

GM243

LINDA LINGLE
GOVERNOR



PROCUREMENT POLICY BOARD
DARRYL W. BARDUSCH
LESLIE S. CHINEN
DARYLE ANN HO
KEITH T. MATSUMOTO
RUSS K. SAITO
PAMELA A. TORRES

AARON S. FUJIOKA
ADMINISTRATOR

**STATE OF HAWAII
STATE PROCUREMENT OFFICE**

P.O. Box 119
Honolulu, Hawaii 96810-0119
Tel: (808) 587-4700 Fax: (808) 587-4703
<http://hawaii.gov/spo>

TESTIMONY
OF
AARON S. FUJIOKA
ADMINISTRATOR
STATE PROCUREMENT OFFICE

TO THE
SENATE COMMITTEE
ON
JUDICIARY AND GOVERNMENT OPERATIONS

March 9, 2010

9:30 am

GM 243

Chair Taniguchi, Vice-Chair Takamine, and committee members, thank you for this opportunity and for allowing me to testify on my behalf. I am very pleased to be here and honored to be Governor Lingle's nominee.

As the Administrator of the State Procurement Office, I have had the opportunity of working with dedicated staff, an Administration very supportive of efforts for open government and procurement transparency and a collaborative legislature collectively accomplishing this goal.

In our continuing efforts to build public confidence and enhance the transparency of procurement operations we have institutionalized the disclosing of numerous procurement information, notices, documents and contract awards on the Internet. It has resulted in increased awareness of procurement, more scrutiny in our decisions and has raised the expectations and standards of procurement practices. Our purchasing card (pCard) program continues to add efficiency and cost saving measures which benefits all governmental jurisdictions and businesses. We have also developed and implemented the Hawaii Electronic Procurement System which beyond eliminating paper, adds transparency and efficiency through the use of technology, increases competition, fairness, disclosure, and notifications.

GM 243
Senate Committee on Judiciary
and Government Operations
March 9, 2010
Page 2

Although we have been severely affected by a reduction in personnel, looking ahead, I see opportunities for us to continually improve. Our resources will continue to be directed to train personnel in other State agencies and to improve systemic processes applicable to our statewide procurement system. Our internal processes are continually being examined to ensure the results benefit government agencies and businesses.

I will continue to advocate for the consistent application of the procurement statutes and rules and work conscientiously at making fair and informed decisions. Thank you again for allowing me to present this testimony and I ask for your support in this confirmation process.

LINDA LINGLE
GOVERNOR



RUSS K. SAITO
Comptroller

SANDRA L. YAHIRO
Deputy Comptroller

**STATE OF HAWAII
DEPARTMENT OF ACCOUNTING
AND GENERAL SERVICES
P.O. BOX 119
HONOLULU, HAWAII 96810-0119**

TESTIMONY
OF
RUSS K. SAITO, COMPTROLLER
DEPARTMENT OF ACCOUNTING AND GENERAL SERVICES
TO THE
SENATE COMMITTEE
ON
JUDICIARY AND GOVERNMENT OPERATIONS
ON
March 9, 2010

G.M. 243

SUBMITTING FOR CONSIDERATION AND CONFIRMATION AS STATE
PROCUREMENT ADMINISTRATOR, GUBERNATORIAL NOMINEE,
AARON FUJIOKA, FOR A TERM TO EXPIRE 08-25-2013

Chair Taniguchi and members of the Committee, thank you for the opportunity to testify on the nomination of Aaron Fujioka as State Procurement Administrator.

I strongly support the nomination of Aaron Fujioka as a person who is fully capable of fulfilling the responsibilities of the State Procurement Office Administrator.

Mr. Fujioka has over twenty years of experience conducting public procurement and contracting services for the State. He served as State Procurement Office Administrator for several years before moving to the City in 2005. Shortly after moving to the City, Mr. Fujioka recognized that the State Procurement Office was the agency that would allow him to make the biggest contribution to the State. Mr. Fujioka applied for the job as State Procurement Office Administrator, was recommended as the most qualified of the candidates who applied, and was nominated by Governor Lingle.

I have worked with Mr. Fujioka for over seven years, and have found him to be amply qualified for the job. Equally important, I have found him to be a man of high integrity. As the Department Head to whom his office is administratively attached and as a member of the Procurement Policy Board that adopts the administrative rules that implement the Hawaii Procurement Code, I have known Mr. Fujioka to be professional, forthright and fair. His judgments and recommendations are based on his understanding of the procurement code, and always mindful of its hallmarks of transparency and openness. He relies on the merits of the argument for or against a procurement action and remains steadfast in his determinations.

I believe that Mr. Fujioka's nomination will serve the best interests of the State. I urge you to recommend his nomination to the full Senate and to vote for his confirmation.

Thank you for the opportunity to testify in support of Aaron Fujioka.

LINDA LINGLE
GOVERNOR



RUSS K. SAITO
Comptroller
SANDRA L. YAHIRO
Deputy Comptroller

STATE OF HAWAII
DEPARTMENT OF ACCOUNTING
AND GENERAL SERVICES
P.O. BOX 119
HONOLULU, HAWAII 96810-0119

TESTIMONY
OF
SANDI YAHIRO, DEPUTY COMPTROLLER
DEPARTMENT OF ACCOUNTING AND GENERAL SERVICES
TO THE
SENATE COMMITTEE
ON
JUDICIARY AND GOVERNMENT OPERATIONS
ON
March 9, 2010

G.M. 243

RELATING TO CONFIRMATION TO THE POSITION OF STATE PROCUREMENT
ADMINISTRATOR, AARON FUJIOKA

Chair Taniguchi and members of the Committee, thank you for the opportunity to testify on G.M. 243. As Deputy Director of the Department of Accounting and General Services, I **strongly support** the confirmation of Mr. Aaron Fujioka to the position of State Procurement Administrator.

