryDunn is an independent management and information technology consulting and certified public accounting firm with a Government Consulting Group dedicated to serving state, local, and quasi- governmental agencies. Formed in 1974, we have experienced sustained growth throughout our 45-year history.

Our Government Consulting Group employs more than 160 consultants across the country, from O'ahu and our offices on the west coast of the mainland to our headquarters in Portland, Maine. We also have strong relationships with local contractor partners. Our core services include full lifecycle acquisition support services, project management, organizational change management, project health assessments, quality assurance, and IV&V.

Contract: SPO Price List Contract No. 19-19, Master Agreement Number 19-19-03

Contact: Sales Contact - Charles K. Leadbetter | (207) 541-2249 | cleadbetter@berrydunn.com
<https://www.berrydunn.com>



Canon's imageFORMULA document scanning solutions help state and local agencies eliminate the challenges caused by paper documents. We have assisted courts, law enforcement, corrections, records, finance, health services and other departments improve their ability to manage digital information.

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Contract: SPO Price List Contract No. 15-10 <http://naspo.usa.canon.com/hawaii/>

Contacts: For product information or resellers to contact for purchasing
Vince Caso, Account Executive | vcaso@cusa.canon.com | Cell: (310) 755-8743

For contract questions please contact
Maria Loisesides, Account Executive | mloisesides@cusa.canon.com | Cell: (310) 266-3511



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CenturyLink is a technology leader providing custom solutions designed for State and Local Government. Our wide array of offerings include Data Network, VOP, HVOIP, Security, Cloud & Hosting, Managed Services, Big Data & Analytics, and Equipment.

Contracts: SPO Vendor List Contract No. 12-12

Contact: Michael Yee | (808) 441-8501 | michael.yee@centurylink.com
www.centurylink.com



Civic Initiatives is a proven national public procurement consulting firm. Since 2010 we have supported over 70 procurement transformation projects in over 30 states. Through the NASPO PASS master agreement, your procurement organization can immediately leverage Civic Initiatives' experience and innovation to support your procurement transformation efforts.

Civic Initiatives focuses on the following in public procurement:

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- Agile procurement framework – Contract portfolio as management tool though agile acquisition practices
- Effective contract management – Contract management culture and successful outcomes
- Procurement automation success – Defining need and avoiding pitfalls on the road to success

Created by public procurement professionals for public procurement professionals.

Contract: SPO Price List Contract No. 19-19, RFP-18-002-SW, Procurement Acquisition Support Services

Contact: Dustin Lanier, CPPO, Founder and Principal | (512) 523-4834 | <https://www.civicinitiatives.com/>



COMMUNICATION CONSULTING SERVICES, INC.
1605 Colburn Street Honolulu, Hawaii 96817

Founded in 1989, Communication Consulting Services, Inc. (CCSI) is a communication services company utilizing technology solutions to provide customized system architecture design, network integration, facility provisioning, and maintenance support for government agencies and businesses in Hawaii. CCSI specializes in telecom design and installation, and provides reliable solutions and services in networking, cabling, wireless, audio visual, and security systems. In addition, CCSI provides information technology (IT) support and outsourcing services for planning, engineering, installation, maintenance, and project management.

Contracts: SPO Price List Contract No. 15-04
SPO Price List Contract No. 17-16

Contact: Johnett Nacapoy | (808) 842-7800 | jnacapoy@ccsi-solutions.com
www.ccsi-solutions.net



Our Brands:

Dell Technologies is at the forefront of driving the digital future. With the combined power of seven industry leaders: Dell, Dell EMC,

Pivotal, RSA, Secureworks, Virtustream and VMware, we're committed to transforming lives with world-class technologies.

Who we are:

We believe our culture and values are differentiators; they reflect what's most important to us as a company and guide our decisions and actions:

Customers: We believe our customer relationships are the ultimate differentiator and the foundation for our success.

Winning Together: We believe in and value our people. We perform better, are smarter, and have more fun working as a team than as individuals.

Innovation: We believe our ability to innovate and cultivate breakthrough thinking is an engine for growth, success, and progress.

