



SPOCon
Hawaii Procurement Conference
 Friday, October 21, 2016

Hilton Waikiki Beach Hotel
 2500 Kuhio Avenue
 Honolulu, Hawaii 96815

Conference Schedule

Aloha!

Mahalo to 'Ōlelo Community Media, which will video the training sessions, awards luncheon, and various activities of SPOCon. Portions of SPOCon will air on 'Ōlelo Community Media. A television schedule will be provided at a later date.

7:15 – 8:15 a.m.	Vendor Registration and Set-Up Coffee & Pastries for Vendors	Prince Edward & Prince David Rooms
7:30 – 8:30 a.m.	Participant Registration	Ballroom Foyer
	Continental Breakfast for Government Attendees	Ballroom Alcove
8:30 – 9:00 a.m.	Welcome Procurement Initiatives <i>Sarah Allen, Administrator, State Procurement Office</i>	Prince Kuhio Ballroom
9:00 a.m. – 9:40 a.m.	NASPO Cooperative Presentation <i>Donn Tsuruda-Kashiwabara, C.P.M., Purchasing Supervisor, State Procurement Office</i>	Prince Kuhio Ballroom
	<i>Dugan Petty, Education & Outreach Coordinator, National Association of State Procurement Officials</i>	
9:40 am – 10:30 am	Cooperative/Statewide Contracts <i>Various Vendors</i>	
10:30 a.m. – 11:00 a.m.	Break/Refreshments For Government Attendees	Ballroom Alcove
	Visit with Vendors	Prince Edward & Prince David Rooms
11:00 a.m. – 11:45 a.m.	Contract Law Fundamentals <i>Dr. Hazel Beh, Professor of Law, William S. Richardson School of Law</i>	Prince Kuhio Ballroom

11:45 a.m. – Noon	Break (Lunch set-up)	
Noon – 1:00 p.m.	Awards Luncheon Hawaii Procurement Professional Excellence Award <i>The Honorable David Y. Ige, Governor, State of Hawaii</i>	Prince Kuhio Ballroom
1:00 p.m. – 2:00 p.m.	Contract Management <i>Mara Smith, Assistant Administrator, State Procurement Office</i>	Prince Kuhio Ballroom
2:00 p.m. – 3:00 p.m.	Procurement Pricing <i>Sarah Allen, Administrator, State Procurement Office</i>	Prince Kuhio Ballroom
3:00 p.m. – 3:30 p.m.	Break/Refreshments For Government Attendees	Ballroom Alcove
	Visit with Vendors	Prince Edward & Prince David Rooms
3:30 p.m. – 4:30 p.m.	Procurement Pricing (<i>Continued</i>) Closing Remarks <i>Sarah Allen, Administrator, State Procurement Office</i>	Prince Kuhio Ballroom
4:30 p.m. to 5:00 p.m.	Vendor Pack Up	

A certificate of attendance will be emailed to each government attendee after SPOCon.

Mahalo!

Acknowledgements

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

Hazel Glenn Beh, PhD, JD (William S. Richardson School of Law)

Hilton Waikiki Beach Hotel

NASPO ValuePoint

Office of Enterprise Technology Services

‘Ōlelo Community Media

Dugan Petty (NASPO ValuePoint)

The SPO Team

... and other wonderful volunteers we unintentionally omitted.

Speakers

Sarah Allen
Administrator
State Procurement Office



Sarah Allen is the Administrator of the State of Hawaii Procurement Office (SPO) and the Chief Procurement Officer for the Executive Branch, a position which she has held since November 2013.

Sarah has expertise in contracting, acquisition and financial management. She is also an Instructor at University of Phoenix and an Arbitrator for the Financial Industry Regulations Authority. From 2007 to 2013, she was a Senior Manager for ASI Government Inc., during which she acted as Executive Procurement 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 from 2000 to 2006.

Sarah is a member of the National Contract Management Association, the International Association for Contract and Commercial Management, the National Association for State Procurement Officials and the American Institute of Certified Public Accountants.

Sarah 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.

♦♦♦

Donna “Donn” Tsuruda-Kashiwabara, C.P.M.
Purchasing Specialist
State Procurement Office

Donna (Donn) Tsuruda-Kashiwabara, C.P.M., is a Purchasing Specialist with the SPO and head of its Purchasing Services section, which manages over one hundred price/vendor list contracts averaging the State over \$50 million in cost savings annually.



