

UNIVERSITY OF HAWAII' NOTICE OF EXEMPTION CHAPTER 103D, HRS

The Chief Procurement Officer, University of Hawai'i, is in the process of reviewing the request from Information Technology Services, University of Hawai'i System (Department/Campus) for exemption from Chapter 103D, HRS, for the following goods and services:

Subscription to Google Cloud Platform services: includes access to suite of cloud computing services, including compute resources, storage, databases, networking, operations, developer tools, data analytics, AI/ML services, pre-trained model APIs, API management, container services, Google-Managed Multi-Cloud services, migration tools, security and identity access controls, Google Distributed Cloud, serverless computing, and management tools.

Vendor/Contractor: Burwood Group, Inc
(If known)

Address: 1515 W 22nd St
Oak Brook, IL 60523

| | | | |
|--|-------|-----|--------------------------|
| Term of Contract: (If known) | From: | To: | Cost: \$250,000 (est) |
|--|-------|-----|--------------------------|

Direct any inquiries to:
Department: Information Technology Services, Research Cyberinfrastructure

Contact Name/Title: Sean Cleveland / Acting Director

Address: 2520 Correa Road
Information Technology Center, 6th Floor
Honolulu, Hawaii 96822

Phone Number:
(808) 956-8982

Fax Number:
(808) 956-2412

Date Posted: August 20, 2025

Submit written objections to this notice to issue an exemption from Chapter 103D, HRS, within seven (7) calendar days from the date posted to:

Office of Procurement Management
1400 Lower Campus Road, Room 15
Honolulu, Hawai'i 96822
email: OPM@hawaii.edu

**UNIVERSITY OF HAWAI'I
REQUEST FOR EXEMPTION FROM CHAPTER 103D, HRS**

To: Kalbert Young **Date:** 08/06/2025
Chief Procurement Officer, University of Hawai'i

Via: Office of Procurement Management

From: University of Hawai'i System, Information Technology Services
(Campus & Department/Program)

Vendor/Contractor: Burwood Group, Inc

Estimated Amount: \$250,000.00 (est.)

Term of Contract, if applicable: One (1) Year

Pursuant to University Administrative Procedure 8.220, and consistent with Hawaii Revised Statutes §103D-102(b)(4) and Hawaii Administrative Rules Chapter 3-120, the department requests a procurement exemption to purchase the following (attach additional sheets if necessary):

1. Description of the goods or services:

Subscription to Google Cloud Platform services: includes access to suite of cloud computing services, including compute resources, storage, databases, networking, operations, developer tools, data analytics, AI/ML services, pre-trained model APIs, API management, container services, Google-Managed Multi-Cloud services, migration tools, security and identity access controls, Google Distributed Cloud, serverless computing, and management tools. The complete list of services that form Google Cloud Platform can be found here: <https://cloud.google.com/terms/services> under Google Cloud Platform Services Summary.

2. Explain in detail, why it is not practicable or not advantageous for the University to procure by standard competitive means when multiple sources are available, or by other standard methods of source selection:

See Attached.

3. Explain in detail, the process that will be or was utilized in selecting the vendor/contractor:

See Attached.

4. Provide a description of the department's internal controls and approval requirements for the exempt procurement:

Information Technology Services has actively managed systemwide cloud and computing services for many years, and will continue to actively manage the vendor relationship with Google, with oversight by ITS directors and Information Security leads. Faculty and researcher input will be requested via public comments and from the Research Cyberinfrastructure High Performance Computing Advisory board, composed of researchers who have historically utilized the most research cyberinfrastructure services from multiple UH campuses. System Administrative Services will oversee fiscal review and oversight of this procurement.

5. Provide a list of department personnel, by position title, who will be involved in the approval process and administration of the contract:

Garret Yoshimi, Vice President for Information Technology/CIO
 Sean Cleveland, Acting Director, Research Cyberinfrastructure
 Kariann Irei, System Administrative Services

6. Direct questions to: Sean Cleveland Email Address: seanbc@hawaii.edu

Certification: I certify that the information provided herein is true and correct to the best of my knowledge.

