

**UNIVERSITY OF HAWAI'I  
NOTICE OF EXEMPTION CHAPTER 103D, HRS**

The Chief Procurement Officer, University of Hawai'i, is in the process of reviewing the request from  
OFFICE OF VP FOR IT/CIO, ITS, SW (Department/Campus)

for exemption from Chapter 103D, HRS, for the following goods and services:  
Provide Amazon Web Services (AWS) professional services for a Secure Research Environment on AWS.

**Vendor/Contractor:** Four Points Technology, LLC  
(If known)  
**Address:** 13221 Woodland Park Rd, Suite 400, Herndon, VA 20171

<b>Term of Contract:</b> (If known)	<b>From:</b> 06/01/2026	<b>To:</b> 05/30/2027	<b>Cost:</b> \$ 171,727.68
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<b>Direct any inquiries to:</b> Department: OFFICE OF VP FOR IT/CIO, ITS, SW  Contact Name/Title: Brad Christ  Address: 2520 Correa Rd, Honolulu, HI 96822	<b>Phone Number:</b> (808) 956-5011  <b>Fax Number:</b> (808) 956-2412
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Date Posted: 5/1/2026

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

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

**To:** Luis Salaveria **Date:** 04/20/2026  
Chief Procurement Officer, University of Hawai'i

**Via:** Office of Procurement Management

**From:** University of Hawaii System, Information Technology Services  
(Campus & Department/Program)

**Vendor/Contractor:** Four Points Technology, LLC

**Estimated Amount:** \$171,727.68 (est.)

**Term of Contract, if applicable:** One (1) year

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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:

See attached

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 AWS and Four Points, 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  
Bradley Christ, Associate Vice President / Deputy CIO  
Kariann Irei, Fiscal Administrator System Administrative Services

6. Direct questions to: Brad Christ Email Address: bchrist@hawaii.edu

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

Bradley J. Christ  
Full Name of Principal Investigator, Department Head, or Administrator


Bradley Christ Digitally signed by Bradley Christ  
Date: 2026.04.20 17:43:43 -06'00'  
Signature Date

Kariann C. Irei  
Full Name of Fiscal Administrator

Kariann C. Irei Digitally signed by Kariann C. Irei  
Date: 2026.04.21 13:34:15 -10'00'  
Signature Date

APPROVED:

Garret T. Yoshimi  
Full Name of Vice President or Chancellor

 Digitally signed by Garret T. Yoshimi  
Date: 2026.04.20 15:36:15 -10'00'  
Signature Date

**FOR OPM USE ONLY**

OPM COMMENTS:

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\_\_\_\_\_ APPROVED \_\_\_\_\_ DENIED

CHIEF PROCUREMENT OFFICER, UNIVERSITY OF HAWAII

DATE

1. Description of the good or services:

(a) AWS BUNDLE: The scope of the AWS BUNDLE includes all currently existing and, upon announcement, new or enhanced Amazon AWS Services (<https://aws.amazon.com/products/>), and AWS Support (collectively referred to as an “AWS BUNDLE”). The AWS BUNDLE may also include AWS Professional Services. The AWS Bundle includes access to regions that the Customer is qualified for and appropriately selects or makes the configurations for; more specifically, the AWS regions that are Amazon FedRAMP approved US regions are also available for applicable Qualified Persons under the AWS Bundle. The AWS BUNDLE will allow for Marketplace purchases of third-party products and services directly supporting AWS utilization and optimization within the AWS portal; however all parties should be aware that all Marketplace purchases are sold as open market line items at published list price. Predicated on a customer’s specific request for a Cloud Services Flexible buying vehicle, Reseller will offer the Full suite of Amazon Web Services, which will in turn be operationally configured and augmented by the customer with the governance, integration, and security required for approved Agency use. Each unit of the BUNDLE equates to \$1.00 of Amazon Web Services and other bundle components. Incremental orders will be periodically placed using this AWS BUNDLE in various quantities to provide the customer with the flexibility to order various “dollar amount” quantities of Amazon AWS services and other components based on its estimated usage for needs of varying duration. Quantities will be periodically re-ordered by the customer in amounts sufficient to cover the estimated cost for cloud services that will be used to meet a variety of requirements.