Ms. Tsuruda-Kashiwabara joined the SPO in 2000 and has been involved in many high-profile procurements such as the Enterprise Resource Planning (ERP) Solution and the RFPs for the Energy Performance Contracting Services (ESCO) vendor list, for which she received the DAGS Team of the Year Award in 2010.

Her extensive purchasing background includes eight years as the Furniture, Fixtures and Equipment 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 Merchandising/Mid-Management from Kapiolani Community College and Certified Purchasing Manager (C.P.M.) certification from the Institute of for Supply Management, Inc. formally the National Association of Purchasing Managers (NAPM). She served as Certification Vice Chair, Program Chair and Communications Chair of the NAPM-Hawaii chapter.

♦♦♦

Dugan Petty
Education and Outreach Coordinator
NASPO ValuePoint



Dugan Petty is the Education and Outreach Coordinator for NASPO ValuePoint, specializing in Information and Communication Technology. He is also a Senior Fellow in the Center for Digital Government and the Governing Institute.

Dugan is the former CIO for the State of Oregon serving from 2006 to 2012 when he retired from state service. His collaborative leadership led to a new e-government delivery system, open government applications, strengthening security and improved IT governance.

During his 15-year tenure in Oregon state government, he also served as Oregon’s Risk Manager and Oregon’s Chief Procurement Official leading a stakeholder taskforce in the modernization of Oregon’s procurement statutes and a strategic sourcing initiative called Smart Buy that improved contract outcomes and reduced spending.

Before coming to Oregon, he served in Alaska State Government as Director of General Services and as Alaska's Chief Procurement Officer where his leadership lead to modernization of Alaska's Procurement Statutes and improved outcomes in purchasing, real property leasing and facilities management.

Dugan is the only person to have served as both the president of NASCIO and NASPO. He was a founding member and past Chair of the Western States Contracting Alliance – now NASPO ValuePoint.

NASCIO recognized Dugan's leadership and contributions in 2013 with its Meritorious Service Award. Government Technology named Dugan one of its Top 25 Doers, Dreamers and Drivers for 2011. He received the Julio Mazzone Distinguished Service Award in public purchasing in 2004.

◆◆◆

Hazel Glenn Beh, PhD, JD
Professor of Law
William S. Richardson School of Law



Professor Hazel Glenn Beh joined the law school in 1995 as Acting Associate Dean and joined the faculty in 1996. She teaches Contracts, Advanced Torts & Insurance Law, and legal writing. She also serves currently as co-director of the Health Law Policy Center at the Law School. Professor Beh was Associate Dean for Academic Affairs from 2007 to 2009.

After law school, she clerked for Hawaii Supreme Court Chief Justice Herman Lum. From 1993 to 1994, she was the Research & Appellate Coordinator for the City and County of Honolulu Corporation Counsel. In addition to her law degree, Professor Beh also holds a Ph.D. in American Studies and a Masters of Social Work. She worked as a social worker with the elderly in the Hawaii community for twelve years. Her scholarship interests are diverse; she has written articles concerning insurance, law and medicine, torts, contracts, and higher education law.

In 1999, she was selected by students and faculty as Outstanding Professor of the Year. Professor Beh is also a 2000 recipient of the Board of Regents' Excellence in Teaching Award, the University of Hawaii's highest honor for teachers. She received the 2008 Hawaii Women Lawyers Outstanding Women Lawyer of the Year award, in recognition of her efforts to establish the part-time program at the law school.

Professor Beh is a past Chair of the Associate of American Law Schools (AALS) Education Law Section; of the AALS Contracts Section and of the AALS Insurance Law Section. She was a visiting professor at LaTrobe University, Melbourne, Australia in 2005, the University of California, Hastings College of Law in Spring 2002 and at Meijo University, Nagoya, Japan in Summer 2001.

◆◆◆

Mara Smith
Assistant Administrator
State Procurement Office



Mara Smith has 20 years of procurement experience with the SPO and is the Assistant Administrator. Over the years, Mara has been actively involved in the health and human services area as a Contract Specialist and Procurement Manager.

Also, as the eProcurement manager, Mara and her team implemented the first eProcurement application, HePS, for the Executive branch, provided user training and oversight, and several years later, coordinated the transition to HlePRO, an upgraded eProcurement application.

