



Ailani Hawaiian

Portfolio of Offerings

2025





About Ailani Hawaiian

The Ailani family of companies was created to support the Akeano'eau Keliipio Native Hawaiian Corporation Charity's nonprofit initiatives to uplift economically disadvantaged Native Hawaiians and families and preserve the Native Hawaiian heritage. Ailani is a mature, stable organization with fully tested, institutionalized business processes that enable effective management of large and small programs as a Prime Contractor.

Ailani Hawaiian means:

“To Uplift and Empower”



A Different Approach to Super 8(a)

- We are proud of our Native Hawaiian Organization Heritage.
- We will leverage the unique Super 8(a) contracting privileges to assist agencies in achieving their contracting goals.

- **Trust**

- We Do What We Say We Are Going To Do
- Integrity
- Reputation

- **Program/Contract Management**

- Proven Capability
- Successful Contract Transitions
- Execution/Delivery
- Consistent Back Office Support



Organization

Ailani is a mature, stable organization with fully tested, institutionalized business processes that enable effective management of large and small programs as a Prime Contractor. What sets us apart from other small businesses is that we have complete access to the substantial resources of Ailani Management Group (AMG) and our sister companies. These resources enable us to provide maximum flexibility and responsiveness to our customers, assuring effective contract performance.

Ailani Features	Benefits to Our Customers
<ul style="list-style-type: none"> ✓ Excellent capability and past performance 	<ul style="list-style-type: none"> ✓ Proven ability to meet contract deliverables ✓ Evidence of successful contract execution ✓ Low risk solution ✓ History of delivery on time and within budget
<ul style="list-style-type: none"> ✓ Human Resources <ul style="list-style-type: none"> ○ World Class Recruiting ○ Industry best Total Compensation Package ○ Salary, Insurance & Retirement Plans ○ Holiday and Paid Time Off ○ Work Life Balance 	<ul style="list-style-type: none"> ✓ Fulfilled, customer focused employees <ul style="list-style-type: none"> ○ The highest quality personnel ○ Very low turnover and vacancy time ✓ Proven and compliant human resources systems and processes guarantee the fair and equal treatment of all Ailani employees
<ul style="list-style-type: none"> ✓ Substantiated Security Credentials <ul style="list-style-type: none"> ○ Top Secret Facility Clearance ○ All clearances are verified in DISS 	<ul style="list-style-type: none"> ✓ Assurance that secure and sensitive agency information will be handled properly
<ul style="list-style-type: none"> ✓ Subsidiaries of the Akeano'eau Keliipio Native Hawaiian Corporation supported by Ailani management Group 	<ul style="list-style-type: none"> ✓ Significant reach back capability that assures contract execution and the ability to meet contract surge requirements
<ul style="list-style-type: none"> ✓ Financial Stability <ul style="list-style-type: none"> ○ DCAA compliant accounting system ○ Significant working capital \$3M line of credit ○ \$500K Bonding 	<ul style="list-style-type: none"> ✓ Proven and accurate financial systems and controls guarantees that the government receives fair rates and gets everything they paid for ✓ No risk of capability loss as a result of delayed government payment



Ailani Hawaiian Federal
 8(a) Exit: 2033
 UEI: H6ZLWLVV5HB1
 CAGE: 9P7M2
 Primary NAICS: 541512
 FCL: Top Secret

Ailani Wind Joint Venture
 UEI: QBE3TKF7EQQ3
 CAGE: 9Y1B9
 Primary NAICS: 541511
 FCL: Top Secret





