WELCOME TO TODAY'S TRAINING ON DOING BUSINESS WITH THE STATE OF HAWAII LET'S JUMP RIGHT IN

FIRST OF ALL I WANT TO LET ALL OF YOU GUYS KNOW THAT PROCUREMENT IN HAWAII IS VERY DECENTRALIZED WITH EACH DEPARTMENT AND JURISDICTION HAVING ITS OWN AUTHORITY TO ISSUE ITS OWN PROCUREMENTS FOR GOODS SERVICES AND CONSTRUCTION THERE ARE SEVERAL EXCEPTIONS FOR INSTANCE THE DEPARTMENT OF ACCOUNTING AND GENERAL SERVICES PUBLIC WORKS DIVISION WELL THEY ARE THE GUYS WHO DEAL WITH MAJORITY OF THE ENGINEERING DESIGN AND CONSTRUCTION FOR STATE BUILDINGS WHILE THE DEPARTMENT OF TRANSPORTATION ON THE OTHER HAND HANDLES ALL OF THE CONSTRUCTION AND MAINTENANCE FOR ALL OF THE STATE'S HARBORS HIGHWAYS AND AIRPORTS AND THEN THERE ARE TIMES WHEN MY OFFICE MAY ISSUE A STATEWIDE OR COMPLEX PROCUREMENT LIKE OUR E-PROCUREMENT SYSTEM HIEPRO

SO WITH EVERY WITH SO WITH ALL OF THESE DEPARTMENTS AND JURISDICTIONS BEING ABLE TO ISSUE THEIR OWN PROCUREMENTS YOU'RE PROBABLY THINKING TO YOURSELF WHO ARE MY POTENTIAL CUSTOMERS THAT I MAY BE DOING BUSINESS WITH WELL DUE TO THE MAKEUP OF OUR STATE WITH OUR SIX MAIN ISLANDS THERE ARE TOTAL 21 DIFFERENT JURISDICTIONS THAT YOU MAY END UP DOING BUSINESS WITH AND EACH JURISDICTION HAS ITS OWN CHIEF PROCUREMENT OFFICER A CPO FOR TODAY'S TRAINING JUST KNOW THAT THE DEPARTMENT OF TRANSPORTATION FALLS UNDER THE EXECUTIVE BRANCH AND THE CHIEF PROCUREMENT OFFICER IS ACTING SPO ADMINISTRATOR BONNIE KAHUKUI HERE ON THE SLIDE I PROVIDED YOU A LIST OF ALL THE 21 JURISDICTIONS WITH ALL OF THEIR CPOS AND IF YOU WANT TO KNOW WHO THEY ARE THERE'S A LINK AT THE BOTTOM OF THE SLIDE AND YOU CAN GO AND ACCESS THEIR CONTACT INFORMATION

OVERVIEW OF GOVERNMENT CONTRACTING OKAY SO I'M SUPPOSED TO TELL YOU GUYS THAT GOVERNMENT CONTRACTING IS THE PROCESS TO OBTAIN NEEDED GOODS SERVICES OR CONSTRUCTION TO ENABLE GOVERNMENT OPERATIONS TO CONDUCT AND ACHIEVE ITS MISSION WOW SOUNDS GOOD RIGHT BUT WHAT DOES THAT ACTUALLY MEAN WELL BASICALLY IT MEANS BECAUSE STATE AND COUNTY AGENCIES ARE USING TAX PAYERS FUNDS THERE ARE CERTAIN STATUTES RULES PROCEDURES THAT WE ALL MUST ABIDE BY IN ADDITION TO THE ADDITIONAL INTERNAL PROCEDURES THAT SOME OF THE DEPARTMENTS DIVISIONS AND OFFICES MAY ALSO HAVE AND I WILL BE 100 PERCENT HONEST WITH YOU GUYS THE PROCESS IS LENGTHY AND COMPLEX AND SOMETIMES OVERWHELMING IF YOU HAVE NEVER DONE THIS BEFORE JUST KNOW YOU ARE NOT ALONE AND WE ARE ALL HERE TO HELP YOU ON THIS SLIDE YOU WILL ALSO SEE THAT THERE ARE A VARIETY OF GOVERNMENT CONTRACTING PROCESSES AVAILABLE TO STATE AND COUNTY AGENCIES FOR TODAY'S TRAINING I'M ONLY GOING TO FOCUS ON HRS CHAPTER 103D THE HAWAII PUBLIC PROCUREMENT CODE WHICH IS ONE ONLY ONE OF SEVERAL PROCESSES THAT RESULTS IN A GOVERNMENT CONTRACT

HERE IS A LIST OF ALL OF THE HRS 103D METHODS OF PROCUREMENT THAT THE STATE USES TO PURCHASE GOODS SERVICES AND CONSTRUCTION AND INSTEAD OF OVERWHELMING YOU GUYS WITH THE REQUIREMENTS OF EACH ONE OF THESE METHODS OF PROCUREMENT WHEN YOU HAVE A CHANCE PLEASE GO AHEAD AND CHECK OUT OUR SPO SITE AND CHECK OUT THE REQUIREMENTS FOR EACH METHOD OF PROCUREMENT FOR THOSE OF YOU WHO DABBLE IN GOODS AND SERVICES SOME OF THE METHODS OF PROCUREMENT YOU MIGHT WANT TO CHECK OUT IS COMPETITIVE SEALED BIDS OR INVITATION FOR BIDS KNOWN AS IFBS COMPETITIVE SEALED PROPOSALS OR REQUESTS FOR PROPOSALS KNOWN AS RFPS I WOULD ALSO CHECK OUT SOLE SOURCE REQUESTS AND SMALL PURCHASES OR REQUESTS FOR QUOTES KNOWN AS RFQS FOR THOSE OF YOU OUT THERE WHO DABBLE IN ARCHITECTURE PROFESSIONAL ENGINEERING LANDSCAPE ARCHITECTURE LAW ACCOUNTING DENTISTRY PUBLIC BOND WRITING ETC THEN PLEASE CHECK OUT THE PROFESSIONAL SERVICES METHOD OF PROCUREMENT AND THEN FOR THE CONSTRUCTION VENDORS OUT THERE TODAY DEFINITELY TAKE A LOOK AT THE SMALL PURCHASES METHOD OF PROCUREMENT THE DOLLAR THRESHOLD FOR CONSTRUCTION IS ANYTHING LESS THAN 250,000 DOLLARS SO ANYTHING ABOVE THAT AMOUNT WILL PROBABLY COME OUT AS A COMPETITIVE SEALED BID IFB I WOULD ALSO TAKE A LOOK AT THE EMERGENCY METHOD OF PROCUREMENT BECAUSE FROM TIME TO TIME AN IMMEDIATE REPAIR MAY BE NECESSARY TO PREVENT FURTHER DAMAGE TO A PUBLIC OR PRIVATE ENTITY SO WHO KNOWS YOU MAY BE CALLED UPON TO BE A HERO IF YOU CLICK ON THE LINK BELOW

