

CONTRACTING WITH KUPU KA 'EU

A Native Hawaiian SBA 8(a) Small Business



Ka Lama Kuhikuhi

Family of Companies

As a Native Hawaiian Organization (NHO), the Ka Lama Kuhikuhi Family of Companies offers rapid and cost-effective contracting solutions through direct awards. Contracting with Kupu Ka 'Eu, a certified 8(a) small business subsidiary of the KLK Foundation, brings numerous benefits.

According to the NHO 8(a) Sole Source Award guidance in 13CFR124.506(b)(2) and 13CFR124.517(a), the Ka Lama Kuhikuhi family of companies have a unique advantage of receiving direct awards up to \$100M. Our NHO 8(a) status ensures that these awards cannot be protested. This method allows our customers to quickly procure services at fair negotiated prices and with fewer uncertainties than the competitive bidding process across all requirements.



NHO 8(a) PROGRAM ADVANTAGE

The NHO 8(a) direct award process can speed up the procurement cycle by up to 120 days compared to traditional procurement methods. This helps to decrease costs, lowers the risk of protests, and allows projects to commence more quickly for our customers.

NHO 8(a) Direct Award vs. Traditional Procurement (Minimum days to contract award)



The NHO 8(a) direct award option accelerates procurement cycles, cuts costs, and facilitates quicker project initiation.

BENEFITS OF CONTRACTING WITH KA LAMA KUHIKUHI

- ▶ **Authorized for direct awards up to \$100M** without justification and authorization per Section 823 of the 2020 National Defense Authorization Act.
- ▶ **Immunity from protests** challenging the eligibility for direct awards made to Ka Lama Kuhikuhi companies [13CFR124.517(a)].
- ▶ **Exemption** from competitive bid limitations on DoD Contracts.
- ▶ **Eligibility** for incentive payments up to 5% of the total contract value for DoD contracts (DFARS 252.226-7001).
- ▶ **Support small business goals.** Earn credit toward socially and economically disadvantaged business requirements.

NHO 8(a) DIRECT AWARD PROCESS

- 1 Customer requirements, timelines, and costs are identified, and a SOW is developed.
- 2 The Contracting Officer contacts SBA for acceptance of NHO 8(a) sole source.
- 3 RFP is prepared and issued to Ka Lama Kuhikuhi company as an NHO 8(a).
- 4 Ka Lama Kuhikuhi company submits proposal to Contracting Officer in response to RFP.
- 5 The contract is negotiated and awarded to Ka Lama Kuhikuhi company and work performance begins.