I have worked with Mr. Fujioka for over 10+ years and have found him to be extremely knowledgeable about State procurement laws, rules, policies, and procedures. Mr. Fujioka has a very strong sense of ethics and is always focused on 'doing the right thing'. He has worked for the State Procurement Office for over 13 years and has been the Administrator and Chief Procurement Officer for over 8 years. During this tenure as the State's Chief Procurement Officer he has had many notable achievements, including:

- Developing and implementing the pCard program which today has over 3,900 cardholders generating over 300,000 transactions valued at over \$100 million annually. The pCard, as an alternative payment method to the paper purchase order, has infused many efficiencies and savings for both government agencies and the companies the State contracts with.

- Offering procurement training that consists of 35 different training workshops and conducting over 300 procurement training sessions presented across the state for state and county employees. The training has significantly improved the ability of personnel to properly conduct procurements. Additionally, under Mr. Fujioka's leadership, SPO has trained vendors, contractors and service providers through a monthly session titled 'Doing Business with the State'.

For all of these reasons and more, I **urge you to confirm Mr. Fujioka** as the State Procurement Administrator.

Thank you for the opportunity to testify on this matter.

LINDA LINGLE
GOVERNOR

JAMES R. AIONA, JR.
LT. GOVERNOR



LAWRENCE M. REIFURTH
DIRECTOR

CLYDE S. SONOBE
CABLE TELEVISION ADMINISTRATOR

STATE OF HAWAII
CABLE TELEVISION DIVISION
DEPARTMENT OF COMMERCE & CONSUMER AFFAIRS
335 MERCHANT STREET
P. O. BOX 541
HONOLULU, HAWAII 96809
(808) 586-2620
FAX (808) 586-2625

TO THE SENATE COMMITTEE ON
JUDICIARY AND GOVERNMENT OPERATIONS

TWENTY-FIFTH LEGISLATURE
Regular Session of 2010

Tuesday, March 9, 2010
9:30 a.m.

TESTIMONY ON GOVERNOR'S MESSAGE NO. 243
RELATING TO THE NOMINATION OF AARON FUJIOKA
AS ADMINISTRATOR, STATE PROCUREMENT OFFICE

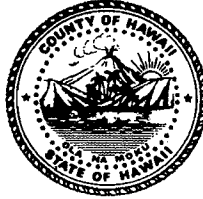
TO THE HONORABLE BRIAN TANIGUCHI, CHAIR, AND MEMBERS OF THE
COMMITTEE:

My name is Clyde Sonobe, Cable Television Administrator, Department of Commerce and Consumer Affairs. I am writing in strong support of Mr. Aaron Fujioka's nomination as Administrator of the State Procurement Office.

The Cable Television Division has worked with the State Procurement Office and Mr. Fujioka over the years on various procurement matters. In my dealings with him, Mr. Fujioka has displayed a thorough knowledge of the State Procurement Code and dedication to its principles of maximizing best value to the fullest extent practicable for the residents of Hawaii, while ensuring fair and equitable treatment of all parties. In addition Mr. Fujioka has always demonstrated the highest level of professionalism, integrity, and fairness in all matters brought before him.

Thank you for this opportunity to strongly support Mr. Fujioka's re-appointment as Administrator of the State Procurement Office.

William P. Kenoi
Mayor



William T. Takaba
Managing Director

Walter K.M. Lau
Deputy Managing Director

County of Hawaii

HILO: 891 Ululani Street • Hilo, Hawai'i 96720-3982 • (808) 961-8211 • Fax (808) 961-6553
KONA: 75-5722 Hanama Place, Suite 102 • Kailua-Kona, Hawai'i 96740
(808) 327-3602 • Fax (808) 326-5663

March 9, 2010

The Honorable Brian T. Taniguchi, Chair
and Members of the Senate Committee on
Judiciary and Government Operations
Hawaii State Capitol
Honolulu, HI 96813

Thank you for this opportunity to present testimony in support of the nomination of Aaron S. Fujioka as Administrator for the Hawaii State Procurement Office. I have known Mr. Fujioka both professionally and personally for approximately 30 years and I consider it an honor to write on his behalf.

I have been employed with the County of Hawaii since January 1974, serving as its Executive on Aging for 24 years and Finance Director for 10 years. I am currently the County Managing Director under Mayor Billy Kenoi. As Finance Director, I served as the Chief Procurement Officer for the County and worked very closely with the State Procurement Office and its Administrator.

In the years that I have known Aaron, I have seen him excel in every job assumed. From his work at the Legislature to his work at the State Executive Office on Aging, the State Office of Community Service, the City Department of Community Services, and the State Procurement Office – I have always depended on Aaron for his expertise and experience on a variety of issues. He has willingly provided training to my staff and me, and has always been available for personal consultation when necessary.

Aaron has earned the respect of all of his colleagues for his knowledge of procurement laws and procedures, and his good judgment and integrity in carrying them out. Aaron Fujioka is bright, honest, and hard working. He has proven to be an exceptional Administrator.

