



**STATE OF HAWAII**  
**OFFICE OF INFORMATION MANAGEMENT AND TECHNOLOGY**

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TESTIMONY OF  
KEONE KALI, CHIEF INFORMATION OFFICER  
TO THE SENATE COMMITTEE ON ECONOMIC DEVELOPMENT,  
GOVERNMENT OPERATIONS AND HOUSING

Monday, March 31, 2014  
2:50 p.m.  
Conference Room 16  
State Capitol

G.M. 584  
RELATING TO CONSIDERATION AND CONFIRMATION AS THE  
ADMINISTRATOR OF THE STATEMENT PROCUREMENT OFFICE,  
GUBERNATORIAL NOMINEE, SARAH-JANE ALLEN

Chair Dela Cruz, Vice Chair Slom, and Members of the Committee:

I am writing in strong support of Gubernatorial Nominee Sarah-Jane Allen as the Administrator of the State Procurement Office (SPO).

I have had the pleasure of working closely with Ms. Allen on a number of statewide procurements initiatives. She has consistently demonstrated a commitment to excellence in her work ethic, leadership, and knowledge of procurement standards and processes. She leads her team through the proper due diligence procedures and promotes the integrity and best interests of the State. She is highly professional, fair, considerate and very responsive to inquiries and questions concerning procurement and the duties of her office.

Ms. Allen has qualified experience in the development, implementation, and maintenance of policies and procedures providing for broad-based competition, accessibility to government contracts, fiscal integrity, and responsibility in the procurement process. To date, she has shown her ability to promote efficiency, effectiveness, and stewardship in inventory management and surplus property management in an open, fair and transparent process. Ms. Allen has performed these functions at the State, Local, and Federal levels. It has been wonderful working with Ms. Allen and witnessing her knowledge and ability to nurture a transitioning procurement office, while maintaining partnership and open collaboration with departments that utilize SPO services.

Thank you for the opportunity to testify. I respectfully ask for your favorable consideration and confirmation of Sarah-Jane Allen as the Administrator of the State Procurement Office.

Hawaii Procurement Institute

To: Senate Committee on Economic Development, Government Operations & Housing  
Date: March 31, 2014  
Time: 2:50 p.m.  
Room: Capitol Room 16  
RE: GM 584 Sarah Allen

Aloha Chair Dela Cruz, Vice Chair Slom and Members of the Committee:

On behalf of the Hawaii Procurement Institute, we are writing in support of Sarah Allen's confirmation as the administrator of the State Procurement Office.

The Hawaii Procurement Institute (HPI) is an independent procurement think-tank and education institute devoted to delivering quality study and instruction in federal, state and local procurement laws, which impact public employees, private contractors, and state, national and international markets. HPI aims to promote effective positive economic development through its policy analysis and by facilitating thoughtful public dialog. HPI offers conferences, workshops and programs geared toward government officials, public and private legal practitioners, and students interested in keeping current and developing in the practices and policies of government procurement.

HPI focuses on education, training, and analysis and its objectives include the following. We are therefore encouraged by the thoughtful remarks that Sarah Allen has made at recent public meetings and forums, including testifying at the state capitol, has made to promote transparency and accountability in procurement. She has already reached out to members of the Hawaii procurement community including trade and charitable organizations, lawyers and students, government contractors and contracting officers, an important step toward renewing enthusiasm for promoting sound procurement policy.

We note Ms. Allen's senior management experience for ASI Government, Inc. in Arlington, Virginia where she acted as executive advisor to the National Geospatial Intelligence Agency (NGA) Senior Procurement Executive and advised on the implementation of an agency-wide Agile Acquisition Initiative. We believe that her varied experiences, including those as senior acquisition analyst CACI at the Pentagon and her service in the U.S. Air Force as a commissioned contracting officer, will benefit the people of the state of Hawaii if she is confirmed.

Please favorably consider her confirmation.

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**GCA of Hawaii**

GENERAL CONTRACTORS ASSOCIATION OF HAWAII

Quality People. Quality Projects.

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March 31, 2014

**TO:** HONORABLE DONOVAN DELA CRUZ, CHAIR, HONORABLE SAM SLOM, VICE CHAIR AND MEMBERS OF THE SENATE COMMITTEE ON ECONOMIC DEVELOPMENT, GOVERNMENT OPERATIONS AND HOUSING

**SUBJECT:** **SUPPORT OF GOVERNORS MESSAGE 584.** Submitting for consideration and confirmation as the Administrator of the State Procurement Office, Gubernatorial Nominee, SARAH-JANE ALLEN, for a term to expire 10-15-2017.

HEARING

DATE: Monday, March 31, 2014  
TIME: 2:50 p.m.  
PLACE: Conference Room 016

Dear Chair Dela Cruz, Vice Chair Slom and Members of the Committee,

My name is Ray Skelton and I am Chair of the General Contractors Association of Hawaii (GCA), an organization comprised of approximately six hundred (600) general contractors, subcontractors and construction related firms. GCA was established in 1932 and is the largest construction association in the State of Hawaii. The GCA's mission is to represent its members in all matters related to the construction industry, while improving the quality of construction and protecting the public interest.

