

As a family of Native Hawaiian Organization (NHO)–owned 8(a) small business, the Nakupuna Companies offer quick and easy access to quality services through **direct award contracts** with virtually no restrictions. Specializing in management consulting, IT, facilities & infrastructure, logistics, and environmental services, 8(a) direct award contracts make it quick, easy, and cost effective for our customers to access quality solutions to their toughest challenges.

Through the direct award process, our customers can take advantage of a host of benefits that save time, cut costs, and put our clients’ needs at the forefront of every project. These advantages include:

### *No size limitations*

There is no size limit to a direct award to eligible Nakupuna Companies, and there is no justification & approval requirement to direct awards under \$100 million (48 CFR 219.808 1(a)).

### *Direct collaboration*

Under the direct award process, we can work directly with our customers to make sure contract requirements target specific challenges and needs.

### *Best value pricing*

The Nakupuna Companies can directly negotiate with clients to deliver awarded rates that align with a project’s talent requirements.

### *Reduced acquisition costs, quicker turnaround*


Fewer government resources are needed to manage the acquisition process, which can be completed in **as little as two weeks**.


### *No protests*


Direct award contracts to eligible Nakupuna Companies cannot be protested (13 CFR 124.517 (a)).


## UNDERSTANDING THE 8(a) CONTRACTING PROCESS


The process for making a direct award to one of the Nakupuna Companies is summarized below and described in detail in 13 CFR 124.503 and FAR 19.8.


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Confirm that funding is available for the project. **1**
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Identify procurement requirements and collaborate with the Nakupuna Companies to refine the project scope and the statement of work (SOW). **2**
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Send via your Contracting Officer (KO) an offer letter to the appropriate Small Business Administration (SBA) District Office to request a direct award to one of the Nakupuna Companies. **3**
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Wait for the SBA to notify the KO that the requirements are acceptable and that the specific Nakupuna Company is eligible to receive the contract and perform the work. **4**
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Send the RFP to the specific Nakupuna Company that was selected. **5**
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Receive the proposal, finalize negotiations, award the contract, and send a copy to the SBA for confirmation. **6**