(b) Professional Services: Reseller provides and manages the delivery of third-party professional services.

(c) Other Professional Service:

Reseller has partnered with a company that specializes in the mechanics of AWS Compute cost optimization. Reseller will integrate cost optimization activities into our existing billing and reporting processes, providing the Customer with:

- Incremental cost savings
- Clear reporting on the magnitude of the savings
- Ability to demonstrate the impact of the savings on specific Customer programs and mission areas.

Savings are measured on the improvements that Reseller achieves versus the discounted pricing that Customer already receives.

Reseller and its partner’s services will be funded by a share of the savings resulting from cost optimization.

Savings on Customer's use of AWS compute resources will be generated by Reseller's activity. These savings will be reflected in an overall reduction in the cost per AWS compute unit experienced by the Customer as a whole. The Customer will have no need to make financial commitments, purchase software, or pay for services. No re-platforming or changes to Customer's operating environment are required.

(d) Support Services: Reseller will make available for purchase AWS-delivered technical support at a level selected by Customer (Basic, Developer, Business, Enterprise On-Ramp, Enterprise.) Additionally, Reseller will provide Customers with no-charge operational support. This includes account creation, billing, custom reporting, cost optimization check-ins, and resolving invoicing questions and issues. Further information may be found here: <https://aws.amazon.com/premiumsupport/plans/>

(e) Concurrent Participation in NIH STRIDES: The NIH Science and Technology Research Infrastructure for Discovery, Experimentation, and Sustainability ("NIH STRIDES") Initiative establishes partnerships with commercial cloud service providers (CSPs) to reduce economic and technological barriers for accessing and computing on large biomedical data sets to accelerate biomedical advances. The NIH STRIDES Initiative is open to all NIH funded organizations and institutions. Subject to NIH and AWS approval, Qualified Persons with bio-medical workloads will be able to leverage the Internet2 NET+ Reseller Service Order to access the Services for both their enterprise and NIH-funded research needs as part of the STRIDES Initiative.

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:

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 Amazon Web Services.

After months of intense negotiation between AWS 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, Amazon entered into an agreement with the Internet2 community to provide AWS 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

AWS 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.

Existing procurements of AWS services outside of the Net+ agreement, such as through NASPO, have already directly resulted in higher costs to the University of Hawaii. By moving to the Net+ AWS agreement, we will lower the cost both centrally and for all member campuses, colleges, departments, and programs of the UH system.

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

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 is one authorized reseller allowed to offer Internet2 higher education members the NET+ offering for Amazon Web Services – linked under NET+ AWS Order Flow and FAQs on the agreement.

Four Points Technology offered significant value-added services and was selected by Internet2 Net+ after an intensive competitive bid process that included multiple resellers.

Additional benefits of using Net+ AWS and Four Points Technology include:

- A **competitively-bid customer agreement** created through the input of member organizations that **incorporates community best practice terms**
- Flexible options for a **Business Associate Agreement** for HIPAA workloads
- Access to **AWS GovCloud** for sensitive workloads
- A common minimum **discount for all subscribers, regardless of their cloud spend**
- A **Data Egress Fee Waiver** that refunds egress charges **up to 15% of an account's monthly spend** for eligible accounts
- The ability to enable **support on an account-by-account basis**
- Ready access to the **NIH STRIDES Initiative** with additional discounts and enhanced support
- A framework for enterprise-scale consumption, including the option of a **single institutional bill or direct billing to account holders**, with a variety of payment options including credits

Due to the clear benefits provided by Net+ and Four Points Technology, 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.