Sean Cleveland, Research Cyberinfrastructure
 Full Name of Principal Investigator, Department Head, or Administrator

Sean B. Cleveland Digitally signed by Sean B. Cleveland
Date: 2025.08.06 13:34:50 -06'00' 08/06/25
 Signature Date

Kariann Irei, System Admin Services
 Full Name of Fiscal Administrator

Kariann C. Irei Digitally signed by Kariann C. Irei
Date: 2025.08.08 13:47:30 -10'00'
 Signature Date

APPROVED:

Garret T. Yoshimi, Vice President for IT and CIO
 Full Name of Vice President or Chancellor

Garret T. Yoshimi Digitally signed by Garret T. Yoshimi
Date: 2025.08.07 12:37:45 -10'00'
 Signature Date

FOR OPM USE ONLY

OPM COMMENTS:

APPROVED DENIED

Sarah Allen Digitally signed by Sarah Allen
Date: 2025.08.29 10:48:40 -10'00'
 CHIEF PROCUREMENT OFFICER, UNIVERSITY OF HAWAII

08/29/25
 DATE

Attachment 1:

2. Explanation describing how procurement by standard competitive means is either not practicable or not advantageous to the University:

The University of Hawai'i has an existing systemwide subscription to Google Workspace for Education Plus which provides access for all University members to all Google Workspace for Education Plus features as well as additional storage considerations. Thus, the Google infrastructure is already integrated into the UH ecosystem, including for identity management, data governance and security controls. UH members utilize the system for already for research, with tools available for limited storage (Drive), artificial intelligence (Gemini, Notebook LM), and online coding environments (Colab). It would not be practical to utilize alternative non-Google cloud computing services such as Amazon Web Services or Microsoft Azure as it would require much more effort and cost in having these systems integrate into the UH ecosystem Google services already aligns with our existing identity management platform, data governance policies, and compliance requirements, and is already being used for research by faculty/staff/students. Utilizing a non-Google service would introduce unnecessary complexity and costs when considering the process to integrate into the UH ecosystem, would require additional administrative overhead, and researchers would not be able to utilize their existing data, code and other resources that they've already established in Google Workspace for Education Plus.

On-premises or hosted computing has increasingly been an impractical level of high cost, requiring regular equipment upgrades, with expensive maintenance costs, complex set-up and a high level of management and oversight by ITS staff; there is also a greater barrier to entry as technical knowledge is required, and there are less services that can be provided to users compared to a tool like Google Cloud Platform. Information Technology Services will be purchasing a year-long subscription to the Google Cloud Platform to continue to test if this cloud solution is better able to meet the needs of faculty, researchers and students at a lower cost.

After months of intense negotiation between Google and a group of higher education representatives, that included Internet2 (the Net+ community), Research-1 university CIOs, along with dozens of representatives from smaller institutions, Google entered into an agreement with the Internet2 community to provide Google Cloud Platform services at a large discount, with a pre-negotiated contract customized for higher education and additional benefits and access to specific resources and documentation available only to the Internet2 Community. UH is already a Internet2 member. The Net+ agreement terms are favorable to UH and other public institutions, in that the normal, commercial offensive terms are replaced with reasonable terms. UH could proceed with standard procurement approaches, but would not be afforded the discounts and additional benefits only offered on the Net+ agreement or be allowed the direct use of the Net+ terms via the designated Google resellers. Use of any of the standard procurement approaches would cause material delay, significant wasted effort, and unnecessary cost in the acquisition and would seriously impact the availability of

computing resources for UH faculty, staff and students in the near-term, impacting research productivity.

3. Details of the process or procedures to be followed in selecting the vendor to ensure as fair and open competition as practicable:

In this case, direct entry into the negotiated Net+ agreement terms will allow UH to benefit from the many months of aggressive negotiation and settlement arrived at to benefit all US higher education. There are a limited number of authorized resellers are allowed to offer Internet2 higher education members the NET+ offering for Google Cloud Platform (GCP) – linked under NET+ Google Cloud Platform Order Flow and FAQs on the agreement.

Burwood was selected as the vendor because they are listed as one of four authorized resellers, of the available resellers, Research Cyberinfrastructure has found that the license to the Google Cloud Platform billing portal created, licensed, deployed and managed by Burwood would be the most cost effective and practical solution to the current needs of the University, due to the increased integration and training requirements of the other portals. In addition, the billing portal is already deployed and configured for UH accounts and has been in production for several months and is ready to use. Burwood Group is also able to waive the licensing cost and this agreement will provide a direct relationship with the vendor for training, management and customer service. This is not possible with other resellers. The billing portal allows for comprehensive cloud billing with budget management and enforcement, providing enhanced GCP usage reporting in a user-friendly experience, which is necessary for the research cyberinfrastructure team to effectively deploy the platform to the UH community in a cost-effective manner.

Due to the clear benefits provided by Burwood, any other competitive process at this point would be a waste of time, energy and resources, and as noted above, would directly impact the UH community.