Mara has also served as the statewide procurement training coordinator. Her past experience includes working for the State's Office of Youth Services, nonprofits in Hawaii and Tennessee, and the Tennessee State Department of Youth Services.

◆◆◆

Nominees

Procurement Professional Excellence Award

The State Procurement Office recognizes the amazing work that our procurement workforce does across the state of Hawaii and its counties. Every day, motivated individuals work closely with the private sector to develop and deliver solutions to meet the day's challenges; to maintain our infrastructure, modernize government, tackle homelessness, innovate our healthcare system, and cool our schools.

The Hawaii Procurement Professional Excellence Award recognizes

- Noteworthy contributions to procurement including extraordinary business leadership or the design, development or execution of a procurement program or project that furthers an Agency or Department's mission, and
- Noteworthy contributions to contracting policy including 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.

This first year, seven procurement professionals were nominated by their respective Departments/Agencies (listed in alphabetical order):



Debra Gagne

**Special Projects Assistant to the CIO
Office of Enterprise Technology Services
Department of Accounting and General Services**

Ms. Gagne is currently in a Special (Projects) Assistant to the Chief Information Officer position with the Office of Enterprise Technology Services under the Department of Accounting and General Services. She is the Project Manager assigned to the Enterprise Payroll and Time and Attendance Modernization project that kicked off officially in October 2015.

As the project manager for this procurement initiative, Debra was required to oversee and manage the entire procurement process from RFP drafting, issuance, offeror management, discussions, demonstrations, evaluation and selection. What made the effort even more challenging was that the selection needed to be completed before June 30, 2016.

Debra utilized modern toolsets and systems to maximize efficiency and engagement from all stakeholders to ensure that individuals were informed about required tasks and deadlines. These modern tools also allowed for online collaboration across departments and jurisdictions that hadn't been realized until the enterprise project was launched.

◆◆◆

Susan Gray-Ellis

**Contracting Specialist, Strategic Industries Division
Department of Business, Economic Development and Tourism**

Ms. Gray-Ellis implemented a number of initiatives within the Hawaii State Energy Office (HSEO) to improve procurement efficiency. She completed updates for template documents to be used for the competitive seal proposals method of procurement.

These templates are a valuable, time-saving resource for HSEO staff utilizing this method of procurement. Susan also expanded DBEDT/HSEO's annual solicitation of professional services to include the anticipated services of other divisions and attached agencies within DBEDT. This effort will provide department-wide efficiency in soliciting and receiving qualifications for professional services.

◆◆◆

Gregory King

**Central Purchasing Agent
Department of Finance, County of Maui**

Mr. King is in charge of procurement and contracting for all of the agencies in the County of Maui. He supervises six procurement and contract staff in the Purchasing Division, which is involved with all goods, services, and construction procurement for the

County of Maui. During FY16, they processed over \$84 million in goods, services and construction, and 25,000 pCard transactions. Their cost avoidance measures were estimated at \$1.2M and one of Greg's high-viz procurements currently under way includes an RFP for a Police Body Cam.

Greg educated the County Council and the County auditor on the overall value and savings generated by the pCard program, and conducted numerous training sessions to various county groups on procurement policy and procedures. He is also an instructor in the County Supervisor training academy sponsored by the County of Maui Personnel Division.

As the current chair of the Procurement Policy Board, Greg assists the state legislature in reviewing and passing rules developed by the State Procurement Office as a result of new legislation passed by the Legislature. He served as chair since 2012 and from 2005 to 2008, and also served as a member from 2000 to 2008.

Greg is a member of the National Institute of Government Procurement and earned his Certified Public Procurement Officer (CPPO) designation in 2016. He is the Treasurer of the newly formed Alaska-Hawaii Government Procurement Association, which was incorporated in July 2016.

As a dedicated member of his community, he has served as a volunteer for organizations including the Leukemia Society, the American Heart Association, Community Work Day, Maui Academy of Performing Arts, and the Alzheimer's Association.

◆◆◆

Tammy Lee
Contracts Office Supervisor
Department of Transportation

Ms. Lee has managed the Contracts Office at DOT for the last four years. All formal DOT contracts, plans and specifications pass through the Contracts Office. This office executed 159 formal goods and construction contracts in 2015 with the award amount totaling in excess of \$230,182,997. In 2016 this number increased to 189 contracts totaling \$686,252,397.