Results: We believe in being accountable to an exceptional standard of excellence and performance.

Integrity: We believe integrity must always govern our fierce desire to win

Contract: SPO Price List #15-05 /05 (Contract # MNWC-108, MNWC-109)
SPO Price List #15-04 (Contract # AR602, A620)
17-81-K (Contract # AR2495), MHEC, PEPPM, NCPA, GSA

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Kimberly Coutts

Inside Sales Account Manager, State of Hawaii, Kauai, Honolulu, Maui, Hawaii Counties

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Esri, the global market leader in geographic information systems (GIS), offers the most powerful mapping and spatial analytics technology available. Since 1969, Esri has helped customers unlock the full potential of data to improve operational and business results. Today, Esri software is deployed in more than 350,000 organizations including the world's largest cities, most national governments, 75% of the Fortune 500, and more than 7,000 colleges and universities. Esri

engineers the most advanced solutions for digital transformation, IoT, and location analytics to create the maps that run the world. Visit us at esri.com/news.

Contracts: SPO Price List Contract No. 17-18



ExerPlay, Inc., the authorized reseller for Landscape Structures, Inc., is a leader in the outdoor recreation and playground industry, and is proud to be the planning, design and installation resource for innovative play systems, spray parks, athletic facility equipment, shade and site furnishings.

In March of 2016, ExerPlay began servicing the state of Hawai'i.

Contract: SPO Price List Contract No. 19-13, Master Agreement Number 6484

Contacts:

For questions -
Landscape Structures
Elaine Harkess,
Contract Administrator
(763) 972-5243

elaineharkess@playlsi.com

To view equipment: www.playlsi.com

For quotes and installation please contact the
authorized reseller for all islands -

ExerPlay, Inc.

Travis McGaughy, Sales Representative

Phone: (808) 542-6540

travis@exerplay.com



Thermo Fisher Scientific Inc. is the world leader in serving science, with revenues of more than \$20 billion and approximately 65,000 employees globally. Our mission is to enable our customers to make the world healthier, cleaner and safer. We help our customers accelerate life sciences research, solve complex analytical

challenges, improve patient diagnostics, deliver medicines to market, and increase laboratory productivity. Through our premier brands – Thermo Scientific, Applied Biosystems, Invitrogen, Fisher Scientific, and Unity Lab Services – we offer an unmatched combination of innovative technologies, purchasing convenience and comprehensive services.

Contract: SPO Price List Contract No. 16-15

Contact: Blaine Hedani | Office: (800) 766-7000 | Cell: (808) 371-3854 | blaine.hedani@thermofisher.com
www.fishersci.com



Gartner Consulting provides independent and objective services to help our clients use and manage IT to improve business performance. We bring together research, benchmark data, problem-solving methodologies, and hands-on experience to ensure the success of our clients' key Business and IT initiatives.

Gartner research shows that more than half of all IT projects fail to deliver on promises, so Gartner Consulting has built proven frameworks and tools to help clients ensure success. We partner with our clients to ensure that IT investment decisions are grounded in both short- and long-term business objectives and the organization's readiness to execute. We help organizations realize business benefits by proactively identifying and mitigating risks – leading to key initiative success.

Contract: SPO Price List Contract No. 19-19

Contact: Chris Ragan, Managing Partner | chris.ragan@gartner.com | (916) 420-1860
www.gartner.com



Grainger is a leading distributor of industrial supplies, MRO equipment, tools and materials with over 1.6 million products available Online or in our catalog. We provide operational and cost saving solutions including KeepStock® Inventory Management, Safety and related services, Sustainability, and Online Purchasing solutions.

Grainger has a State of Hawaii contract #19-02, NASPO ValuePoint MRO Master Agreement #8496. This statewide contract covers Grainger's complete product and service offering, and provides a streamlined, lower-cost purchasing channel for MRO needs. Login to your account on Grainger.com or contact your Government Account Manager for field support.