There is also a personal side of Aaron that I know very well. His family is his source of strength and inspiration, and he puts this above all else. Aaron is also a trusted and caring friend who is always there when help is needed.

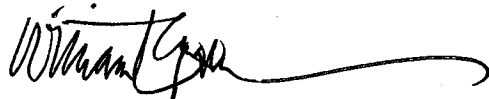
Honorable Brian T. Taniguchi, Chair, and
Members of the Committee on
Judiciary and Government Operations

Page 2

March 9, 2010

I humbly ask that you support the nomination of Aaron S. Fujioka as Administrator for the State Procurement Office. Thank you very much.

Sincerely yours,

A handwritten signature in black ink, appearing to read "William Takaba", followed by a long, sweeping horizontal flourish.

William Takaba
Managing Director

William P. Kenoi
Mayor



Nancy E. Crawford
Director

Deanna S. Sako
Deputy Director

County of Hawaii

Finance Department
25 Aupuni Street, Suite 2103 • Hilo, Hawaii 96720
(808) 961-8234 • Fax (808) 961-8248

March 5, 2010

The Honorable Senator Brian T. Taniguchi, Chair,
and Members of the Senate Committee on judiciary and Government Operations
Hawai'i State Capitol
415 South Beretania Street
Honolulu, Hawai'i 96813

Dear Chair Taniguchi and Members of the Committee:

RE: Testimony Supporting GM 243, Confirmation of Aaron Fujioka as State Procurement Administrator
Hearing Tuesday, March 9, 2010, at 9:30 a.m., Conference Room 016

Aaron Fujioka has served as the State Procurement Administrator for eight years. During that time the State Procurement Office (SPO) has functioned very effectively. Under Mr. Fujioka's leadership the SPO has been innovative in improving operations and has embraced technology to maximize efficiency. The SPO has also expanded outreach and education for State departments and County agencies.

Mr. Fujioka makes himself available to support our Hawai'i County operations and he has clearly created a culture of customer service within his agency. All of his staff are very helpful and proficient in their area of expertise.

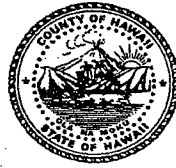
Mr. Fujioka is also willing to speak up and testify when he feels that certain legislation will adversely impact procurement operations, or not achieve its intended purpose. His positions are well thought out and take into consideration potential unintended consequences. This assertiveness adds to his effectiveness as a leader.

I urge you to confirm Aaron Fujioka as State Procurement Administrator for a term to expire 08/25/2013.

Sincerely,

Nancy Crawford
Director of Finance

William P. Kenoi
Mayor



Nancy E. Crawford
Director

Deanna S. Sako
Deputy Director

Gilbert J. Benevides
Purchasing Agent

County of Hawai'i
PURCHASING DIVISION
DEPARTMENT OF FINANCE
25 Aupuni Street, Suite 1101
Hilo, Hawai'i 96720

March 4, 2010

The Honorable Brian T. Taniguchi, Chair
and Members of the Senate
Committee on Judiciary and Government Operations
Twenty-Fifth State Legislature
State Capitol, Room 016
Honolulu, Hawai'i 96813

Subject: GM243, Confirmation of Aaron Fujioka
Tuesday, March 09, 2010
9:30 a.m.

Thank you for the opportunity to submit testimony on GM243

It is my pleasure to offer testimony in favor of Aaron Fujioka's confirmation. Over the years I have found Mr. Fujioka to be a consummate professional, extremely knowledgeable in procurement procedure and law, and always willing to offer guidance.

I would strongly recommend that the committee confirm Mr. Fujioka for another term.

Sincerely,

Gilbert Benevides
Purchasing Agent
County of Hawaii

WRITTEN TESTIMONY OF STAFF MEMBERS
OF THE STATE PROCUREMENT OFFICE

SYLVIA CHING
DEBRA ANN CHUN
RONNETTE CORREA
CLARENCE FUKUMOTO
CORINNE HIGA
BONNIE KAHAKUI
CRAIG KURAOKA
CLARA MASAKI
STANTON MATO
CHERYL OHO
WENDY ORITA
RONALD PAAAINA
MEI PHILLIPS
KEVIN TAKAESU
DONNA TSURUDA-KASHIWBARA

SENATE COMMITTEE ON
JUDICIARY AND GOVERNMENT OPERATIONS

GM 243

MARCH 9, 2010
9:30 A.M.

CONFIRMATION OF AARON S. FUJIOKA AS THE
ADMINISTRATOR OF THE STATE PROCUREMENT OFFICE

We strongly encourage your support of the nomination of Aaron S. Fujioka as the Administrator of the State Procurement Office.

Working with Mr. Fujioka we have learned firsthand by his words and actions that integrity, professionalism, resourcefulness and teamwork are keystones of his leadership. Customer service has been underscored as we continue to provide procurement, inventory and surplus services with significantly less resources.

Mr. Fujioka has gained our trust and respect. We believe he will skillfully navigate our office through this season of heightened changes, coping with obstacles and seizing new opportunities.

In closing, we firmly recommend your support of Aaron S. Fujioka's nomination as the Administrator of the State Procurement Office.