The Airports Division is constructing two Consolidated Rental Car Facilities (CON RAC). One at the Honolulu International Airport for \$350,000,000 and one at the Kahului Airport for \$330,000,000. The \$227,000,000 Honolulu International Airport Mauka Extension Project is DOT's first construction project

with a Project Labor Agreement (PLA). Tammy wrote the PLA justification for the project.

Tammy is a big reason why despite the numerous bid protests, DOTs was able to move forward. The Contracts Office responded to upwards of 90 protests. She was instrumental on the outcome of the bid protests. Tammy is the kind of employee that leaves a lasting positive impression.

Tammy reviewed all proposed legislation on procurement and wrote all testimonies on procurement during the 2015 and 2016 Legislative session. She was not only able to interpret the legal language but also how the proposed legislations impact the interest of DOT.

Other measures that she was instrumental in formulating our testimony included legislation on comprehensive ethics training for employees who conduct/participate on procurement, requiring past performance as a criterion for selection, and prohibiting bid shopping and bid peddling.

◆◆◆

Lois Mow
Director - Procurement & Contracts Branch
Department of Education

As the Director of the Procurement and Contracts Branch (PCB), Lois leads an office of ten procurement specialists that supports the Hawaii Department of Education's (DOE) 256 schools and district/state-level offices in the most difficult and complex procurement and contracting issues. She is responsible for the administration of the DOE's procurement and contracting practices, policies and procedures and provides departmental guidance and assistance and training in complying with the procurement code.

In her role as Director, Lois has focused on assessing and improving upon products and services needed by our schools and offices by offering greater choices and helping to maximize the greatest value for our limited dollar. Through the DOE's purchasing power, we are able to provide a safe, supportive, learning environment with facilities, equipment, instructional materials and other necessary resources for our students.

◆◆◆

Krystal-Lee Tabangcura
Procurement Specialist
Hawaii Housing Finance & Development
Department of Business, Economic Development and
Tourism

Krystal-Lee Tabangcura is a valuable member of the HHFD 'ohana and guides the agency with its public contracting, including the development and execution of its contracts and solicitation forms, ensuring compliance with procurement policies and procedures, and managing the agency's formal solicitation process. She has shown excellent leadership that has positively impacted the agency and earned the respect of her colleagues from both within the State and outside agencies.

Krystal has taken the lead to collaborate with her colleagues to work as a team in meeting the goals of the agency. She ensures that the procurement process adheres to the State's laws, regulations, and SPO guidance. She works with various staff from different branches within HHFCD to assure compliance.

◆◆◆

Erwin Wright
Procurement and Specifications Specialist
Department of Finance, County of Kauai

Erwin is the Specifications and Procurement Specialist VI for the Division Purchasing. He serves two major roles as both the senior procurement specialist for the County of Kauai and is also the line Operations Manager for a technician and two (2) senior specialists within the division. Erwin has committed 20 years of his professional life to the Division of Purchasing, and has a total of 31 years of service to the County of Kauai.

To date, the Division of Purchasing, under Mr. Wright's facilitation and in collaboration with the I.T. Division, have effectively designed and implemented the following technology initiatives:

1. The Shared Forms Initiative which focused upon accurately identifying all procurement forms, amending content, and reprogramming these forms to be data-fill capable. The initiative allows for the electronic transmission of these documents from departments and agencies to achieve a near paperless application of various procurement processes and the elimination of the delays associated with inter-office mail deliveries.

2. The Division of Purchasing initially designed and successfully launched a County-based electronic system and have since expanded this initiative to a broader interoperable and integrated system for construction. In July 2016, the Division of Purchasing will expand the electronic procurement application to goods and services.

3. The Electronic Contract Data Management System replaced the prior paper-intensive and costly process of executing multiple copies of contract documents in the County. The new process is a fully electronic process that utilizes electronic applications to process and fully execute contracts and transmit to parties via the use of email communications. A contract portal has also been designed by Mr. Wright and has been implemented County-wide. The system will include a searchable log.

◆◆◆

Hawaii State-Wide Cooperative Vendors

The State Procurement Office is constantly looking at how to provide the State of Hawaii with easy to procure, state-wide contracts that have already been competed. This allows the state to benefit from economies of scale, decreases procuring time, and allows for more consistency with vendors. The SPO has invited our vendors to share with you what they offer and how their specific contracts work.