Contract: SPO Price List Contract No. 19-02

Contact: June Burke | (808) 312-2270 | june.burke@grainger.com
<https://www.grainger.com/content/state-of-hawaii>



At Hawaii Information Consortium (HIC), we're experts at helping agencies solve their biggest problems using technology. Over the past 20 years, HIC has built more than 160 digital government services on behalf of our State, Local, and Federal partners through a public/private partnership with

the State of Hawaii. We work with you to build scalable solutions that meet all of your specific needs and our projects often involve bringing your paper forms and processes online, streamlining your workflow, and accepting payments. Located in downtown Honolulu, we employ 34 full time staff members. HIC is a Hawaii corporation and wholly owned subsidiary of eGovernment firm NIC.

Contract: SPO Price List Contract No. 08-13

Contact: Burt Ramos, General Manager
bramos@egov.com
Main (808) 695-4620
Direct (808) 695-4616
<http://hic.ehawaii.gov>

Janet Pick, Director of Portal Operations
jpick@egov.com
Main (808) 695-4620
Direct (808) 695-4625



Hawaiian® has led all U.S. carriers in on-time performance for each of the past 15 years (2004-2018) as reported by the U.S. Department of Transportation. Consumer surveys by *Condé Nast Traveler*, *Travel + Leisure* and *TripAdvisor* have placed Hawaiian among the top of all domestic airlines serving Hawai'i.

Now in its 90th year of continuous service, Hawaiian is Hawaii's biggest and longest-serving airline. Hawaiian offers nonstop service to Hawai'i from more U.S. gateway cities (13) than any other airline, along with service from Japan, South Korea, Australia, New Zealand, American Samoa and Tahiti. Hawaiian also provides, on average, more than 170 jet flights daily between the Hawaiian Islands, and over 260 daily flights system-wide.

Hawaiian Airlines, Inc. is a subsidiary of Hawaiian Holdings, Inc. (NASDAQ: HA). Additional information is available at HawaiianAirlines.com. Follow Hawaiian's Twitter updates ([@HawaiianAir](https://twitter.com/HawaiianAir)), become a fan on Facebook ([Hawaiian Airlines](https://www.facebook.com/HawaiianAirlines)), and follow us on Instagram ([hawaiianairlines](https://www.instagram.com/hawaiianairlines)). For career postings and updates, follow Hawaiian's [LinkedIn](#) page.

For media inquiries, please visit Hawaiian Airlines' [online newsroom](#).

Contract: SPO Vendor List contract No. 18-13, RFP-18-005-SW

Contact: US.Sales@hawaiianair.com
www.hawaiianairlines.com



Hawaiian Telcom is *Hawaii's Technology Leader*, serving Hawaii since 1883, and providing statewide end-to-end solutions, integrated communications, broadband, cloud solutions, data center services, and critical infrastructure. Leveraging the foundation of our next-generation fiber network and local 24/7 Network Operations Center, we connect our communities through Internet, video, voice, wireless, data network, cyber security, collocation, managed solutions, cloud services, and more. We continue to invest in our people, systems, and networks-including fiber, Trans-Pacific undersea network, and the State's 4G wireless network. We are committed to Hawaii. ***When we connect, something beautiful happens.***
www.hawaiiantel.com

Contracts: SPO VPL Contract No. 12-12 (Network and Telecommunication Services)
SPO Price List Contract No. 17-16 (Centrex Telephone and Cabling Services)
SPO Price List Contract No. 18-11 (Long Distance Telephone Services)
SPO VPL Contract No. 15-04 (NASPO Data Communications: Cisco AR-233, Fujitsu AR-616, Palo Alto AR-626)
SPO VPL Contract No. 17-18 (NASPO Cloud Solutions #CH16012) GSA IT 70 Contract Holder No. 47QTCA18DOOFM
Other departmental contracts (HIDDE, JUD, UH, County agencies, etc.)