THEN YOU SHOULD LAND ON THIS PAGE CALLED GOODS SERVICES AND CONSTRUCTION AND AS YOU CAN SEE WE PROVIDED A TILE FOR EACH METHOD OF PROCUREMENT SO THAT YOU CAN GO AHEAD AND CHECK OUT THE APPLICABLE METHODS TO YOUR BUSINESS FOR INSTANCE IF I WAS TO CLICK ON COMPETITIVE SEALED BIDDING PROCUREMENT METHODS

THEN I WOULD GET TO SEE INFORMATION SUCH AS BASIS FOR AWARD A BRIEF DESCRIPTION OF THE PROCEDURE MONETARY CAP TERM LIMIT OF CONTRACT PUBLIC NOTICE OF SOLICITATION AND PUBLIC NOTICE OF AWARD BASICALLY ALL THE REQUIREMENTS THAT YOU NEED TO KNOW FOR THIS METHOD OF PROCUREMENT

I ALSO ENCOURAGE ALL OF THE VIEWERS ON TODAY TO GO AHEAD AND REVIEW ALL OF THE STATUTES RULES AND REFERENCES THAT ARE LOCATED AT THE BOTTOM OF EACH METHOD OF PROCUREMENT PAGE AND TO TAKE THE TIME TO GO THROUGH EACH METHOD OF PROCUREMENT THAT IS APPLICABLE TO YOUR BUSINESS YOU KNOW PRIOR TO TODAY I WAS REALLY OVERTHINKING HOW I WAS GOING TO SHARE ALL OF THIS INFORMATION WITH YOU GUYS WHETHER I WAS GOING TO OVERLOAD YOU WITH STATISTICS USE THE SAME INFORMATION THAT WE ALWAYS SHARE WITH VENDORS BUT THEN I THOUGHT TO MYSELF WHAT IS THE NUMBER ONE THING THAT I WANT ALL OF YOU GUYS TO TAKE AWAY FROM TODAY AND THAT IS A GREAT EXPERIENCE SO SORRY DOT I'M GOING TO SWITCH UP THE SCRIPT A LITTLE BIT AND WE'RE GOING TO CONTINUE ON FROM MY POINT OF VIEW OF IF I WAS A VENDOR WHAT WOULD I WANT TO KNOW WITH THE HOPE THAT WITH THIS INFORMATION THAT I SHARE WITH ALL OF YOU TODAY THE BETTER GOOD SERVICES AND CONSTRUCTION YOU CAN GIVE BACK TO THE PEOPLE OF HAWAII LIKE MAYA ANGELOU SAID WHEN YOU LEARN TEACH AND WHEN YOU GET GIVE SO IF YOU HAVEN'T GOTTEN THIS CONTRACT YET OR THAT CONTRACT YET NO WORRIES JUST KEEP DOING WHAT YOU'VE BEEN DOING AND KEEP TRYING LEARN HOW YOU CAN DO BETTER AND THEN TRY AGAIN LIKE LOCAL STYLE NO SUCH THING NO CAN ALWAYS CAN IF THERE'S ONLY ONE THING THAT YOU REMEMBER JUST REMEMBER IF CAN CAN AND IF NO CAN HOW CAN AND THIS IS HOW YOU CAN YOU GOT YOUR PEN AND PAPER READY

NUMBER ONE THING TO DO IS KNOW WHERE TO SEARCH FOR BIDDING OPPORTUNITIES FOR THE EXECUTIVE BRANCH PROCUREMENTS MUST BE ISSUED VIA HIEPRO OR E-PROCUREMENT SYSTEM FOR SMALL PURCHASES OVER FIFTEEN THOUSAND DOLLARS BUT THE BEST PLACE TO LOOK FOR BIDDING OPPORTUNITIES IS ON OUR HAWAII AWARDS AND NOTICES DATA SYSTEM (HANDS) WHERE PROCUREMENT INFORMATION FROM MULTIPLE STATE AND COUNTY AGENCIES ARE DISPLAYED ALL IN ONE PLACE IN ADDITION TO THE INFORMATION PROVIDED HERE PLEASE ADD A NOTE THAT HANDS DOES NOT HAVE THE CAPACITY TO NOTIFY VENDORS OF SOLICITATIONS SO PLEASE CHECK BACK HERE PERIODICALLY

WHEN YOU GET TO THE HANDS HOME PAGE JUST CLICK ON BIDDING OPPORTUNITIES IN THE TOP BANNER AND YOU CAN SEARCH FOR SOLICITATION USING KEYWORDS IN THE SEARCH BOX PROVIDED AND IF YOU CLICK ON SHOW MORE SEARCH CRITERIA

YOU CAN SEARCH BY CATEGORY ITEM WHERE THE GOODS AND SERVICES ARE NEEDED OR WHERE THE CONSTRUCTION WILL TAKE PLACE DEPARTMENT OR EVEN BY JURISDICTION

FOR THIS EXAMPLE LET'S GO AHEAD AND SEARCH BY DEPARTMENT AND CHOOSE TRANSPORTATION FOR HDOT

OKAY AND HERE IS WHAT YOU WILL SEE WHEN THE INFORMATION POPULATES IF YOU LOOK AT THE SOLICITATION NUMBERS YOU WILL NOTICE THAT SOME BEGINS WITH A Q AND SOME BEGINS WITH A B JUST MAKE A NOTE THAT IF YOU SEE A SOLICITATION NUMBER THAT BEGINS WITH A Q B OR P THEN THERE ARE MORE THAN LIKELY THE SOLICITATION IS ON HIEPRO TO SEE ADDITIONAL GENERAL INFORMATION ABOUT SOLICITATION JUST CLICK ANYWHERE ON THE SOLICITATIONS ROW

AND THEN YOU'LL BE ABLE TO SEE INFORMATION SUCH AS THE DIVISION WITHIN DOT THAT YOU MAY BE DOING BUSINESS WITH ANY SPECIFICATIONS OR INSTRUCTION THE BUYER NEEDS YOU TO KNOW ABOUT SUCH AS WHERE TO PICK UP A CD OF THE BLUEPRINTS THE OFFER FORM TO SUBMIT BACK WITH YOUR PRICING ETC ALL IN THE GENERAL INFORMATION TAB AND IF YOU CLICK ON THE NEXT TAB CONTACT INFORMATION

THEN NOT ONLY WILL YOU BE ABLE TO SEE THE BUYER'S CONTACT INFORMATION BUT YOU WILL ALSO BE ABLE TO SEE THE SPECIFICATIONS CONTACT INFORMATION TOO IF IT'S AVAILABLE SO IF AT ANY TIME YOU HAVE A QUESTION ABOUT A SOLICITATION MAKE SURE YOU CONTACT THE BUYER ASAP