CATHOLIC CHARITIES HAWAII

Vice President of Programs (808) 527-4888 • Fax (808) 527-4889
Clarence T.C. Ching Campus, 1822 Keeaumoku St. • Honolulu, HI 96822

To: Senator Brian T. Taniguchi, Chair
Senator Dwight Y. Takamine, Vice-Chair

From: Stella M.Q. Wong, Vice President of Programs
Catholic Charities Hawaii

Date: Tuesday, March 9, 2010

RE: **GM 243, Submitting for consideration and confirmation to the State Procurement Administrator, Gubernatorial Nominee AARON S. FUJIOKA, for a term to expire 8-25-2013.**

I strongly support the nomination of Aaron S. Fujioka as the State Procurement Administrator.

As the previous Administrator of the State Procurement Office, Aaron S. Fujioka has taken the office to new heights in credibility. He has always acted with integrity and honesty in how he administers the office. He has helped uniform laws to make the process equitable for all agencies and he has held State Agencies accountable to how they procure services.

Aaron has excellent skills as a leader and decision maker. His ability to listen and bring people together to make decisions and take action will help the State Procurement Office continue to be one of the finest in the nation. He is an outstanding leader in state government.

I have known Aaron for over 20 years, as his college instructor and academic advisor and now as a colleague. I have full confidence that Aaron will be an asset to the State Procurement Office and I fully support his nomination. Thank you for this opportunity to testify.



COALITION OF HAWAII ENGINEERING AND ARCHITECTURAL
PROFESSIONALS

March 4, 2010

EMAILED TESTIMONY TO: JGOTestimony@Capitol.hawaii.gov

**Hearing Date: Tuesday, March 9, 9:30 a.m., Conference Room 016
(Committee on Judiciary and Government Operations)**

Honorable Senator, Chair, Brian T. Taniguchi, Vice Chair, Dwight Y. Takamine and Members of the Senate
Committee on Judiciary and Government Operations

**Subject: GM 243/GM 318, Confirmation State Procurement Administrator, Gubernatorial Nominee,
Aaron Fujioka**

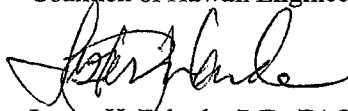
Honorable Chair Taniguchi, Vice Chair Takamine, and Committee Members,

The Coalition of Hawaii Engineering & Architectural Professionals represents several professional
Engineering and Architectural organizations including American Council of Engineering Companies Hawaii;
American Institute of Architects; Hawaii Chapter of the American Society of Civil Engineers; American
Public Works Association Hawaii Chapter; Structural Engineering Association of Hawaii; and the Hawaii
Society of Professional Engineers.

We strongly support Gubernatorial Nominee Aaron Fujioka for confirmation for our State Procurement
Administrator. We have worked closely with Mr. Fujioka on numerous procurement issues and bills for
several years and have found him extremely knowledgeable about the State Procurement Laws and he has
been very helpful to our understanding of the State of Hawaii procurement process and legislative process.

We urge you to support the Confirmation of Mr. Aaron Fujioka for State Procurement Administrator.

Sincerely,
Coalition of Hawaii Engineering & Architectural Professionals



Lester H. Fukuda, P.E., FACEC

ACEC

AMERICAN COUNCIL OF ENGINEERING COMPANIES
of Hawaii

March 5, 2010

President

John Katahira, P.E.
The Limtiaco Consulting Group
Ph: (808) 596-7790

President-Elect

Sheryl Nojima, Ph.D.
Gray Hong Nojima & Assoc.
Ph: (808) 521-0306

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Email: gwright@acechawaii.org
Website: www.acechawaii.org

EMAILED TESTIMONY to: JGOTestimony@Capitol.hawaii.gov

Hearing Date: Tuesday, March 9th, 9:30 a.m., Conference Room 016

Honorable Senator Chair, Brian T. Taniguchi, Vice Chair, Dwight Y. Takamine and Members of the Senate Committee on Judiciary and Government Operations

Subject: GM 243/GM 318, Confirmation of State Procurement Administrator, Gubernatorial Nominee, Aaron Fujioka

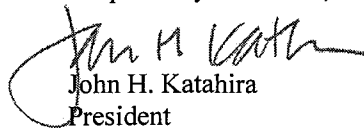
Chair Taniguchi, Vice Chair Takamine, and Committee Members:

Thank you for this opportunity to offer my strong support for the confirmation of State Procurement Administrator, Aaron Fujioka.

Our organization has worked effectively and diligently with Aaron over the years. He has proven to be a fair, consistent, valuable and noble resource for Hawaii's engineering industry.

On behalf of 65 engineering companies and more than 1,320 Hawaii employees, the American Council of Engineering Companies-Hawaii appreciates this opportunity to provide our strong support of Aaron.

Respectfully submitted,


John H. Katahira
President



March 6, 2010

TO: Senator Brian Taniguchi, Chairman
And members of the Senate Judiciary and Government Operations Committee

FROM: Debbie Shimizu, LSW
National Association of Social Workers, Hawaii Chapter

RE: GM 243 Consideration and Confirmation of **Aaron S. Fujioka** as Administrator for State Procurement Office- **STRONG SUPPORT**

Chair Taniguchi and members of the Senate Judiciary and Government Operations Committee, I am Debbie Shimizu, Executive Director of the National Association of Social Workers, Hawaii Chapter. I am testifying in **strong support of GM 243, Consideration and Confirmation of Aaron Fujioka as Administrator of the State Procurement Office.**

In the past, procurement for health and human services was done on a random basis and occasionally through state grants. During the Reagan-Bush administration and the passage of the Omnibus Budget Reconciliation Act of 1980, states were forced to develop procurement procedures to deal with block grants from the Federal government. In 1982, the Hawaii state Legislature established HRS Chapter 42 to create a system that would legitimize agencies who received state contracts.