Contact: Stephanie Saxton, Proposal and Contract Manager
(808) 546-4808 | stephanie.saxton@hawaiiantel.com



ikaso

Ikaso Consulting, a NASPO Value Point Contractor, is a procurement consulting company solely serving the public sector. Our team has procurement experience across twenty state governments, county governments, and higher education institutions. Ikaso experts have helped our clients execute high value, complex

acquisitions (including contract negotiations), update procurement policies and practices, and train procurement staff. We have coordinated across different state agencies to ensure successful, cross-program outcomes. We are seasoned partners to support critical acquisitions in the health and human services space such as Medicaid Managed Care plans, large IT systems (like MMIS or CCWIS), or complex service contracts (like Eligibility Determination, Pharmacy Benefits Manager). We welcome the opportunity to speak with you about your procurement challenges.

Contract: SPO Vendor List Contract No. 19-19

Contact: Reiko Osaki | rosaki@ikasoconsulting.com | (415) 734-6858



Steelcase is the global leader in furnishing great experiences in work and learning environments, inspired by insight from serving the world's leading organizations. Those insights can help organizations

achieve a higher level of performance, by creating places that attract and engage talented people that amplify how they work and learn.

Interior Showplace is the local authorized Steelcase dealership servicing the state of Hawaii since 1975. We are a full-service dealer providing sales, consulting, design, and installation services all across the state.

Contract: SPO Vendor List Contract No. 19-09, Master Agreement No. 147

Contact: Kimberly Quezada (Primary)
(808) 593-8420 ext. 19
kim@interiorshowplace.com

Erin Kamano (Secondary)
(808)593-8420 ext. 29
erin@interiorshowplace.com



Formerly known as Tyco SimplexGrinnell and Simplex Time Recorder Company, Johnson Controls Fire Protection is a longtime industry leader, offering single source solutions, trained and certified staff, and a nationwide network of offices that brings expertise direct to your door. With over 200 years of history in the fire and security business, Johnson Control Fire Protection is advancing safety and security for organizations of all sizes in a wide range of industries.

Johnson Controls has served the Hawaii community for over 60 years and has inspectors and technicians based in every county in the State of Hawaii to provide statewide coverage.

Contract: SPO Price List No. 18-08 - NASPO ValuePoint Security & Fire Protection Services-Statewide

Contact: Eric Osaki, Electronic System Sales | eric.osaki@jci.com



Mitel is a global market leader in business communications, powering more than two billion business connections with their cloud, enterprise and next-gen collaboration applications. With more than 70 million users in nearly 100 countries, Mitel is the only company that wakes up every day exclusively focused on helping customers take their communications from where they are today to where they expect them to be.

Contract: SPO Price List No. 15-04, NASPO AR623 State of Hawaii

Contact: David White, Territory Account Manager | (714) 431-3060 | David.white@mitel.com



MMCAP is a free, voluntary group purchasing organization operated by the State of Minnesota, specializing in Healthcare Products and Services for government entities.

Contract: SPO Price List No. 15-07
SPO Price List No. 20-02, 20-02A, 20-02B, 20-02C

Contact: Kim Hankins, Senior Account Executive assigned to Hawaii
(503) 999-5013 | Kim.Hankins@state.mn.us



Network Enterprises, Inc. (NEI) is a community vocational rehab organization that helps people with disabilities with job training, career placement, and employment.

NEI has the following contracts with the state of Hawaii:

- Department of Human Services Division of Vocational Rehab to provide Vocational Work Adjustment Trainings Services
- Hawaii Department of Transportation - Custodial Services
- Department of Hawaiian Homelands - Custodial and Landscaping Services

Contract: SPO Vendor List No. 02-45

Contact: Kimo Cuizon | (808)450-1236 | jamesc@networkenterprises.org



Since its establishment in 2001, Oahu Publications Inc. (OPI) has emerged as the largest print media company in Hawaii. Honolulu Star-Advertiser its flagship publication, established in 2010 when the Honolulu Star-Bulletin (est. 1882) and The Honolulu Advertiser (est. 1856) merged. In addition to the Star-Advertiser, OPI publishes three neighbor island newspapers as well as community papers and luxury, visitor and hotel magazines. OPI also owns and operates a full spectrum of digital and interactive media—including staradvertiser.com, Hawaii.com and the out-of-home marketing option—the Digital Billboard Network. OPI's versatile product portfolio allows advertisers to reach the masses, zero in on specific zip codes or target specific niche markets.