SPOCon invites all attendees to learn more about the various contracts from participating companies in NASPO ValuePoint contracts in the Prince Edward & Prince David Rooms



At AT&T, we're bringing it all together. We deliver advanced mobile services, next-generation TV, high-speed Internet and smart solutions for people and businesses. That's why we stand alone as a fully integrated solution provider. Fast, highly secure and mobile connectivity – to everything on the Internet, everywhere, at every moment and on every device – is what drives us. It's reflected in our mission: Connect people with their world, everywhere they live, work and play ... and do it better than anyone else. So our customers can stay connected from nearly anywhere.

Liz Gregg
(808)627-8634
liz.gregg@att.com
www.att.com

civicinitiatives

Government. Services. Transformed.

Civic Initiatives is a public sector consulting group that leads procurement transformation efforts across the country. Civic Initiatives is also a member of the Center for Applied Innovation training alliance, providing personalized procurement training through a contract available in Hawaii. Civic Initiatives is a proud contributor to multiple projects over the last three years in the state of Hawaii. Primary Contact: Dustin Lanier. Phone (512).523.4834
dlanier@civicinitiatives.com
www.civicinitiatives.com



En Pointe Technologies (a PCM Company) has had the honor of serving State of Hawaii's Software, Hardware and Services needs under several NASPO ValuePoint contracts for the last 5 years. We continue to strive each day to make it easier for the Government Employees to do their job in serving the State's constituents.

En Pointe Technologies is a leading provider of Information Technology Products, Security Services and other Public Sector IT Support Services to State and Local Government Agencies.

En Pointe's dedicated Public Sector team is focused on providing infrastructure and foundation solutions for the successful deployment of our Government and Education customer's initiatives in Security, Virtualization, Cloud Computing, Green IT, Classrooms/Learning and more.

EN POINTE TECHNOLOGIES SALES LLC

Primary Contact:
En Pointe Support Team for the State of Hawaii
hawaii@enpointe.com (Preferred Method)
Phone: (866) 334-2087

Secondary Point of Contact:
Pat Accimus, Account Executive
(310) 337-4578
paccimus@enpointe.com

Third Point of Contact:
Imran Yunus, Director
(310) 337-5908
iyunus@enpointe.com



First Hawaiian Bank.

First Hawaiian Bank is Hawaii's oldest and largest bank. Consistently ranked in the top tier of all U.S. banks, we pride ourselves in providing outstanding service, smart solutions, and a level of financial security that makes it easy to sleep at night. As Hawaii's only local issuer of Commercial Cards, we are a member of the same community and are able to relate to the needs of our Hawaii customers.

We have a history of helping businesses of all sizes grow and succeed and look forward to serving you. It all starts with Yes!

First Hawaiian Bank
Commercial Card Department
(808) 844-3183
comlcard@fhb.com
www.fhb.com



W.W. Grainger, Inc.
2833 Paa Street, Honolulu, HI 96819
Branch (808) 423-0028
Hawaii Orders@grainger.com | Grainger.com

June Burke, Government Sales Manager
(808)312-2270 | june.burke@grainger.com

Grainger is a leading distributor of industrial supplies, MRO equipment, tools and materials with over 1.4 million products available online and in our catalog. We provide operational and cost saving solutions including KeepStock® Inventory Management, Safety, Sustainability, and Online Purchasing solutions.

Grainger has a State of Hawaii contract #11-10, NASPO ValuePoint Facilities Maintenance Repair and Operation (MRO). This statewide contract covers Grainger's complete product offering, and provides a streamlined, lower-cost purchasing channel for MRO needs. Log into Grainger.com, or contact your Government Account Manager for field support.

HiC e{hawaii.gov}

Our goal is to bring government services to the people. We develop, manage, and maintain online services, most of which are completed at **NO** cost to the state of Hawaii or its taxpayers. While we operate as a for-profit company, state agencies, counties and local government work with us by utilizing our unique self-funded model. Since 2000, we have deployed over 110 web-based applications and 2.5 million citizens visit our site annually. Located in downtown Honolulu, we employ 35 full-time staff members. Hawaii Information Consortium, LLC., is a Hawaii corporation and wholly owned subsidiary of eGovernment firm NIC Inc.

eHawaii.gov - Hawaii's State Internet Portal
(808) 695-4620
info@ehawaii.gov
www.eHawaii.gov