I have worked with Mr. Fujioka since 1993 when he was active with the Advisory Council for Chapter 42D. The Advisory Council was an appointed group of Executive Directors from the health and human service agencies who received purchase of service contracts from the state and advised the state departments on issues regarding the purchase of service process. With his social work background, Mr. Fujioka was knowledgeable about the health and human services sector as well as the state Chapter 42D contracting process. He was an excellent liaison between the state and the non-profit executive directors.

In 1998 HRS 103F established a separate statute to govern the Purchases of Health and Human Services. The Advisory Council became the Community Council on Health and Human Services. Mr. Fujioka was hired in the Procurement Office to implement HRS 103F and to staff the Community Council on Health and Human Services. Again, his experience and knowledge in the process of purchasing health and human services was invaluable. Mr. Fujioka is well organized and is able to address all aspects of an issue fairly. He was able to work well with all members of the Community Council as well as with Department Directors, fiscal officers, the private sector.

As staff for the Purchases of Health and Human Services, Mr. Fujioka has been instrumental in developing the rules for this new statute. He also helped to develop a website with extensive information on the purchasing process and a report with data on all of the purchase of service contracts in health and human services. Mr. Fujioka assisted with planning and conducting several statewide conferences and numerous workshops on the purchase of service process and related issues.

Since his initial appointment as the Administrator of the State Procurement Office in 2002, he has gained experience in all aspects of procurement. Mr. Fujioka is fair, intelligent, hard working and a dedicated worker and I strongly support his reappointment. Thank you for this opportunity to testify.

SAH - Subcontractors Association of Hawaii

1188 Bishop St., Ste. 1003**Honolulu, Hawaii 96813-2938

Phone: (808) 537-5619 ✦ Fax: (808) 533-2739

March 9, 2010

Testimony To: Senate Committee on Judiciary and Government Operations
Senator Brian T. Taniguchi, Chair

Presented By: Tim Lyons
President

Subject: GM 243 – Submitting for consideration and confirmation as
State Procurement Administrator, Gubernatorial Nominee,
AARON FUJIOKA, for a term to expire 08-25-2013.

Chair Taniguchi and Members of the Committee:

I am Tim Lyons, President of the Subcontractors Association of Hawaii. The Subcontractors Association of Hawaii is composed of the following nine separate and distinct subcontracting organizations which include:

HAWAII FLOORING ASSOCIATION

ROOFING CONTRACTORS ASSOCIATION OF HAWAII

HAWAII WALL AND CEILING INDUSTRIES ASSOCIATION

TILE CONTRACTORS PROMOTIONAL PROGRAM

PLUMBING AND MECHANICAL CONTRACTORS ASSOCIATION OF HAWAII

SHEETMETAL CONTRACTORS ASSOCIATION OF HAWAII

PAINTING AND DECORATING CONTRACTORS ASSOCIATION

PACIFIC INSULATION CONTRACTORS ASSOCIATION

ELECTRICAL CONTRACTORS ASSOCIATION OF HAWAII

We are in full support of this nomination.

We have worked with Mr. Fujioka in conjunction with legislative proposals over the years and found him to be one of the more balanced and fair governmental bureaucrats that we have dealt with. In every case he has approached the issue at hand with an analytical approach, often times offering both the negative and the positive of a particular proposal. It is quite obvious that Mr. Fujioka is not out to accomplish his own agenda but the agenda of the job.

It is based on that then we are able to offer our full support for his confirmation as State Procurement Administrator.

Thank you.

1065 Ahua Street
Honolulu, HI 96819
Phone: 808-833-1681 FAX: 839-4167
Email: info@gcahawaii.org
Website: www.gcahawaii.org



GCA of Hawaii

GENERAL CONTRACTORS ASSOCIATION OF HAWAII

Quality People. Quality Projects.

March 8, 2010

The Honorable Senator Brian Taniguchi
Chairperson
Committee on Judiciary and Government Operations
State Capitol, Room 016
Honolulu, Hawaii 96813

Re: GM 243 Submitting for consideration and confirmation as State Procurement Administrator,
Gubernatorial Nominee, **Aaron Fujioka** for a term to expire 08-25-2013

Dear Chairperson Taniguchi and Members of the Committee on Judiciary and Government Operations:

My name is Conrad Murashige, 2010 President of the General Contractors Association (GCA), an organization comprised of over five hundred-sixty (570) general contractors, subcontractors and construction related firms. The GCA **strongly supports** the confirmation of **Aaron Fujioka** as State Procurement Administrator. Over the past eight years the GCA have had the privilege of working with **Mr. Fujioka** and his office on procurement issues. The GCA has witnessed his fair and transparent handling of problems relating to procurement.

Within the last two weeks, he and his associate, Ms. Ruth Yamaguchi, took the time to meet with members from the GCA and BIA to discuss construction industry procurement problems facing the industry.

Accordingly, the GCA **strongly supports** the confirmation of **Aaron Fujioka** as State Procurement Administrator.