BEFORE I MOVE ON I JUST WANT TO SHOW YOU ANOTHER QUICK EXAMPLE OF THE RESULTS YOU WOULD GET BY SEARCHING USING KEYWORDS FOR THIS ONE I USE THE KEYWORD MAINTENANCE AND HERE ARE THE FOUR SOLICITATIONS FOR DOT THAT INVOLVE MAINTENANCE PRETTY COOL RIGHT WANT EVEN MORE BIDDING OPPORTUNITIES IF YOU TAKE OUT THE DEPARTMENT'S SEARCH CRITERIA ALTOGETHER AND JUST SEARCH BY USING THE KEYWORD MAINTENANCE THEN NOT ONLY WILL YOU SEE THE FOUR SOLICITATIONS FOR DOT BUT YOU WILL ALSO GET TO SEE IF OTHER DEPARTMENTS OR JURISDICTIONS ALSO NEED MAINTENANCE TOO SO PLEASE TAKE THE TIME AND PLAY AROUND WITH THE SEARCH FEATURES TO SEE WHAT'S REALLY OUT THERE

NOW THAT YOU KNOW A LITTLE BIT ABOUT HANDS THE NEXT THING THAT I WOULD DO IF I WAS A SMALL BUSINESS VENDOR IS TO GO AHEAD AND REGISTER ON OUR HANDS SMALL BUSINESS INITIATIVE SITE YOU CAN ACCESS IT THROUGH HANDS BY CLICKING ON THE SMALL BUSINESS IN THE TOP BANNER OR BY USING THE LINK BELOW IF YOU ACCESS IT THROUGH HANDS YOU WILL GET A POP-UP LETTING YOU KNOW THAT THE SMALL BUSINESS INITIATIVE HAS BEEN DEFERRED UNTIL FURTHER NOTICE AND THAT IF YOU ARE A SMALL BUSINESS TO GO AHEAD AND REGISTER SO THAT WE CAN KEEP YOU ABREAST OF ANY CHANGES IN THE FUTURE MEANING IF YOU ARE A SMALL BUSINESS BUSINESSES OWNED BY VETERANS NATIVE HAWAIIANS AND WOMEN ONCE YOU SELF-REGISTER ON OUR SMALL BUSINESS INITIATIVE GOVERNMENT AGENCIES CAN USE HANDS TO SEND YOU OUT NOTIFICATIONS OF ANY UPDATES AND IN THE MEANTIME WE CAN ALSO SEARCH FOR YOUR BUSINESSES TO SEE WHAT YOU ARE OFFERING

SO THE LAST TIME THAT I CHECKED THERE WAS A TOTAL OF 359 REGISTERED SMALL BUSINESSES ON THE INITIATIVE AND I KNOW THAT THERE ARE WAY MORE OF YOU OUT THERE SINCE A PRIOR STUDY SHOWED THAT 80 PERCENT OF THE BUSINESSES IN HAWAII ARE SMALL BUSINESSES SO IF YOU HAVEN'T ALREADY PLEASE GO AHEAD AND REGISTER WHEN YOU HAVE THE CHANCE

NEXT ON YOUR THING OF TO-DO'S IS TO GO AHEAD AND REGISTER ON HIEPRO BY CREATING AN EHAWAII.GOV ACCOUNT OR IF YOU ALREADY HAVE AN EHAWAII.GOV ACCOUNT TO JUST GO AHEAD AND LOG IN THERE IS NO COST FOR VENDORS TO REGISTER OR TO SUBMIT QUOTES OR BIDS HOWEVER UPON AWARD THE AWARDED VENDOR MUST PAY NIC HAWAII WHO MAINTAINS AND HOSTS HIEPRO 0.75 PERCENT OF THE ORIGINAL ESTIMATED AWARD AMOUNT CAPPED AT 5,000 DOLLARS WITHIN 30 DAYS

AS I STATED BEFORE HIEPRO IS THE STATE OF HAWAII'S E-PROCUREMENT SYSTEM WHERE SOLICITATIONS ARE ISSUED RESPONSES ARE RECEIVED AND NOTICES OF AWADS ARE ALSO ISSUED THE MAIN DIFFERENCE BETWEEN HIEPRO AND HANDS IS THAT ON HIEPRO EMAIL NOTIFICATIONS OF SOLICITATIONS AMENDMENTS AND CANCELLATIONS ARE ONLY SENT OUT TO VENDORS WHO HAVE REGISTERED IN HIEPRO AND HAVE INCLUDED THE SOLICITATION'S COMMODITY CODES IN THEIR VENDOR PROFILES

WHEN YOU GET TO THE HIEPRO HOME WELCOME PAGE CLICK ON SEARCH IN THE TOP BANNER AND YOU CAN SEARCH FOR SOLICITATION BY NUMBER BY USING KEYWORDS BY DEPARTMENT OR EVEN BY METHOD OF PROCUREMENT AND IF YOU CLICK ON SHOW MORE CRITERIA YOU CAN ALSO SEARCH BY CATEGORY ISLAND OR EVEN BY THE DEPARTMENT SOLICITATION NUMBER

FOR THIS DEMO LET'S SEARCH BY DEPARTMENT AGAIN AND CHOOSE TRANSPORTATION FOR HDOT

AND HERE IS WHAT YOU WILL SEE WHEN THE INFORMATION POPULATES JUST CLICK ON THE SOLICITATION'S NUMBER TO SEE ADDITIONAL INFORMATION ABOUT THE SOLICITATION

FOR INSTANCE IN THE GENERAL INFORMATION TAB YOU WILL SEE THE DIVISION WITHIN DOT YOU MAY BE WORKING WITH THE SOLICITATION SPECIFICATIONS AND INSTRUCTIONS MAY BE ATTACHED AT THE BOTTOM AND MOST IMPORTANTLY IT WILL SHOW YOU THE BUYER’S CONTACT INFORMATION SO YOU KNOW WHO TO CALL IF YOU HAVE ANY QUESTIONS THEN IF YOU CLICK ON THE NEXT TAB LINE ITEMS

IT WILL SHOW YOU THE QUANTITY UNIT OF MEASURE AND THE COMMODITY CODES ASSOCIATED WITH THE SOLICITATION AND YOU CLICK AND IF YOU CLICK ON THE DOWN ARROW ON THE FAR RIGHT

THEN YOU WILL GET TO SEE THE DESCRIPTION OF EACH COMMODITY CODE ASSOCIATED WITH THE SOLICITATION AS WELL AS ANY ATTACHMENTS LIKE THE OFFER FORM TO BE SUBMITTED BACK TO THE BUYER WITH YOUR PRICING AS YOU ARE SEARCHING FOR SOLICITATIONS TO BID ON MY ONLY SUGGESTION IS TO PAY ATTENTION TO THE COMMODITY CODES BEING USED AND IF YOUR VENDOR PROFILE DOES NOT INCLUDE THOSE COMMODITY CODES BUT THEY ARE APPLICABLE TO YOUR BUSINESS THEN PLEASE BE SURE TO ADD THEM TO GET THE EMAIL NOTIFICATIONS