Contracts: SPO Price List No. 15-08
SPO Price List No. 19-10

Contact: Denise Ching | (808) 529-4796 | dching@staradvertiser.com



Office Depot launched their Air Cargo Program in August 2019. It provides free Air Shipping on more than 100,000 products that are not stocked on Island. Timeline to receive items: Mainland to Oahu 3 days, Mainland to Neighbor Islands 4 days, and Oahu to Neighbor Islands 2 days.

Office Depot has strived to provide our valued customers with the very best in office products, solutions and services. Our customers are the reason we have become the industry leader. No other office supplier will earn your business like Office Depot. Our friendly, knowledgeable employees will provide you with information, support and solutions to help select the products and services that can best contribute to your business. Knowledge paired with support has emerged as a key commitment for Office Depot in order to develop loyalty and affinity among both our customers and employees, making Office Depot the preferred place to shop.

Contract: SPO Vendor List No. 15-06
SPO Vendor List No. 17-02

Contact: Local Support at Your Service! Please call our local customer support team 676-3100 ext. 0 for price quotes, item information, questions on your orders or to place an order. We are here to service you!



O'Reilly Auto Parts is the dominant auto parts retailer in all of our market areas. From our roots as a single store in 1957 to our current size of 5,147 locations (and growing), we've come a long way. This website is a way to help our customers and investors become more familiar with our history, as well as who we are and how we operate.

Contract: SPO Vendor List Contract No. 17-06

Contact: Robin Freeman II, District Manager | (808) 627-0554
Kawika Henderson, Territory Sales Manager | (808) 342-0479



Hawaii State Cars - Car Rentals for Government Employees from Panda Travel®

Contract: SPO Price List 18-07, RFP-17-004-SW
Commercial Car Rental Services - Statewide

Contact: Ken Ikeda | (808) 738-3352
corporate@panda-group.com
www.HawaiiStateCars.com

Hawaii Corporate Travel - Get your authorized Air, Room & Car from Panda Travel®

Contact: Peggy Hung-Tsoi
Hotline: (808) 738-3300
Email: statequote@panda-group.com
www.HawaiiCorporateTravel.com



Philips provides products and solutions to our customers across the continuum of Healthcare. We are pleased to offer our Automated Defibrillators (AEDs) to the State of Hawaii. Our AEDs are easy to use, easy to own and are of the highest quality.

Contract: SPO Contract Price List No. 18-09, OK-SW-300

Contact: Katie Boucher | (206) 573-1474 | katie.boucher@philips.com



Pitney Bowes is a global technology company most known for its postage meters and other mailing equipment and services, and with recent expansions into global e-commerce, software, and other technologies

Contract: SPO Contract Price List No. 18-03

Contact: Joanne Drummond - Hawaii contact | (808) 561-7436 | joanne.drummond@pb.com



With over 30 years of experience, Quest works seamlessly with your staff, systems, policies, and procedures to achieve your IT goals. Augmented by our multi-disciplinary teams of professional services consultants, project managers, designers, engineers, and product specialists, your needs come first and your ongoing success is our top priority. That's why our first question is: How can we help?® Quest also has a NASPO ValuePoint Cloud Solutions contract with Hawaii to facilitate procurement and works with local IT firms like Pacxa and nationwide Fulfillment Partners to extend the portfolio of services available to you.

Contract: SPO Price List No.17-18-I – NASPO ValuePoint Cloud Solutions

Contact: Email: NASPOValuePoint@questsys.com
Website: www.questsys.com
Main Phone: (800) 326-4220
Adam Burke (916) 338-7070
Vince Sandoval (949) 574-5821



Ricoh improves workplaces using innovative technologies and services enabling individuals to work smarter. Ricoh is a global company with the look and feel of a local organization servicing the entire State of Hawaii and All Neighbor Islands. Ricoh Hawaii has sales, service, administration, and technical support that covers these areas and provides world class customer service.