AILANI HAWAIIAN OFFERINGS



**Program
Management &
Business
Transformation**



**Digital and
Technology
Solutions**



**Human
Capital
Solutions**



**Emergency
Operations**



**Construction
&
Facilities**



**Value Added
Reseller**

Strategic Partners



Contracts, Capability and Past Performance

Customers	Title	PoP	Value	NAICS
AEMO	U.S. Army Enterprise Marketing Office (AEMO) GoArmy Salesforce Implementation and Management	3/15/19 – 3/15/30	\$95.5M	541810
VA	VBA Solutions Delivery Center of Excellence	9/30/22-9/29/27	\$61.4	541512
HQ ACC	IT Infrastructure Support Services	8/10/20 – 3/8/26	\$56.3	541519
VA	Consolidated Mail Order Pharmacy Integration Support and Software Services	9/3/22-9/2/25	\$29.5	541512
VA	Center for Enterprise Human Resources Information Services Program Support	8/6/24-9/19/27	\$22.9M	541512
ARMY	HRC Cybersecurity Support Services	8/6/20 - 1/5/25	\$18.9M	541519
Commerce	Bureau of Industry and Security, Data Ecosystem Modernization	9/1/23 – 8/30/26	\$9.8M	541511
ARMY	Phase 1 & 2 U.S. Army Selection Board System (ASBS) 2.0 Support Services	8/25/22 – 8/24/27	\$8.9M	541511
TRADOC	Army Training Information System (ATIS) Capabilities Development Services	8/1/22 – 7/31/27	\$8.7M	541519
ARMY	Sustainment to Existing Applications Portfolio (SEAP)	8/26/22 – 6/30/25	\$4.8M	541511
VA	Information Technology Systems Integration (ITSI) Operations & Maintenance	2/11/22-4/10/25	\$4.2M	541512
USAF	U.S. Air Force, HQ of the Air Force Executive Action Group, & USAF Cyber Resiliency Office for Weapons Systems	9/15/19 – 12/21/20	\$2.25M	611420
DHS	USCBP Narcotics Extraction and Decontamination	9/30/13 – 2/28/21	\$2M	562910
NSWC	USN SWC EOD Inert Training Devices	1/1/15 – 12/30/15	\$874K	334419
Fed/State	WMD Clandestine Laboratory Site Safety Officer Certification Training	4/1/14 – 4/1/25	\$1M	541990
State of Texas	State of Texas Governor’s Task Force - Ebola	10/1/14 – 9/30/2015	\$250K	562910
State of Wyoming	State of Wyoming Governor’s Task Force - Ebola	10/1/14 – 9/30/2015	\$100K	562910
Serstech	United States Manufacturing, Distribution, Service and Support	4/1/25 – 3/30/2030	\$1M	334419
Bravura	DHS-USCBP Border Site Remediation	9/1/2020 – 10/31/2020	\$91K	562910
USANGB	WMD-CST Collective Lanes and Training Proficiency Evaluation Preparation	6/01/2012 – 1/01/2025	\$1M	541990
Baptist Health	Medical Care Facilities Decontamination - Ebola	11/01/2014 – 12/31/2014	\$100K	562910
City of Austin	Hazardous Waste Operations and Emergency Response Training	10/01/2018 – 09/30/2023	\$100K	541990



Program Management & Business Transformation

- Program & Project Management
- Objective, Mission & Vision Planning & Execution
- Strategic Guidance & Planning
- Innovation & Modernization Advisory & Implementation
- Modernization Strategy & Roadmap
- Organizational Design & Workforce Management
- Change Management & Analytics, Strategy, Execution & Sustainment
- Process & Performance Improvement, Performance Measurement, Metrics, Evaluation & Scorecards



Digital and Technology Solutions

- Artificial Intelligence
- Cybersecurity
- Risk Management Framework
- Information Assurance
- Program Management
- Agile Management
- IT Portfolio & Investment
- Help Desk
- Telecommunications
- Design & Development
- Scrum
- DevSecOps
- Human-Centered Design
- Testing
- Software Development
- Cloud
- App Rationalization & Migration
- XaaS
- Value Added Reseller
- Machine Learning
- Data Management
- SME Analytics
- Predictive Analytics
- Visualization
- Data & Analytics
- Semantic Search
- Graph Analytics