THE LAST TAB DISPLAYED IS THE INSTRUCTIONS TAB AND ALL YOU NEED TO DO IS JUST MAKE SURE THAT YOU COMPLY WITH ALL OF THE INSTRUCTIONS IN ORDER TO BE A RESPONSIVE RESPONSIBLE BIDDER NOW THAT YOU HAVE SEEN THE PUBLIC DISPLAY I AM NOW GOING TO SHOW YOU WHY IT IS SO IMPORTANT TO REGISTER AS A VENDOR

TAKE A LOOK AT ALL OF THE ADDITIONAL INFORMATION YOU WILL NOT SEE UNLESS YOU'RE REGISTERED AND LOGGED IN LIKE THE PRE-OFFER CONFERENCE DATE AND TIME THE CONTRACT START AND END DATE FOR SERVICES AND CONSTRUCTION OR THE REQUIRED DELIVERY DATE FOR GOODS REMEMBER HOW I KEPT SAYING IF YOU HAVE A QUESTION TO GO AHEAD AND NOTIFY THE BUYER WELL FOR SOME PROCUREMENTS ESPECIALLY IFBS AND RFPS THE BUYER MAY OPT TO USE THE QUESTION AND ANSWER FEATURES IN HIEPRO WHERE THEY WANT YOU TO INPUT ANY QUESTIONS THAT YOU MAY HAVE AND FOR ME AS A BUYER WHEN VENDORS ASK QUESTIONS I REALLY APPRECIATE WHEN THEY GIVE A REFERENCE LIKE THE PAGE NUMBER OR THE SECTION NUMBER THEY'RE REFERENCING IN MY SOLICITATION THAT WAY THERE'S NO MISCOMMUNICATION ABOUT WHAT IS BEING ASKED AND IT MAKES IT SO MUCH EASIER TO RESPOND BACK

IF YOU SCROLL FURTHER DOWN ON THE GENERAL INFORMATION PAGE THEN YOU GET TO SEE WHERE THE PRE-OFFER CONFERENCE WILL TAKE PLACE FOR THIS ONE IT LOOKS LIKE IT WILL BE DONE VIA A WEBINAR AND THE BUYER PROVIDED A LINK FOR YOU GUYS TO ATTEND IT ALSO ASKS VENDORS TO LIST THE NUMBER OF ATTENDEES AND TO REGISTER TO ATTEND LAST BUT NOT LEAST AT THE BOTTOM YOU'LL SEE THE BILLING INFORMATION SO YOU KNOW WHO TO SEND THE BILL TO

THE INTERESTED VENDORS TAB IS WHERE YOU CAN ADD YOURSELF TO SHOW OTHER VENDORS YOU'RE INTERESTED AND IT'S ALSO A GOOD PLACE FOR PRIME CONSTRUCTION CONTRACTORS TO SEE WHAT SUBCONTRACTORS ARE WILLING AND ABLE TO DO THE JOB

ON THE QUESTION AND ANSWERS TAB RIGHT NOW IT IS BLANK BECAUSE WHEN I PULLED A SCREENSHOT A COUPLE OF WEEKS AGO THE QUESTION AND ANSWERS DUE DATE AND TIME DID NOT PASS YET NOW THAT IT IS MAY 25TH IF YOU WERE TO GO AND LOOK AT THE SAME Q AND A TAB FOR SOLICITATION B21001738

NOT ONLY WILL YOU BE ABLE TO SEE THE QUESTIONS THAT YOU ASKED BUT THE QUESTIONS THAT OTHER VENDORS ASK TOO ON TOP OF THE BUYER'S RESPONSES TO EACH ONE OF THOSE QUESTIONS

THE LAST TAB IS CALLED THE HISTORY TAB AND TO ME IS THE MOST IMPORTANT TAB FOR YOU GUYS TO CHECK BECAUSE YOU CAN KNOW WHO THE BUYER IS WHAT THE SCOPE OF WORK IS WHEN THE DUE DATE IS BUT IF YOU GO INTO THE HISTORY TAB AND DO NOT SEE OFFER SUBMITTED THEN YOUR BID WAS NOT SUBMITTED EVEN IF YOU THOUGHT IT WAS AND IF YOU CALL THE BUYER UP ALL THEY ARE GOING TO TELL YOU IS THAT YOU MISSED THE DUE DATE AND THAT YOUR OFFER WILL NOT BE CONSIDERED

SO CHECK THE HISTORY TAB TO MAKE SURE YOUR OFFER WAS SUBMITTED AND TRY NOT TO WAIT TO THE LAST MINUTE TO SUBMIT YOUR OFFER BECAUSE IF YOU DO RUN INTO TECHNICAL DIFFICULTIES AND WE ALL KNOW THAT THEY HAPPEN AT THE WORST POSSIBLE MINUTE AND MISS THE DUE DATE THE SUBMIT BUTTON WILL BE GONE AND YOUR OFFER WILL NOT BE SUBMITTED ACCEPTED EVEN IF YOU EMAILED IT DIRECTLY TO THE BUYER

BEFORE I MOVE ON TO OUR NEXT SUBJECT I WANT TO ENCOURAGE ALL OF YOU TO TAKE THE TIME TO CHECK OUT OUR HIEPRO HELP VIDEOS FOR INSTANCE YOU MAY HAVE HEARD ME MENTION COMMODITY CODES AND WAS WONDERING WHAT IS SHE TALKING ABOUT WELL NO WORRIES I WASN'T GOING TO LEAVE YOU GUYS HANGING AND THIS IS WHERE I WOULD GO TO FIND OUT ABOUT COMMODITY CODES IN LESS THAN A MINUTE

SO THE NEXT THING TO DO IS REGISTER ON HAWAII COMPLIANCE EXPRESS KNOWN AS HCE THE ANNUAL REGISTRATION FEE IS 12 DOLLARS AND THE HCE CERTIFICATE OF VENDOR COMPLIANCE A CVC MAY BE USED TO COMPLY WITH HRS SECTION 103D-310C AND HAR SECTION 3-122-112 FOR AWARDS OVER $2500 AND FOR FINAL PAYMENT

SO WHAT IS HCE BASICALLY HCE IS AN ELECTRONIC SYSTEM THAT ALLOWS VENDORS CONTRACTORS AND SERVICE PROVIDERS DOING BUSINESS WITH THE STATE A QUICK AND EASY WAY TO DEMONSTRATE COMPLIANCE WITH APPLICABLE LAWS AND REPLACES THE NECESSITY FOR YOU GUYS TO OBTAIN PAPER COMPLIANCE CERTIFICATES FROM AGENCIES LIKE THE DEPARTMENT OF TAXATION THE FEDERAL INTERNAL REVENUE SERVICES THE DEPARTMENT OF LABOR AND INDUSTRIAL RELATIONS AND THE DEPARTMENT OF COMMERCE AND CONSUMER AFFAIRS FYI PRIOR TO AWARDING A CONTRACT THE STATE AGENCY WILL VERIFY COMPLIANCE AND IF A VENDOR IS NOT COMPLIANT AT THE TIME OF AWARD THEN UNFORTUNATELY THAT OFFER WILL NOT RECEIVE THAT AWARD

