

Contracting with HILO is *easy*.

Hilo Enterprises, is a Native Hawaiian Company (NHO) 8(a) company with significant contracting advantages compared to other 8(a) and small business firms.

Because of the regulatory exemptions, Hilo has achieved a status known as “super 8(a) status”. This provides Hilo and its business partners with significant strategic advantages.

LEVERAGING HILO:

- **No Sole Source Dollar Threshold.** The DoD may award a direct award 8(a) contract to a concern owned and controlled by and NHO where the anticipated value of the procurement exceeds the applicable competitive thresholds if the SBA has not already accepted this requirement into the 8(a) BD program as a competitive procurement. NHOs provide a unique competitive advantage in being able to receive DoD direct awards of any size. (See 13 CFR § 124.506(b)(2))
- **Higher than \$100M.** The approval authority for justifications of 8(a) sole source awards exceeding \$100 million is the head of the procuring activity.
- **Non Protestable.** Awards to Hilo cannot be protested. (13 CFR § 124.517(a))
- **Alpha Contracting.** HILO can have direct negotiations with the Government. (13 CFR § 124.503(c)(2))
- **Fast, Efficient, Streamlined Acquisition.** While standard procurements can take anywhere from 4 months to a year, direct awards to HILO take between 10 and 20 days.
- **No Study or Cost Comparison.** The US government can directly outsource non-inherently governmental services to HILO 8(a) without a study or cost comparison.
- **Meet 8(a) and Small Business Goals.** Contracting with HILO will satisfy 8(a) and small business contracting goals. (13 CFR § 124.110(c))

Federal customers can issue a sole source contract to HILO by following these simple steps.

1. Send an 8(a) Offering Letter via email to the Washington D.C. Small Business Administration (SBA) office.
2. Wait to receive the SBA’s Letter of Approval (approximately 3 days)
3. Send Request for Proposal (RFP) to HILO
4. HILO and the customer develop SOW and budget together through Alpha Contracting.
5. HILO submits proposal
6. Contracting awards the sole source contract to HILO