Human Capital Solutions

- Training
- Courseware Development
- Learning Management Systems (LMS)
- Coaches, Facilitators & Instructors
- Workforce learning & performance
- Recruitment, onboarding & retention
- Workforce analysis, planning & restructuring
- Employee engagement
- Performance Management
- Organizational Development
- Program Management
- Change Management
- Enterprise Transformation



Emergency Operations

- Billions in Seized Illicit Narcotics
- 24/7 Regional CBRNE Response
- Proprietary WMD Chemistry Training
- Response Equipment Packages
- Equipment Modernization
- Technological Refresh
- Federal Investigative Reporting
- NIMS-Compliant Incident Management
- Courseware Design, Development and Delivery
- Distributive Learning
- Maintenance and Sustainment
- 24/7 Scientific Reach back
- International Technician Deployment
- Program Management and Support
- Vulnerability Assessment
- NLE Preparation and Support
- JHAT Integration and Execution
- Mission Planning
- Training Proficiency Evaluations
- Collective Lanes Training



Construction

- **Project Management:**
Fully managed by in-house staff
- **Demolition:** Site, building, selective, debris handling, and disposal
- **Carpentry/Framing:**
Structural and non-structural; wood and metal
- **Pre-Engineered Metal Buildings** (Nucor Distributor)
- **Architectural Finishes:**
Walls, ceilings, and floors
- **Windows and Doors:**
Blast, architectural, and SCIF
- **Roofing:** Asphalt shingle, metal, and wood shingle (Enviroshake Certified)
- **Civil engineering support services**
- **Project management**
- **Facility Management and Maintenance**
- **Design build**
- **Major/minor renovations**



Customers Supported



Select Incumbent Company/Employee Transfer

Integrated Staffing Approach: We solicit and incorporate the governments input into our staffing approach. The foundation of our staffing approach starts with the government's evaluation of the incumbent companies and incumbent employees.

Scenario	Approach	Measure
<p>1) Government is:</p> <ul style="list-style-type: none"> • Satisfied with incumbent company • Satisfied with incumbent employees 	<ul style="list-style-type: none"> • Partner with the incumbent company • Transition identified & selected personnel • Ensure all selected employees are retained and work share is compliantly distributed between companies • Recruit for potential attrition 	<ul style="list-style-type: none"> • Continuous and uninterrupted service • Seamless and transparent transition • Transition 100% of selected incumbent workforce (scenarios 1 & 2 only)
<p>2) Government is:</p> <ul style="list-style-type: none"> • NOT satisfied with incumbent company • Satisfied with the incumbent employees 	<ul style="list-style-type: none"> • NOT partner with the incumbent company • Transition identified & selected personnel • Recruit for potential attrition 	<ul style="list-style-type: none"> • Retain >95% of selected incumbent workforce (scenarios 1 & 2 only) • Contract 100% staffed on start work date
<p>3) Government is:</p> <ul style="list-style-type: none"> • NOT satisfied with incumbent company • NOT satisfied with incumbent staff 	<ul style="list-style-type: none"> • NOT partner with the incumbent company • NOT transition incumbent staff • Recruit for entire contract 	<ul style="list-style-type: none"> • Exceed standard QASP vacancy and turnover rates



Low Risk Transitioning Select Incumbents

1. **Customer identifies select personnel to be retained**
2. **Conduct informal offsite reception (meet and greet, intro to Company)**
3. **Individually contact selected Key Personnel for interviews**
4. **Tailor contingent offers to position and needs**
5. **Tender formal job offers**
6. **Employee Accepts offer**
7. **Employee orientation**
8. **Our HR and Recruiting team are seasoned professionals able to tackle any size contract**



Ensuring a Seamless Transition



Native Hawaiian Organization Advantage

Features

1. Ability to receive direct awards. No J&A required for DoD direct award contracts up to \$100M DFARS 219.808-1(a)
2. Exemption from competitive thresholds
3. Directly negotiate contracts with the Government (13CFR124.503(c))
4. Awards cannot be protested (13CFR124.517(a))
5. Always considered Small Disadvantaged Businesses
6. Agencies may attribute the experience or past performance of a parent or affiliated company
7. Agencies may claim both Small Disadvantaged Business and Native credits.