Sincerely,

Conrad Murashige
GCA President

March 2, 2010

The Honorable Brian Taniguchi
Senate Judiciary & Government Operations Committee
Hawai'i State Capitol, Room #219
Honolulu, Hawai'i

TESTIMONY IN SUPPORT OF AARON S. FUJIOKA
STATE PROCUREMENT ADMINISTRATOR
MARCH, 2010

Aloha, my name is Mary Lou Barela and I am pleased to recommend Mr. Aaron S. Fujioka for your consideration and confirmation as the State Procurement Administrator. Mr. Fujioka's extensive background in the state procurement process and his tenure as the State Procurement Administrator will continue to serve him well in this leadership position.

As a former member of the State Purchase of Service Council I began working with Mr. Fujioka in 1993 when he represented the Office of Community Services on the Purchase of Service Team (POST. He was as a very important resource to the Council in their quest to transition Purchase of Services to a procurement process. I continued to work with Aaron during the transition and during my years of volunteer service on the Community Council on Purchase of Health and Human Services. His integrity, forthrightness and resourcefulness, along with his ability for organization, collecting and analyzing data, and his competencies in the use of technology, has consistently earned Aaron the respect of his peers.

It is with great enthusiasm that I support the confirmation of Mr. Aaron S. Fujioka as the State Procurement Administrator, and I have every confidence that he will always meet his responsibilities with the highest degree of excellence.


Thank you for the opportunity to testify.



Mary Lou Barela
4651 A Ho'omana Road
Lihu'e, Kaua'i, Hawai'i 96766
808-246-6741



To: Senator Brian T. Taniguchi, Chair,
Senator Dwight Y. Takamine
Committee on Judiciary and Government Operations

From: Stuart Schaffer, Chief Operating Officer
Secure Internet Commerce Network, Inc. (SicommNet) 

Date: March 5, 2010

Re: GM 243 Confirmation of Aaron Fujioka as Administrator of the
State Procurement Office, Tuesday March 9, 2010; 9:30AM

Chair, and Members of the Committee on Judiciary and Government Operations, Thank you for the opportunity to provide testimony in strong support of the confirmation of Aaron Fujioka as Administrator of the State Procurement Office.

As Executive lead for the contractor providing the Hawai'i eProcurement System (HePS) to the State of Hawai'i, I have had the opportunity to work with Aaron Fujioka, and the entire State Procurement Office staff over the past four (4) years. His knowledge of public procurement processes, statutes and policies has been invaluable as we have, together, implemented and rolled-out the HePS throughout the State agencies. He has consistently acted with the utmost integrity, honesty and a set of traits which are critical to success in his Chief Procurement role.

Aaron's vision and leadership, particularly as they relate to process improvement and automation of the procurement function, has been integral to the State's and HePS success to-date, achieving measurable cost savings, consistent and transparent procurement practices, and significant business process improvement. He is highly qualified to continue to lead the State Procurement Office, deriving even greater success for the entire State well into the future.

I have the utmost confidence in Aaron's abilities. Consequently I fully and strongly support his confirmation as Administrator of the State Procurement Office. Your favorable consideration in this matter would be very much appreciated.

Thank you, again, for this opportunity to testify.

Mary Alice Evans
Written Testimony

Senate Committee on Judiciary and Government Operations

Senator Brian T. Taniguchi, Chair
Senator Dwight Y. Takamine, Vice Chair

Tuesday, March 9, 2010
9:30 am
Conference Room 016
State Capitol

Re: GM 243
Nomination of Aaron Fujioka for State Procurement Administrator

Dear Chair Taniguchi, Vice Chair Takamine and Members of the Senate Committee on Judiciary and Government Operations:

I strongly urge you to confirm Aaron Fujioka for Administrator of the State Procurement Office.

Mr. Fujioka has served in this position with dedication to accountability and transparency. He has worked in partnership with the Legislature, the Procurement Policy Board, and purchasers and vendors to improve state and county buying practices.

I have worked with Aaron Fujioka for almost 20 years and I have always found him to consistently ethical and honest. Under his leadership, the State Procurement Office has increased training to purchasers and online access to procurement notices and vendor selection results.

Thank you for the opportunity to state my strong support for the nomination of Aaron Fujioka for State Procurement Administrator.



RALPH S. INOUE CO LTD
GENERAL CONTRACTOR

2831 Awaawaloa Street
Honolulu, Hawaii 96819

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F: 808.833.5971

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Founded in 1962

March 5, 2010

Senator Brian Taniguchi, Chair
Committee on Judiciary and Government Operations
State Capitol, Room 016
Honolulu, Hawaii 96813

RE: GM 243 Submitting for consideration and confirmation as
State Procurement Administrator, Gubernatorial Nominee,
Aaron Fujioka for a term to expire 08-25-2013

The Honorable Senator Taniguchi:

Ralph S. Inouye Co., Ltd. (RSI) and I personally, strongly support the confirmation of **Aaron Fujioka** as State Procurement Administrator. Over the past eight years that I have personally had the privilege of working with **Mr. Fujioka** and his office on any procurement issues, I have witnessed his fair and transparent handling of problems relating to procurement. What impressed me most was his willingness to talk to us personally about any industry procurement issues despite his busy schedule and vast scope of responsibility. Several times, he has returned my calls after normal working hours to discuss procurement issues of concern to the construction industry. He was also willing to counsel and advise our industry of the proper procedural steps to be taken on any matters we wished to present to the Policy Procurement Board (PPB). He has always maintained an open door policy for our industry, our company, and me personally. Perhaps examples would best illustrate this.