OKAY AT THE TOP PART OF THE SLIDE HERE IS WHAT YOU WILL NEED TO REGISTER YOUR BUSINESS IN HCE AND ONCE REGISTERED YOU WILL RECEIVE A FULL YEAR OF SERVICE AUTOMATIC SUBMISSION OF INFORMATION TO DOTAX THE IRS DLIR AND DCCA AUTOMATIC EMAIL NOTIFICATIONS OF STATUS CHANGES SO THAT YOU GUYS KNOW WHEN TO TAKE ACTION RIGHT AWAY AND UNLIMITED ACCESS BY STATE AND GOVERNMENT AGENCIES TO PRINT THE CERTIFICATE FOR THEIR USE

OKAY IN THE NEXT COUPLE OF SLIDES I WILL BE SHOWING YOU HOW TO CHECK OUT HANDS TO SEE WHAT CONTRACT AWARDS WERE PREVIOUSLY MADE WE'RE GOING TO CHECK OUT THE SPO PRICE AND VENDOR LIST CONTRACTS TO SEE WHAT COMMODITIES SPO PROCURES ON BEHALF OF THE EXECUTIVE BRANCH AGENCIES AND ANY OF THE OTHER 21 CPO JURISDICTIONS HOW TO SUBMIT AN OIP REQUEST TO GET AN AWARD ABSTRACT WHERE TO GO TO SEE WHAT VENDORS HAVE BEEN SUSPENDED OR DEBARRED AND HOW TO QUALIFY AND REGISTER YOUR COMPANY ON OUR HAWAII PRODUCTS LIST

OKAY TO GET AN IDEA OF THE PRODUCTS AND SERVICES PROCURED BY THE STATE IN THE PAST YEARS TO NOW THE FIRST THING THAT I WOULD DO IS CHECK OUT HANDS AND SEARCH CONTRACT AWARDS DON'T FORGET TO CHECK SHOW ARCHIVED AWARDS TO SEE ALL OF THE RESULTS YOU MAY GET LUCKY AND ANOTHER VENDOR MAY HAVE ALREADY BEEN AWARDED THE SAME GOOD OR SERVICE SO THAT YOU CAN GET AN IDEA OF THE PRICES THAT WERE SUBMITTED AND AWARDED WHICH IS ONE GOOD WAY TO KNOW ABOUT WHAT YOUR COMPETITION IS DOING

THE SPO PRICE AND VENDOR LIST CONTRACTS ARE FOR COMMONLY PURCHASED COMMODITIES THAT VARIOUS AGENCIES PURCHASE ON A REGULAR BASIS SUCH AS COMPUTER EQUIPMENT OFFICE SUPPLIES INDUSTRIAL SUPPLIES AUTOMOTIVE PARTS ETC THESE PRICE AND VENDOR LIST CONTRACTS WERE SOLICITED BY THE STATE PROCUREMENT OFFICE OR SOLICITED BY NASPO VALUE POINT COOPERATIVE PURCHASING ORGANIZATION SO WHEN YOU HAVE A CHANCE PLEASE GO AHEAD AND CHECK OUT SOME OF THE COMMODITIES THAT STATE BUYS

SUBMIT AN OIP REQUEST TO FIND OUT WHAT THE LINE ITEM PRICES OF PRODUCTS OR SERVICES BOUGHT BY THE STATE WERE PURSUANT TO HRS CHAPTER 92 HAWAII'S PUBLIC RECORDS LAW IS THE UNIFORM INFORMATION PRACTICES ACT KNOWN AS UIPA AND THE OFFICE OF INFORMATION PRACTICES KNOWN AS OIP CREATED BY LEGISLATURE IN 1988 ARE THE ONES WHO ADMINISTER THE UIPA AND SERVES AS A RESOURCE FOR BOTH THE PUBLIC AND THE GOVERNMENT AGENCIES IN INTERPRETING AND APPLYING THE LAW'S PROVISIONS HERE ARE THE OIP FORMS THAT MAY BE USED BY THE PUBLIC TO REQUEST ACCESS TO GOVERNMENT RECORDS OR BY THE GOVERNMENT AGENCIES TO REPLY TO A REQUESTER

OKAY SO BEFORE YOU GO OFF AND START SUBMITTING ALL OF THESE REQUESTS TO ACCESS THE GOVERNMENT RECORD FORM JUST KNOW THAT THE AGENCY MAY CHARGE YOU FEES TO SEARCH FOR REVIEW AND SEGREGATE YOUR REQUEST AND PURSUANT TO HAR SECTION 2-71-91 AND -31 AND -32 THE AGENCY MUST WAIVE THE FIRST 30 DOLLARS IN FEES ASSESSED FOR GENERAL REQUESTERS OR IN THE ALTERNATIVE THE FIRST 60 DOLLARS IN FEES WHEN THE AGENCY FINDS THAT THE REQUEST IS MADE IN THE PUBLIC'S INTEREST AND ONLY ONE WAIVER IS PROVIDED FOR EACH REQUEST FOR EITHER PERSONAL OR PUBLIC RECORD REQUESTS JUST KNOW THAT THE AGENCY MAY CHARGE YOU FOR THE COST OF COPYING AND DELIVERING THE RECORDS IN RESPONSE TO YOUR REQUEST AND ONE WAY TO AVOID THIS ONE COST CHARGE IS TO REQUEST THAT THE INFORMATION BE PDF’ED AND EMAILED TO YOU IF YOU GET A NOTICE OF REQUEST FORM FROM AN AGENCY YOU REQUESTED INFORMATION FROM CHECK OUT THE PREPAYMENT IS REQUIRED SECTION ASAP BECAUSE THE AGENCY MAY REQUIRE PREPAYMENT OF 50 PERCENT OF THE TOTAL FEES OR 100 PERCENT OF THE TOTAL COSTS BEFORE THEY WILL EVEN LOOK AT OR PROCESS YOUR OIP REQUEST

THE BEST ADVICE THAT I CAN GIVE ALL OF YOU ON OIP REQUEST IS TO BE SPECIFIC ON WHAT YOU ASK FOR IN TALKING TO VENDORS THE MAIN THING THEY WANT TO KNOW IS WHO ARE THE PAST AWARDEES AND WHAT PRICES WERE THEY AWARDED AT FOR THIS ONE IF THAT'S ALL YOU WANT TO KNOW IF AN AWARD WAS MADE ON HIEPRO THEN ONCE THE SOLICITATION CLOSES THE OFFERS SUBMITTED ARE PUBLICIZED AND ONCE AN AWARD IS ISSUED YOU CAN VIEW THAT TOO BUT IT ONLY SHOWS YOU THE TOTAL AMOUNT AWARDED VERSUS THE PRICE SUBMITTED PER LINE ITEM WHICH IS WHAT YOU REALLY WANT TO KNOW