Benefits

- Saves agencies time
- Saves agencies money
- Ensures no gap and/or loss in capability negatively impacting the mission
- Meet increased small business goals



March/May 2025 Senate & SBA Administrator Letters

“...we respectfully request that the SBA clarify that the recent elimination of DEI programs do not impact contracting with Native-owned companies in the 8(a) Business Development Program.”



U.S. SMALL BUSINESS ADMINISTRATION
WASHINGTON, D.C. 20416

OFFICE OF THE ADMINISTRATOR

May 20, 2025

The Honorable Dan Sullivan
706 Hart Senate Office Building
Washington, D.C. 20510

The Honorable Lisa Murkowski
522 Hart Senate Office Building
Washington, D.C. 20510

The Honorable Deb Fischer
448 Russell Senate Office Building
Washington, D.C. 20510

Dear Senators Sullivan, Murkowski and Fischer:

Thank you for your letter dated March 28, 2025, regarding the Small Business Administration's (SBA) 8(a) Business Development Program.

As you know, Sections 7(j)(10) and 8(a) of the Small Business Act (15 U.S.C. §§ 636(j)(10) and 637(a)) authorized the 8(a) program and was created to help small, disadvantaged businesses in the marketplace. The businesses that participate in the program receive training and technical assistance designed to bolster their ability to compete effectively in the American economy. In addition, once they are 8(a) certified, businesses are eligible to receive set-aside federal contracting opportunities.

As these programs have grown, I believe that they all should be subject to rigorous review. That said, Executive Order 14151 does not apply to programs or activities that affect American Indians or Alaska Natives. Further, it would be unreasonable to read Executive Order 14151 as applying to American Indians and Alaskan Natives given that Tribes are separate sovereigns.

As a former member of the Senate, I understand the importance of transparency between the Administration and Members of Congress. As SBA continues to review all its programs, including 8(a), we will work to ensure all input is heard before any potential administrative modifications are made. If you or your staff have any questions or need future assistance, please do not hesitate to reach out to the SBA Office of Congressional and Legislative Affairs at (202) 205-6700.

Sincerely,

Kelly Loeffler
Administrator
U.S. Small Business Administration

Response

“Executive Order 14151 does not apply to programs or activities that affect American Indians or Alaska Natives. Further, it would be unreasonable to read Executive Order 14151 as applying to American Indians and Alaskan Natives given that Tribes are separate sovereigns.”



United States Senate
WASHINGTON, DC 20510

March 28, 2025

The Honorable Kelly Loeffler
Administrator, U.S. Small Business Administration
409 Third St SW
Washington, D.C. 20024

Administrator Loeffler:

Congratulations on your confirmation as the U.S. Small Business Administration (SBA) Administrator. We look forward to collaborating with you to strengthen American competitiveness, enhance federal procurement efficiency, and ensure that small businesses continue playing a pivotal role in government contracting. In that spirit, given recent Executive Orders, it is critical to confirm that changes to DEI policies do not impact participation in, nor the viability of, the SBA 8(a) Business Development Program, which is grounded in federal obligations and economic policy, not diversity initiatives.

Established by Section 8(a) in the Small Business Act¹, the 8(a) Program is a federal contracting and training program for experienced small business owners who are socially and economically disadvantaged. Businesses participating in the program receive training and technical assistance to strengthen their ability to compete effectively in the American economy. The contracts awarded to 8(a) firms regularly contribute directly to job creation in areas with limited economic opportunities, including many rural communities.²

Further, the 8(a) Program is a voluntary tool that contracting officers may choose because it meets mission requirements efficiently and cost-effectively. 8(a) sole source contracts are highly competitive, as Contracting Officers also often evaluate multiple 8(a) firms through capability briefings and cost estimates before awarding a contract. The government also conducts rigorous cost-price analyses to ensure that proposed pricing aligns with contract market rates and that profit margins and cost structures are fully transparent, allowing for meaningful negotiations. Additionally, sole sources streamline the acquisition process, eliminating months—or even years—of delays caused by protests, which drive up costs and delay services.

disadvantaged business owner, regardless of race, can qualify for the 8(a) program in particular. Congress expressly indicated that Native American Indians⁴. This is because it is tied to their political status as American Indians⁴. This is not an ethnic nor racial class and should consequently not be included because the political status is based on various foundational principles.