Hawaiian Telcom

HAWAII'S TECHNOLOGY LEADERSM

Hawaiian Telcom, Hawaii's Technology Leader, provides integrated communications, broadband, and data center for business and government customers statewide. Services include Internet, video, voice, wireless, data network solutions and security, collocation, and managed network and cloud services supported by Hawaiian Telcom's reliable next-generation fiber network and a 24/7 locally-based, state-of-the-art network operations center. We provide critical infrastructure to some of Hawaii's most important institutions including state, local and federal government. We have and continue to invest millions in our people, system improvements and networks that serve Hawaii - including fiber, Trans-Pacific undersea network, and the foundation of the 4G wireless network in the state.

Company's Main Point of Contact:
Alison Shimabukuro



Get outstanding reliability, security, and innovative design with HP. HP creates technology specifically configured for government agencies. Through our portfolio of printers, PCs, mobile devices, solutions, and services, we provide the technology that will help your agency maximize its public benefit. HP Inc. creates technology that makes life better for everyone, everywhere. More information about HP Inc. is available at <http://www.hp.com>.

Kerry Pirhonen/Field Account Manager/HP Inc.
(310)464-6287/ kerry.pirhonen@hp.com

Ryan Smietana/Account Manager/HP Inc.
(866)625-1638/ ryan.smietana@hp.com

James Olguin/Personal Systems Account Manager/HP Inc.
(877)235-7421/ james.chr.olguin@hp.com

Office DEPOT OfficeMax[®]
hopaco

Hopaco/OfficeMax/Office Depot Inc. is a leading local and global provider of products, services, and solutions for every workplace.

We are a single source for everything customers need to be more productive, including the latest technology, core office supplies, facilities products, disposable food service products, breakroom supplies, furniture, and school essentials. The company also provides a variety of services including copy and print and technical services.

We have local warehouses and delivery services on Oahu, Maui, Kauai and Hawaii. Additionally, we offer your discounted pricing at any Office Depot/Max retail store with your Store Purchasing Card. The Store Purchasing Card enables customers to utilize their negotiated contract pricing when making purchases at any of our retail stores located Statewide.



KONICA MINOLTA

Konica Minolta Business Solutions U.S.A., Inc. is a leader in office technology, enterprise content management and related software solutions. Our products help state and local agencies and schools manage technology costs and facilitate the sharing of information to increase productivity. State of Hawaii Contract Specialties: Multifunction Printers (MFP), Digital Press, Workflow Solutions, Technology Optimization, Enterprise Content Management (ECM), Security Compliance and Mobility.

Local Hawaii Sales and Service Providers:
Integrated Solutions of Hawaii
Francis Kau
(808) 947-8500
francisk@mauioffice.com

Electronic Business Machines
Jonathan Castro
(808) 592-0092 x207
jonathan.castro@ebm-hawaii.com



Powering connections

A global leader in business communications, Mitel helps companies connect to, collaborate with and care for their customers anywhere, at any time, and over any device.

With the industry's broadest portfolio of business phone systems and collaboration and contact center solutions, Mitel is trusted by more than 60 million customers around the world including Coca Cola, Make-a-Wish Foundation, Louvre-Lens Museum, Philadelphia Phillies, and the Rock and Roll Hall of Fame. Today its more than 2,500 partners choose Mitel's applications and mobility options to build solutions that optimize businesses and make companies more productive.



Nimble Storage (NYSE: NMBL) is the leader in predictive flash storage solutions. Any slow-down or disruption that occurs across the infrastructure stack (storage, networks, servers, VMs) causes an “app-data” gap that disrupts data delivery and makes users wait.

Nimble offers a predictive flash platform that closes the “app data gap,” giving you the fastest, most reliable access to data. By combining predictive analytics with flash storage, we radically simplify operations. More than 9,000 customers across 50 countries rely on Nimble to power their businesses, on-premise and in the cloud. For more information visit www.nimblestorage.com and follow us on Twitter: @nimblestorage.



PUBLIC SECTOR

Oracle’s Public Sector solutions help governments improve efficiency and accountability. From integrated, industry-specific solutions, to the most comprehensive cloud on the planet, Oracle delivers world-class hardware and software solutions that work together in the cloud and in your data center.