THIS IS AN OLD SCREENSHOT BUT I JUST WANTED TO USE IT TO SHOW YOU WHERE TO FIND ANY SUSPENDED OR DEBARRED VENDORS IF A VENDOR IS SUSPENDED THEN USUALLY ANY BIDS OR PROPOSALS WILL NOT BE SOLICITED OR CONSIDERED FOR AWARD FROM THAT PERSON OR FIRM DURING THE SUSPENSION PERIOD HOWEVER THE SUSPENSION DOES NOT PRECLUDE THEM FROM BEING LISTED AS AWARDEESAS SUBCONTRACTORS IN AWARDS TO BE A DEBARRED VENDOR ON THE OTHER HAND MEANS THE VENDOR WAS ALREADY SUSPENDED THE INVESTIGATION HAS BEEN COMPLETED AND A DETERMINATION WAS MADE TO DEBAR THE VENDOR FROM ANY AWARD OF PUBLIC CONTRACTS AND FROM PERFORMANCE ON ANY PUBLIC CONTRACTS

FOR HRS 103D PROCUREMENTS I JUST WANT TO LET YOU ALL KNOW THAT BUYERS ARE RESPONSIBLE TO VERIFY WHETHER OR NOT A COMPANY IS SUSPENDED BY THE DIRECTOR OF LABOR AND INDUSTRIAL RELATIONS FOR PERFORMING ANY WORK ON ANY STATE OR COUNTY PUBLIC WORKS CONSTRUCTION PROJECT AS A CONTRACTOR OR AS A SUBCONTRACTOR IN ACCORDANCE WITH HRS SECTION 104-25 SUSPENSIONS FROM WHAT I HAVE SEEN ON DLIR'S SITE IF A VENDOR HAS A ONE REMARK THEN THEY ARE SUSPENDED FROM ALL NEW WORK FOR THREE YEARS AND IF A VENDOR HAS A TWO REMARK THEN THEY ARE SUSPENDED FROM ALL WORK UNTIL ALL BACK WAGES AND PENALTIES ARE PAID IN FULL AND IF YOU HAVE ANY QUESTIONS CONCERNING THESE TYPES OF SUSPENSIONS PLEASE CONTACT DLIR AT 808 586-8771 AGAIN THAT'S 808 586-8771

FOR THE VENDORS OUT THERE WHO CREATE HAWAII PRODUCTS WHERE YOUR PRODUCTS ARE MINED EXCAVATED PRODUCED MANUFACTURED RAISED OR GROWN IN THE STATE OF HAWAII AND WHERE THE COST OF THE HAWAII INPUT TOWARDS THE PRODUCT EXCEEDS 50 PERCENT OF THE TOTAL COST OF THE PRODUCT THEN PLEASE TAKE A LOOK AT OUR HAR SECTION 3-124-3 ON QUALIFICATION PROCEDURES FOR INFORMATION ON HOW TO QUALIFY AND REGISTER YOUR PRODUCT ON OUR HAWAII PRODUCTS LIST SHOWN HERE

TO QUALIFY FOR THE HAWAII PRODUCT PREFERENCE THE APPLICATION YOU WILL NEED TO COMPLETE IS CALLED THE CERTIFICATION FOR HAWAII PRODUCT PREFERENCE AND CAN BE DOWNLOADED FROM OUR SPO FORM SITE WITH THE LINK BELOW AND ONCE YOU ARE ON THE FORMS PAGE SEARCH USING KEYWORD SPO-038 IN THE SEARCH BOX PROVIDED FYI IN ADDITION TO FILLING OUT AND COMPLETING THE SPO-038 FORM PLEASE PROVIDE A DETAILED COST BREAKDOWN FOR LINE ITEMS 12A TO 12D FOR HAWAII INPUT AND NON-HAWAII INPUT TO HELP EXPEDITE THE PROCESSING OF YOUR SPO-038 FORM

NOW I AM GOING TO SHARE WITH YOU WHAT DEPARTMENTS MAY KNOW ABOUT BUT YOU MAY NOT STARTING WITH YOUR RIGHT TO PROTEST WHERE TO FIND THE HAWAII PUBLIC PROCUREMENT DESKTOP REFERENCE WHY THERE ARE ONLY SOME CONTRACTS AVAILABLE TO HAWAII VENDORS ONLY WHAT LAWS HAVE BEEN SUSPENDED PURSUANT TO GOVERNOR IGE'S EMERGENCY PROCLAMATIONS AND WHAT YOU CAN DO IF YOUR HCE STATUS WITH THE IRS IS STILL SHOWING AS PENDING OR NOT COMPLIANT

OKAY KNOW YOUR RIGHTS TO PROTEST SO THAT IF PEOPLE TRY TO TAKE THEM AWAY FROM YOU YOU CAN STOP THEM BEING IN THE POLICIES AND COMPLIANCE SECTION IN MY OFFICE I HAVE TALKED TO A LOT OF VENDORS OVER THE YEARS WHO ARE AFRAID TO PROTEST BECAUSE THEY'RE AFRAID OF BEING BLACKLISTED BY A DEPARTMENT OR AGENCY I AM HERE TO TELL YOU GUYS NO SCARED UM GO GET UM AS AN AGGRIEVED PARTY YOU HAVE THE RIGHT TO PROTEST AND FROM EXPERIENCE I CAN TELL YOU THAT PROTESTS CAN HELP MAKE THE SOLICITATION BETTER AND SOMETIMES EVEN HELP TO FIX A LOOPHOLE SO IT'S NOT THE STATE VERSUS THE VENDORS WE NEED TO GET AWAY FROM THAT WAY OF THINKING WE LIVE IN HAWAII THE LAND OF RESPECT LOVE AND ALOHA SO LET US EACH DO OUR PART TO KEEP IT THAT WAY

SINCE THE ENACTMENT OF THE HAWAII PUBLIC PROCUREMENT CODE A NUMBER OF DECISIONS HAVE BEEN ISSUED BY THE OFFICE OF ADMINISTRATIVE HEARINGS OAH ADDRESSING A VARIETY OF THE ISSUES INVOLVING INTERPRETATION AND APPLICATION OF THE CODE TO THE SOLICITATION AND TO THE PROCUREMENT OF GOVERNMENT CONTRACTS TO ME THIS DESKTOP REFERENCE IS THE BEST AID FOR BOTH THE PUBLIC AND GOVERNMENT AGENCIES TO GET A BETTER UNDERSTANDING OF HAWAII'S PROCUREMENT LAWS AND I ENCOURAGE ALL OF YOU TO DOWNLOAD IT WHEN YOU HAVE A CHANCE