Just last year, the General Contractors Association of Hawaii (GCA), the Building Industry Association (BIA), and other construction industry firms were concerned with how the construction change order provision of Act 291 (SLH 2007) was being implemented across the State. To solve the problem, GCA/BIA approached the PPB for rules implementing the intent of the Act consistently. **Mr. Fujioka** took the time to help us with the necessary procedural steps to make it happen, which, in my opinion, has alleviated a lot of problems and inconsistencies in the implementation of the Act.

In late 2002 in the aftermath of the State Supreme Court ruling known as the "Okada Trucking" decision which caused much confusion throughout the construction industry as to its procurement impact, **Mr. Fujioka** took my personal phone call to explain the basis of State Procurement Circulars No. 2002-05 and 2002-06 dated August 7 and September 17, 2002, respectively, without hesitation. Within the last two weeks, he and his associate, Ms. Ruth Yamaguchi, took the time to meet with members from the GCA and BIA to discuss construction industry procurement problems facing the industry.

Accordingly, RSI and I personally, strongly support the confirmation of **Aaron Fujioka** as State Procurement Administrator.

Sincerely,

RALPH S. INOUE CO., LTD.


Lance M. Inouye
President

LMI:ma



March 8, 2010

To: Committee on Judiciary and Government Operations
Senator Brian T. Taniguchi, Chair
Senator Dwight Y. Takamine, Vice Chair

From: Richard I. Okazaki
President
Diagnostic Laboratory Services, Inc.

Date: 9:30 a.m., Tuesday, March 09, 2010
Conference Room 016
Hawaii State Capitol

Subject: Testimony in support of the consideration and confirmation as State Procurement Administrator, Gubernatorial Nominee, Aaron Fujioka, for a term to expire 08-25-2013.

Good morning Chair Taniguchi, Vice Chair Takamine, and the Committee on Judiciary and Government Operations. My name is Richard Okazaki and I am the President of Diagnostic Laboratory Services, Inc., the largest locally owned clinical (medical) laboratory in the State of Hawaii. I am providing testimony in strong support of the confirmation of Mr. Aaron Fujioka as State Procurement Administrator.

Several years ago I saw the need to involve myself at the Legislature and with the State Procurement Office on procurement issues that I did not believe were being handled fairly and appropriately by a State sponsored organization. For more than two years, involving several meetings, I discussed my concerns with Mr. Fujioka. Although the outcome of my efforts did not necessarily result in decisions as I had specifically hoped for, I came to believe Mr. Fujioka as competent and knowledgeable and, even more importantly, open, fair and honest.

For the reasons mentioned above, I strongly recommend that Mr. Fujioka's nomination be confirmed.

650 Iwilei Road, Suite 300, Honolulu, HI 96817 Phone (808) 589-5100 Fax (808) 593-8357

A Subsidiary Company of The Queen's and Kuakini Health Systems

SENATE COMMITTEE ON JUDICIARY AND GOVERNMENT OPERATIONS

MARCH 9, 2010 - 9:30 AM

GM 243

CONFIRMATION OF AARON FUJIOKA AS STATE PROCUREMENT ADMINISTRATOR

TESTIMONY IN STRONG SUPPORT

Chair Taniguchi and members of the Senate Committee on Judiciary and Government Operations:

Thank you for the privilege of providing testimony in strong support of the confirmation of Aaron Fujioka as the administrator of the State Procurement Office.

Over the past 20 years, my experience of Aaron Fujioka has been one of integrity, honesty, a desire to serve and genuine caring. At the Office of Community Services, he went far beyond his duties providing leadership and assistance to fellow state procurement personnel in developing a fair, open, clear and consistent process for procuring health and human services. When HRS Chapter 103F, became law, Aaron joined the State Procurement Office and developed administrative rules that made sense in an all inclusive process, later written up in the ABA Administrative Law Review as a model for consensus-seeking rulemaking. He also embraced the use of the web and facilitated the creation of a central site for health and human service solicitation and award information. As Administrator of the State Procurement Office he expanded it to include award information for goods, services and construction.

Aaron's ability to lead and his vision enables him to pursue progressive initiatives, including the pCard, Hawaii Compliance Express and eProcurement. Although many were resistant to the pCard initially, resistance has disappeared as the pCard has demonstrated its return on investment and made more efficient use of limited resources.

With eProcurement we have the ability to report items procured, who is procuring, awardees, amount awarded, as well as an estimate of savings. The efficacy of eProcurement also demonstrates a return on investment not just in cost savings, but a more open and competitive process furthering fairness, compliance and accountability. As we progress to utilizing eProcurement for all solicitations, the information will be even more useful and enable the State to purchase even more strategically and effectively. Aaron's success in initiatives such as eProcurement is due to his integrity, calm demeanor and concern, evident to individuals struggling with short-term issues such as adapting to conducting business electronically and difficulty adapting to change. Lastly, even with the lack of resources, Aaron has moved eProcurement forward by assessing feasibility and taking measured steps.

I stand in strong support of your confirmation of Aaron Fujioka as it will be valuable in helping Hawaii through our troubled economic times. Thank you.