GCA is writing in support of Governors Message 584 and the appointment of Sarah-Jane Allen as the Administrator of the State Procurement Office. Ms. Allen has years of procurement experience in the private and public sectors and will provide a fresh vision for the State Procurement Office. During discussions with Ms. Allen she shared her ideas for the State Procurement Office that would include expanding the training and education of agencies, industry and others interested in improving efficiency in procurement. Ms. Allen's past work with the Department of Defense will provide a new perspective to the state agencies and industry.

GCA is pleased to learn about Ms. Allen's innovative and fresh outlook for the State Procurement Office and looks forward to working together to improve efficiency in procurement.

The GCA supports Governors Message 584 and Ms. Allen's nomination as Administrator of the State Procurement Office and respectfully requests your consideration.



Deputy Directors  
FORD N. FUCHIGAMI  
RANDY GRUNE  
AUDREY HIDANO  
JADINE URASAKI

STATE OF HAWAII  
DEPARTMENT OF TRANSPORTATION  
869 PUNCHBOWL STREET  
HONOLULU, HAWAII 96813-5097

IN REPLY REFER TO:

March 31, 2014  
2:50 p.m.  
State Capitol, Room 16

**G.M. 584**

**Submitting for consideration and confirmation as the Administrator of the State  
Procurement Office, Gubernatorial Nominee,  
SARAH-JANE ALLEN, for a term to expire 10-15-2017**

Senate Committee on Economic Development, Government Operations and Housing

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Dear Senators,

I am testifying in **strong support** of Sarah-Jane Allen, to be confirmed as Administrator of the State Procurement Office.

As Deputy Director of Transportation for Airports, I have had the opportunity to work closely with Sarah to address some of the challenges that face an operation such as ours, where the security, health and safety of the public, and the safe operation of aircraft are of constant concern.

The operation of a busy airport depends upon many critical working parts. When one of these fails it must be attended to urgently. Often such challenges appear after hours, on weekends and holidays, or the nature of the failure is of such a magnitude that obtaining the needed parts, equipment or services cannot be accomplished within the bounds of the normal procurement process. In cases such as these, the protections provided by the procurement system will either be in conflict with the safety of the public, or the ability of one of the nation's busiest airports to stay open. Since neither is an acceptable outcome, we are obligated to obtain what is needed to fulfill our mission in ways that incur a procurement violation.

Sarah has been sensitive to situations such as this and I appreciate her collaborative, creative, business-minded approach in working with the airports division in coming up with real solutions. I am confident in her ability to face issues such as this squarely, and to lead, rather than to tolerate existing conditions which are counterproductive or actually prevent the state airport system from carrying out its mission.

Name  
Date  
Page

Letter Number

Thank you for the opportunity to speak on her behalf.

Ford Fuchigami  
Deputy Director of Transportation - Airports Division



HAWAII LABORERS-EMPLOYERS COOPERATION AND EDUCATION TRUST  
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**TESTIMONY OF HAWAII LECET  
CLYDE T. HAYASHI - DIRECTOR**

TESTIMONY TO THE SENATE COMMITTEE ON ECONOMIC DEVELOPMENT,  
GOVERNMENT OPERATIONS AND HOUSING  
MONDAY, MARCH 31, 2014, 2:50 P.M.  
STATE CAPITOL – ROOM 016

**RE: GM 584, SUBMITTING FOR CONSIDERATION AND CONFIRMATION AS THE  
ADMINISTRATOR OF THE STATE PROCUREMENT OFFICE, GUBERNATORIAL NOMINEE,  
SARAH-JANE ALLEN**

Dear Chair Dela Cruz, Vice-Chair Slom and members of the Committee:

My name is Clyde T. Hayashi and I am the Director of Hawaii LECET. Hawaii LECET is a labor-management partnership between the Hawaii Laborers Union Local 368, its 5,000+ members, and 250+ unionized contractors.

We support GM 584, submitting for consideration and confirmation as the Administrator of the State Procurement Office, Gubernatorial Nominee Sarah-Jane Allen. We believe Ms. Allen is more than qualified to be the Hawaii State Procurement Office Administrator.

Ms. Allen has over 15 years of experience in the areas of financial management, including budgeting, conducting financial audits and analysis, and general accounting. In addition, she has over 14 years of experience in the area of contracts and project management. Most recently, Ms. Allen was the Senior Manager and Executive Advisor for ASI Government, Inc., where she was responsible for contract management, cost & pricing analysis, bid, proposal and business development, strategic planning and business analytics.

Ms. Allen's past work experience includes working as a Senior Acquisitions Analyst for CACI in Arlington, VA, where she procured over \$40 million in IT services. She also worked as both a Commissioned and Non-Commissioned Officer and Contract Specialist for the United States Air Force and was also the Chief Financial Officer for Dockside Internet, LTD in South Africa.

With Ms. Allen's extensive background in business operations, as well as experience in contracts, financial, and project management, we believe that she will be a welcome addition to the Hawaii State Procurement Office. We look forward to working with her to address the many concerns and issues our industry has with the procurement process.

Mahalo for the opportunity to express our support for Ms. Sarah-Jane Allen.