Constitution (Article 1, § 8, Clause 3), which grants Congress the power to regulate commerce with Native Americans;⁵ and the “permanent trust relationship” with Native Americans;⁶ and the legal distinction of Native Americans that recognized their relationship with the federal government.⁷

participation of Native-owned companies in federal contracting through the 8(a) program. In fact, Native-owned companies employ over 100,000 people across all 50 states and abroad⁸. Native-owned companies are agile, responsive businesses that effectively meet the needs of the federal government for defense, infrastructure, and mission-critical services.

economic and historical context of the 8(a) Program, and to prevent any erosion of the federal government’s mission, we respectfully request that the SBA clarify that the 8(a) program do not impact contracting with Native-owned companies in the 8(a) Business Development Program. Similar clarifications have already been provided by the Department of the Interior (DOI)⁹ and the Department of Health and Human Services (HHS).¹⁰ Your clarification will provide clarity to contracting agencies and ensure the continued success of the 8(a) program in supporting small businesses.

issue. The 8(a) Program is a vital tool available to help small, disadvantaged businesses in the marketplace. We believe that maintaining the program and Native-owned companies is in the best interests of both the government and the American people.

rely,

Lisa Murkowski
United States Senator

Secretary of Defense, Performing the Duties of Under Secretary of Defense for Policy, Director of Office of Small and Disadvantaged Business Utilization

Deputy Assistant Secretary for Small and Disadvantaged Business Utilization

¹ 15 U.S.C. 637(a)

² Optimal Solutions Group, LLC, Fiscal Year 2021 Economic Impact Study – Small Business and Type of Set-Aside Procurement Programs (2023), available at <https://www.sba.gov/sites/default/files/2023-02/FY%202021%20EIS%20Small%20Business%20and%20Type%20of%20Set-Aside%20Procurement%20Programs%20%28508%20Report%29.pdf>

³ See Report of the Task Force on Indian Economic Development U.S. Dept. of the Interior (July 1986) at 240.

⁴ Morton v. Mancari, 417 U.S. 535, 552 (1974).