Mara Smith
Procurement Manager,
State Procurement Office

The Honorable Brian T. Taniguchi, Chair
The Honorable Dwight Y. Takamine, Vice Chair
SENATE COMMITTEE ON JUDICIARY AND GOVERNMENT OPERATIONS

GM 243
TESTIMONY IN SUPPORT OF THE CONFIRMATION OF
AARON FUJIOKA
AS STATE PROCUREMENT ADMINISTRATOR
Hearing on Tuesday, March 9, 2010, 9:30 a.m.
Conference Room 016
State Capitol
415 South Beretania Street

Chair Taniguchi, Vice Chair Takamine and Members:

I would like to express my support for the confirmation of Aaron Fujioka to another term as the State Procurement Administrator. As a member of the Procurement Policy Board from 2000-2008, Chairman from 2005-2008, and the Central Purchasing Agent for the County of Maui since 1995, I have worked with Aaron for years. Following are several reasons why I strongly believe that Aaron should be confirmed to another term:

He has maintained his independence - Aaron has been nominated and confirmed by both major political parties, and yet he has maintained his independence which is critical to the effective administration of the procurement law. This independence is evidenced by his decisions, and by his testimony on bills, which often differ from opinions or testimony from the administration that he is attached to.

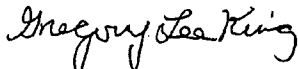
He is the expert on the procurement law and its application - By doing his job for as long as he has, Aaron is involved with the toughest decisions related to procurement on a more frequent basis than anyone else in the State. In addition, Aaron is involved at the point where the rubber meets the road, so he understands the impact of the procurement law on operations as much as anyone. With his legislative background, Aaron effectively communicates the positions of the State and County agencies on bills under consideration in the legislature.

He has managed well with limited resources - The State procurement office and the DAGS Purchasing Division, which closely work together and share resources, have been understaffed for years. Yet there is always progress, as evidenced by successful programs such as the pCard, website development and resources, e-commerce, cooperative procurement, etc. The Counties and other State agencies benefit tremendously by these centralized efficiency initiatives.

He is highly professional - The State Procurement Administrator position is a magnet for controversy. As long as there are competitors seeking large contracts, imperfect human beings involved in the procurement process, and politics involved, there will always be problems and there will always be criticism of the positions and the decisions of the State Procurement Administrator. In this environment, Aaron is calm, thoughtful, reasoned, and consistent in his opinions and approach.

Thank you for the opportunity to submit this testimony.

Sincerely,



Greg King
Central Purchasing Agent
County of Maui

From: Helemano Plantation [helemano808@hawaii.rr.com]
Sent: Monday, March 08, 2010 11:28 AM
To: JGO Testimony
Subject: Testimony for GM 243

The Honorable Brian Taniguchi, Chair
Senate Committee on Judiciary and Government Operations

RE: GM 243 to be heard on March 09, 2010 at 9:30 am

Dear Chair Taniguchi:

I am writing in support of the confirmation of Mr. Aaron Fujioka as State Procurement Administrator. I have known Mr. Fujioka for over 20 years and have worked with him throughout this time in his various professional capacities. He has always been fair, professional, and knowledgeable. I am sure that he will continue to serve the State of Hawaii well as the State Procurement Administrator.

If there are any questions, please do not hesitate to contact me at 622-3929.

Sincerely,

Ann K. Higa
Chief Operating Officer
64-1488 Kamehameha Highway
Wahiawa, HI 96786
(808) 622-3929

March 9, 2010

The Honorable Brian T. Taniguchi, Chair
Senate Committee on Judiciary
and Government Operations
State Capitol
Honolulu, Hawaii 96813

SUBJECT: Governor's Message 243 (Corrected with GM 318)
Consideration and Confirmation as State Procurement Administrator,
Governatorial Nominee, Aaron S. Fujioka

Dear Chair Taniguchi, Vice-Chair Takamine, and Committee Members:

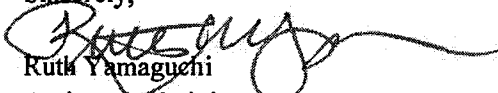
Thank you for the opportunity to provide testimony in support of Aaron Fujioka as the Governor's nominee for State Procurement Administrator. My name is Ruth Yamaguchi, and I have been the Assistant Administrator of the State Procurement Office (SPO) since 2004. I've been with the State Procurement Office since its inception in 1994 as a Purchasing Specialist and Purchasing Analyst; and even prior to the SPO being established, when the office was the Purchasing and Supply Division under DAGS.

The procurement program under Aaron's leadership has expanded, grown and matured. His goals are to ensure the mission of the programs are carried out timely, accurately, and fairly, steering the state procurement program toward being the best it can achieve. The initiatives on pCard, the Hawaii Electronic Procurement System (HePS), the Hawaii Compliance Express (HCE), Procurement Reporting Systems (PRS) continue to move forward and expand. However, various issues such as reduced resources, while increasing procurement education and training has challenged our operations. Since 2006, the program initiated a structured procurement training program which included workshops on the various procurement methods. Subsequently, additional workshops include workshops conducted by other agencies (ie. DAGS Audit and Risk Management, DLIR, etc.) on procurement related matters. Aaron has taken program operations to a high level of efficiency to state and county agencies, and its vendors, contractors, and service providers by providing effective training and education programs. Procurement knowledge is key to ensure an efficient and effective procurement is conducted.

As the Administrator, Aaron continues to display his energy, professionalism, honesty, and integrity equally to all persons. The direction to the SPO staff continues to 'be the best at what we do, and do it well'. The program will face more challenges as procurement continues to change to meet the needs of the users, government agencies as well as the business community and the public; and Aaron is fully capable to continue to lead the procurement program forward and beyond.

I reaffirm my support on the confirmation of Aaron Fujioka to the position of Administrator of the State Procurement Office.

Sincerely,



Ruth Yamaguchi
Assistant Administrator
State Procurement Office