Contract: SPO Contract Price List. No.15-10

Contact: Steve Halushka | (808) 275-2427 | stephen.halushka@ricoh-usa.com
www.ricoh-usa.com



Sharp's full line of Copier/Multi-Functional Products offer innovative workflow solutions for State and local government agencies to help streamline document processing, support for mobile and cloud technologies and enhance collaboration in the office; while also controlling expenses and simplifying printing. Whether high-volume for workgroup and production environments or desktop units for department use, Sharp multi-functional products help organizations not only enhance traditional printing and scanning, but also embrace emerging technologies.

Sharp Multi-functional products can help the State of Hawaii enhance collaboration, manage costs, and meet regulatory compliance with secure, easy-to-use interactive workflow processes.

Contract: SPO Price List No. 15-10

Contact: Craig Pulver | (480) 890-8163 | craig.pulver@sharpusa.com



From software and hardware procurement to deployment planning, configuration, data center optimization, IT asset management and cloud computing, SHI offers custom IT solutions for every aspect of your environment. Privately-held and under the guidance of our current ownership since 1989, SHI grew exponentially in size and scope without merger or acquisition. Our organic growth and three decades of stability are a direct result of backing a highly-skilled and tenured sales force with software volume licensing experts, hardware procurement specialists and certified IT services professionals.

SHI's goal is to foster long-term and mutually-beneficial relationships with our customers and partners, every single day.

Contract: SPO Price List No. 16-18, RFP ADSP016-130651

Contact: State of Hawaii Contact - Carlee Chun | (808) 979-5895 | carlee_chun@shi.com
www.shi.com



Sine Cera is a Service Disabled Veteran Owned Small Business supporting all aspects of State, Federal, and Defense acquisition and procurement process. With local representatives on the Islands and a team of over 150 nationwide professionals, we perform acquisition and contracting support, from identification of a need through pre- and post-award procurement support to closeout and disposition, including:

- Acquisition strategies and acquisition planning
- Requirements development
- Market research
- Independent Cost Estimates
- Performance-Based Acquisition
- Quality Assurance and Quality
- Solicitations, sources sought, and request for information support
- Source selection planning
- Contract management support
- Contract claims support
- Contract closeout support
- Procurement policy support
- Tailored acquisition training

Contract: SPO Price List No. 19-19

Contact: John Coombs - Owner, Managing Director | (626) 676-1316



Toshiba Business Solutions

We specialize in office solutions such as Copiers, Printers & Document Solutions. Come and visit us to learn more about how we can help with your business needs.

Contract: SPO Price List No. 15-10

Contact: Eric Manlapit | eric.manlapit@tbs.toshiba.com
590-A Paiea Street, Honolulu, HI 96819
(808) 834-3636 Office | (808) 839-1880 Fax



Veritiv Corporation is a leading business-to-business distributor of packaging, facility solutions, print and publishing products and services; and also a provider of logistics and supply chain management solutions. Serving customers in a wide range of industries, Veritiv Corporation has approximately 160 operating distribution centers throughout the U.S., Canada, and Mexico, and employs approximately 8,400 team members that help shape the success of its customers.

Contract: SPO Price List No. 16-17

Contact: Dustin Alford | dustin.alford@veritivcorp.com | (808)842-6932 (office)



Xerox Hawaii is the #1 office equipment and solutions vendor throughout the State of Hawaii. To ensure outstanding customer service for our State of Hawaii Government customers, Xerox Hawaii has a local support staff of over 200 employees. Xerox invests close to \$1B in Research and Development annually. Last year Xerox had its largest product launch in its history with 29 new products for the office environment. These new models include a fully touchscreen user interface, world class network security, mobile

and cloud capability and integrated applications. Xerox Hawaii also has expertise in office efficiencies and has been working with a number of State of Hawaii Government agencies to help with paperless and imaging initiatives that have positively impacted their operations.

Contract: SPO Price List No. 15-10

Contact: Lisa Ma | (808) 543-6226 | lisa.ma@xerox.com | www.xerox.com