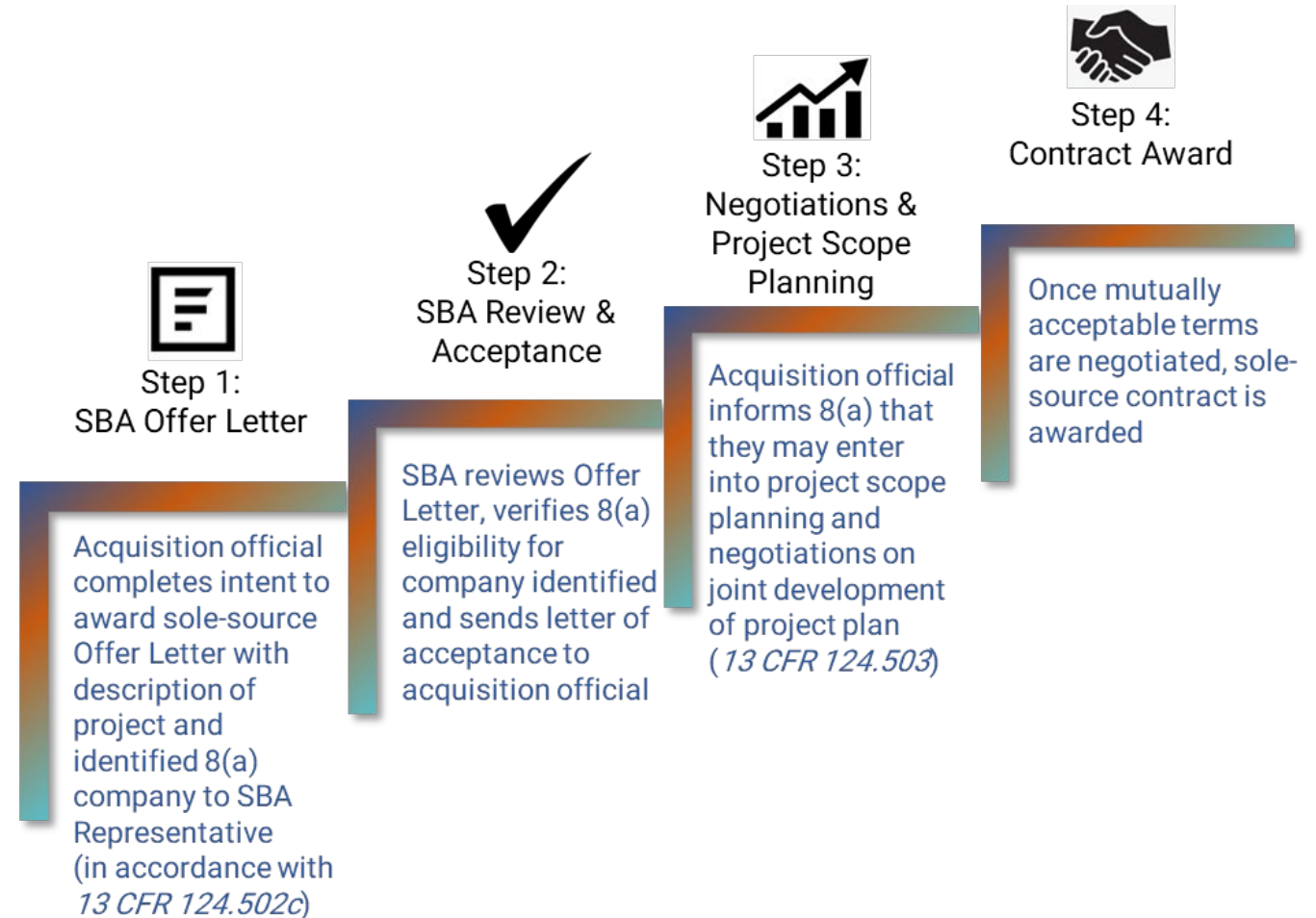
⁵ U.S. Small Bus. Admin., Report to the U.S. Congress on Minority Small Business and Ownership Development, Fiscal Year 2023 (2023).

⁶ U.S. Dep’t of the Interior, Secretarial Order No. 3416, Ending DEI Programs and Gender Ideology Extremism (2025).

⁷ U.S. Dep’t of Health & Human Servs., Advisory Opinion 25-01, Application of DEI Executive Orders to the Department’s Legal Obligations to Indian Tribes and Their Citizens (2025).

Benefits of Native Hawaiian Organization 8(a) Direct Award

- Saves agencies time
- Saves agencies money
- Ensures no gap and/or loss in capability negatively impacting the mission
- Meet increased small business goals



Stephanie "Lani" McVitty
Chairwoman & President
lani@ailanihawaiian.com
(703) 868-5417

Christopher P. Cronin
Chief Executive Officer
Chris.cronin@ailanimg.com
(703) 505-4317

Contact Us



Allison D. Sistare
Business Opportunity Specialist
O (202) 205-8520
M (240) 814-4064
allison.sistare@sba.gov
DCofferletters@sba.gov



HAWAII OFFICE
106 Alahelenui Street
Hilo, HI 96720

VIRGINIA OFFICE
7630 Little River Turnpike Suite 205 B
Annandale, VA 22003