SO SAY DOT GIVES YOU A SOLICITATION NUMBER THE SOLICITATION TITLE SWELL EVEN THE PROJECT NUMBER BUT NO MATTER WHAT YOU DO OR HOW YOU SEARCH YOU STILL CAN'T FIND IT JUST KNOW THAT HAR SECTION 3-122-146 SUBSECTION C ALLOWS PURCHASING AGENCIES TO LIMIT THE PURCHASES TO FIRMS LOCATED IN THE AREA INVOLVED AND TO FIRMS WHICH SERVICE THE AREA FOR INSTANCE IF YOU TRY TO LOOK FOR SOLICITATION Q21001952 BUT DO NOT HAVE A HAWAII ADDRESS IN YOUR EHAWAII.GOV ACCOUNT THEN YOU WILL NOT BE ABLE TO SEE THE SOLICITATION BECAUSE IT IS LISTED AS SHOW TO HAWAII VENDORS ONLY

OKAY ON MARCH 4TH 2020 GOVERNOR IGE ISSUED A PROCLAMATION DECLARING A STATE OF EMERGENCY TO SUPPORT ONGOING STATE AND COUNTY RESPONSES TO COVID 19 AND HAS SINCE THEN ISSUED SEVERAL SUPPLEMENTARY PROCLAMATIONS ON THIS SLIDE I JUST WANTED TO POINT OUT TWO EMERGENCY PROCLAMATIONS TO YOU GUYS THE 19TH AND THE 20TH IN THE 19TH EMERGENCY PROCLAMATION SECTION 6 SUSPENSION OF LAWS PAGE 16 OF 36 TWO BIG LAWS GOT SUSPENDED HRS SECTION 103-53 REGARDING TAX CLEARANCES FOR STATE AND COUNTY CONTRACTS AND HRS CHAPTER 103D THE HAWAII PUBLIC PROCUREMENT CODE ONLY TO THE LIMITED EXTENT NECESSARY TO PROCURE GOODS SERVICES IN DIRECT RESPONSE TO COVID 19 IN THE 20TH EMERGENCY PROCLAMATION THE GOVERNOR EXTENDED THE SUSPENSION OF THESE LAWS TO JUNE 8 2021.

IN RESPONSE TO THE GOVERNOR IGE'S EMERGENCY PROCLAMATION REGARDING COVID 19 THE STATE PROCUREMENT OFFICE CREATED FORM SPO- 080 CONTRACTOR RESPONSIBILITY GUIDANCE FOR FEMA REIMBURSEMENTS SO DEPARTMENTS WOULD HAVE A WAY TO DOCUMENT VENDOR RESPONSIBILITY FOR THE PROCUREMENT FILE FOR INSTANCE HOW MANY OF YOU ARE STILL SHOWING A NOT COMPLIANT STATUS ON HCE WITH ONLY THE IRS AND NO MATTER HOW MANY TIMES YOU CONTACT THEM YOU STILL DON'T GET A RESPONSE OKAY SO THERE ARE A FEW OF YOU I WANT YOU TO KNOW THAT AS OF MAY 13 2021 OUR ACTING ADMINISTRATOR WAS NOTIFIED BY THE IRS THAT THERE ARE STILL 2544 APPLICATIONS STILL LEFT TO BE PROCESSED SO IF YOU ARE WAITING FOR AWARD OR IF YOU ARE WAITING TO GET PAID CHECK OUT THE SPO-080 FORM AND INQUIRE WITH YOUR BUYER IF HE OR SHE CAN USE IT TO GET YOU AWARDED AND OR PAID BUT BE QUICK BECAUSE UNLESS THE GOVERNOR ISSUES ANOTHER EMERGENCY PROCLAMATION THE CURRENT ONE EXPIRES ON JUNE 8 2021 SO PLEASE CHECK BACK ON THAT PREVIOUS SLIDE THAT WE WERE JUST ON TO SEE IF IT GETS EXTENDED

OKAY EVERYONE WE ARE IN THE HOME STRETCH THE LAST THING I NEED TO COVER WITH YOU GUYS IS THE SPO’S WEBSITE WHERE YOU CAN FIND INFORMATION SPECIFICALLY FOR VENDORS THE REFERENCES WE DISCUSSED TODAY THE PRICE AND VENDOR LIST CONTRACTS OUR FORM SITE AND OUR FAQS

OKAY SO HERE IS OUR VENDORS PAGE AND IN CASE YOU WANT A BETTER UNDERSTANDING OF DOING BUSINESS WITH THE STATE OF HAWAII I'VE INCLUDED THE LINK TO OUR OVERVIEW OF GOVERNMENT CONTRACTING PDF AND ENCOURAGE THE CONSTRUCTION VENDORS OUT THERE TO TAKE A LOOK AT ATTACHMENT A THAT ILLUSTRATES THE DEPARTMENT OF ACCOUNTING AND GENERAL SERVICES CAPITAL IMPROVEMENT PROJECTS CONSTRUCTION OR PUBLIC WORKS PROCESSES FROM INCEPTION TO COMPLETION TO GIVE YOU GUYS AN IDEA OF HOW LONG THESE PROJECTS CAN TAKE AND THEN ADD ON ANOTHER THREE TO SIX MONTHS CUSHION FOR ANY DELAYS

HERE IS A QUICK SHOT OF OUR REFERENCE PAGE WHERE PROCUREMENT STATUTES RULES AND PROCUREMENT CIRCULARS ARE LOCATED

TO GET TO THE PRICE AND VENDOR LIST CONTRACTS PAGE JUST GO TO SPO.HAWAII.GOV AND RIGHT ON THE HOME PAGE YOU WILL BE ABLE TO SEE PRICE AND VENDOR LIST CONTRACTS ON THE RIGHT

IN CASE YOU ARE TRYING TO GET AWARDED OR PAID BUT HAVE A NOT COMPLIANT STATUS WITH THE IRS IN HCE JUST GO TO OUR SPO FORMS PAGE TO FIND THE SPO-080 FORM AND NOTIFY THE BUYER IF IT IS APPLICABLE

TO FIND THE HAWAII PRODUCT PREFERENCE SPO-038 FORM GO TO THE SAME SITE WE WERE JUST ON AND IN THE DROP DOWN LIST FOR AUDIENCE SELECT VENDORS AND IN THE CATEGORY DROP DOWN LIST SELECT GOOD SERVICES AND CONSTRUCTION

AND THEN LAST BUT NOT LEAST HERE IS OUR FAQS PAGE WHERE IF YOU CLICK ON ANY OF THE TOPICS ON THE LEFT THE INFORMATION WILL POPULATE FOR YOU ON THE RIGHT