Contact:

P.A. Baffert

Account Sales Manager - Cloud Infrastructure

pa.baffert@oracle.com

Mobile: 949-310-0621

www.oracle.com



Pitney Bowes, a global technology company, powers billions of physical and digital transactions in the connected and borderless world of commerce.

We enable data-driven marketing, parcel shipping & logistics, and statements, invoices & payments through our data management & engagement software, location intelligence offerings, and shipping & mailing solutions.

Helping clients achieve their greatest commerce potential are more than 16,000 passionate employees around the world, our relentless pursuit of

innovation with over 2,300 active patents, and our focus on clients, who are at the center of all that we do – from small businesses to 90% of the Fortune 500.



Ricoh.

We make information work for you. We are leaders in information mobility for today’s changing workforce. This is the most complex work environment in history, and the way we view information is changing rapidly. Businesses are transitioning to a fully digital workflow, and there is a growing expectation that relevant information must always be accessible and available. **We call it the new world of work, a place where the only constant is change.**

At Ricoh, we’ve always imagined change. We have a legacy of introducing new technologies into the workplace in ways that enhance work styles and workflows. With our deep expertise in capturing, transforming and managing information, we deliver solutions for a dynamic workforce that are changing the way people work today, and make information accessible where and when it’s needed. We understand it’s not just about information access – it’s knowing which information is the most relevant and important, and using it to drive the results you want. Fast. **It’s a new world of work. Let us make information work for you.**



At Sharp Electronics Corporation, a U.S. subsidiary of Osaka-based Sharp Corporation - a company known worldwide for its unique one-of-a-kind electronic products and solutions, our challenge is to create a balance between work time and personal time, with products that can benefit people's lives at work, at home, and everywhere in between. Sharp MFP products are designed to help individuals, and corporate teams connect effortlessly, communicate clearly, and unleash creativity like never before. Sharp is dedicated to improving people's lives through the use of advanced technology and a commitment to innovation, quality, value, and design.

Craig Pulver

Industry & Government Account Manager

(480) 890-8163

Craig.pulver@sharpusa.com

www.sharpgov.com/naspo



Constantly growing in response to the needs of our customers in all sectors and verticals, SHI has transformed itself from a \$1 million "software-only" regional reseller into a \$6 billion global provider of information technology products and services. 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 has experienced tremendous growth in size and scope through neither merger nor acquisition. Our organic growth and two 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.

The expertise, dedication and commitment to excellence of each member of your SHI account team (and the support organization that backs them) have made SHI into the industry-leading, complete IT solution provider we are today.



Sprint Business Mojo (the magical combination of energy, passion, agility and expertise) is our portfolio of devices, plans, services and support designed to help you manage your Public Sector wireless need.

Your Sprint Public Sector Account Manager Gordon Hsia has been with Sprint for over 14 years. Area Sales Manager Alex McIntosh managed the Sprint Hawaii Public Sector accounts for over 10 years.

Sprint's NASPO pricing provides \$0.99 iPhone 7 128GB with \$47.99 UNLIMITED Talk, Text and Data, \$19.99 UNLIMITED Talk & Text for Basic Phones and \$37.99 UNLIMITED Data for Mobile Hot Spots.

We also offer a new \$25.00 UNLIMITED Data for tablets.

Gordon Hsia
Public Sector Account Manager
(808) 847-9018 / gordon.hsia@sprint.com



Technology Integration Group.

PC Specialists, Inc.
dba Technology Integration Group (TIG)

In business since 1981, TIG is today a nationwide, full service systems integrator. TIG consistently provides a variety of comprehensive computer solutions to optimize the way our clients operate. TIG empowers organizations by leading with professional services consulting. Specialization includes: storage, security, help desk, asset management, web design and hosting, systems engineering, technical support (data management), unified communications, wireless, managed print services, software licensing, data cabling as well as e-commerce procurement of hardware, software, computer supplies and media.

Let us help you leverage the right contract, find the right solution, get the right price!



Xerox Hawaii is the #1 office equipment and solutions vendor throughout the State of Hawaii. We provide local clients with enterprise class office equipment, business process automation, and document management services. As a trusted partner to the State of Hawaii Government, we provide outstanding local customer service and support with our staff of over 200 employees. Each year, Xerox invests over \$1.2 billion in Research & Development and we are creating exciting solutions that have helped to push us to the #1 spot on Gartner's 2015 Magic Quadrant for Management Print and Content Services.