OKAY SO TO MY FELLOW SURFERS OUT THERE I CHANGE THE MODEL OF IF IN DOUBT DON'T GO OUT TO IF IN DOUBT GOOGLE IT ESPECIALLY DURING THIS PANDEMIC GOOGLE HAS BEEN MY BEST FRIEND SO WHEN YOU START TO TALK TO THESE BUYERS AND THEY START TO THROW A BUNCH OF THE STATE JARGON AT YOU AND YOU ARE THINKING TO YOURSELF WHAT ARE THEY TALKING ABOUT GOOGLE IT YOU'D BE AMAZED HOW MUCH INFORMATION IS OUT THERE ON THE INTERNET BY JUST USING KEYWORDS IF YOU ALREADY HAVE A CONTACT FOR THAT PURCHASING AGENCY THAT YOU ARE DEALING WITH EVEN BETTER ASK THEM YOUR QUESTIONS YOU NEVER KNOW AN ADDENDUM MAY BE ISSUED BASED ON THE QUESTIONS THAT YOU ASK AND THEN IF WORSE COMES TO WORST ASK AROUND MAKE FRIENDS SOMEONE OUT THERE HAS THE ANSWERS THAT YOU NEED

HELP US HELP YOU YOU KNOW GROWING UP IN HAWAII THERE ARE TWO FUNDAMENTAL PHILOSOPHIES THAT WE AS KAMAAINA CANNOT GET AWAY FROM AND ONE OF THEM IS ALOHA AINA A LOVE OF LAND AND ANOTHER ONE IS TO CARE FOR TO NURTURE AND TO PROTECT THE LAND MALAMA AINA IN ORDER TO ENSURE A HEALTHY COMMUNITY AND A THRIVING ECONOMY SO HELP US HELP YOU BECAUSE THE REALITY IS THE STATE OF HAWAII CANNOT SURVIVE WITHOUT THE GOODS SERVICES AND CONSTRUCTION OUR SMALL BUSINESS VENDORS CAN GO AND PROVIDE SO THROUGH YOUR PARTICIPATION IN THE OPEN COMPETITION FOR SALES THE GOVERNMENT AND THE TAXPAYERS CAN BENEFIT FROM IMPROVED QUALITY AT LOWER PRICES AND IT CAN BE FINANCIALLY REWARDING TO YOU AS WELL BECAUSE WHEN BUSINESSES ARE THRIVING THEY'RE CONTRIBUTING WITH JOB CREATIONS BY HIRING THEY ARE HELPING TO KEEP OUR LOCAL TALENT HERE ON THE ISLAND AND MOST IMPORTANTLY THEY ARE EMPLOYING OUR WORKING FAMILIES WHICH MAKES THEM NOT ONLY THE BACKBONE OF OUR ECONOMY BUT ALSO OUR COMMUNITY AND THEY ARE YOU GUYS THE SMALL BUSINESSES OF HAWAII

DO NOT EVER THINK THAT BECAUSE YOU GUYS ARE SMALL BUSINESSES THAT YOU CANNOT CONTRIBUTE BECAUSE I WILL TELL YOU DURING THE PEAK OF LAST YEAR'S PANDEMIC WHEN I WAS TRYING TO SOURCE FOR FACE SHIELDS I WAS ABLE TO WORK WITH TWO AWESOME LOCAL VENDORS KAMANU COMPOSITES AND HONBLUE, INC. AND ONE OF THE THINGS THAT I ABSOLUTELY LOVE ABOUT BOTH OF THESE VENDORS IS THAT THEY SAW THE PPE SHORTAGE SITUATION FIRST HAND AND IT SPURRED THEM ON TO WANT TO DO EVEN MORE AND IN A MATTER OF WEEKS OR EVEN DAYS BOTH OF THESE VENDORS WERE ABLE TO CREATE A FACE SHIELD USING MATERIALS ALREADY IN THEIR SHOPS LIKE BIGWELD FROM ROBOTS SAID SEE A NEED FILL A NEED AND BOTH KAMANU COMPOSITES AND HONBLUE, INC HAVE CERTAINLY SHOWN HOW A SMALL BUSINESS CAN USE ITS LOCAL MANUFACTURING ABILITY TO FILL A SMALL GAP IN THE TEMPORARILY BROKEN SUPPLY CHAIN IN FACT I WISH MORE VENDORS WOULD EMBODY KAHIAO BY GIVING GENEROUSLY FROM THE HEART WITHOUT AN EXPECTATIONAL RETURN BECAUSE THE ONLY WAY THAT WE'RE GOING TO THRIVE IS TO WORK TOGETHER SO REACH OUT TO YOUR SUPPLIERS YOUR AUNTIES UNCLES COUSINS FRIENDS OUT THERE WHO ARE LOCAL MANUFACTURERS WHO YOU THINK CAN HELP AND SHARE WITH THEM THE INFORMATION THAT YOU RECEIVED HERE TODAY AND REMIND THEM THAT NO GIFT IS TOO SMALL OR TOO LARGE AND IT IS THE ACT OF GIVING THAT IS THE MOST IMPORTANT

BEFORE I LEAVE YOU ALL HERE TODAY I JUST WANT TO SAY AGAIN BIG MAHALO TO ALL OF YOU FOR HAVING THE COURAGE TO DREAM AND FOR HAVING THE DETERMINATION FOR MAKING THAT DREAM COME TRUE YOU ALL SET A GOAL TO CREATE YOUR OWN COMPANIES AND WE ALREADY KNOW THAT IS POSSIBLE BECAUSE HERE WE ARE TODAY TALKING ABOUT HOW YOU CAN HELP YOUR COMPANY AND FOR SOME OF YOU YOUR OHANA YOUR FAMILY GROW YOU SET A GOAL OKAY TO GET WHERE YOU GUYS ARE TODAY TODAY YOU HAVE TO DO A COUPLE OF THINGS AND ONE OF THEM WAS YOU HAD TO WORK HARD LIKE A GREAT MAN ONCE SAID NO ONE GAVE YOU WHAT YOU GOT TODAY YOU WORKED FOR IT YOU EARNED IT AND YOU NOTICED THE HARDER YOU WORKED THE BETTER YOU DID AND THE MORE YOU PUT IN THE MORE YOU GET OUT AND THAT WILL REMAIN TRUE FOR THE REST OF YOUR LIVES ANOTHER THING THAT I AM SURE ALL OF YOU DID WAS YOU NEVER GAVE UP AT KAMEHAMEHA SCHOOLS WE CALL THAT PAAHANA JUST PURE DILIGENCE PURE PERSEVERANCE JUST NEVER EVER GIVING UP SO JUST CONTINUE WHAT YOU'VE BEEN DOING AND CONTINUE TO WORK HARD

I HOPE THAT ALL OF THE INFORMATION THAT I HAVE SHARED WITH EACH AND EVERY ONE OF YOU GUYS TODAY INSPIRES YOU TO CONTINUE CONTRIBUTING TO ENSURE A HEALTHY AND SAFE HAWAII FUTURE AND MAHALO FOR YOUR TIME AND FOR EVERYTHING YOU DO OR ARE GOING TO DO TO KEEP HAWAII A THRIVING AND BEAUTIFUL PLACE TO CALL HOME HAVE A GREAT DAY EVERYONE ALOHA