

An application to the

## County of Hawaii

Providers of Professional Services 2024-2025

Section 103D-304

June 21, 2024

**Submitted By:**

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**Submitted To:**

Mr. Douglass Adams  
Director of Research & Development  
County of Hawaii  
25 Aupuni Street, Suite 1301  
Hilo, HI 96720  
[chresdev@hawaiicounty.gov](mailto:chresdev@hawaiicounty.gov)

June 21, 2024

Mr. Douglass Adams  
Director of Research & Development  
County of Hawaii  
25 Aupuni Street, Suite 1301  
Hilo, HI 96720

**Re: APPLICATION FOR County of Hawaii Providers of Professional Services 2024-2025 SUBMITTED ELECTRONICALLY: [chresdev@hawaiicounty.gov](mailto:chresdev@hawaiicounty.gov)**

Dear Mr. Adams:

NEC Corporation of America (NEC) is pleased to submit this application to the County of Hawaii, regarding the Notice to Providers of Professional Services 2024-2025, categories as follows:

- RD. 1) Community Planning (Community and Economic Development, Community Engagement, Culture and Indigenous Data Science, Strategic Planning, Sustainability Systems)
- RD.2) Community Planning (Grant Writer)
- RD.3) Community Planning (Public Relations and Event Planning)
- RD.8) Food Technology
- RD.9) General Education and Training
- RD. 10) General Engineering (Energy)

NEC America is a subsidiary of NEC Corporation, a \$25 billion organization established in 1961 and based in Tokyo, Japan. We have extensive experience working throughout the United States, India, Singapore, Hong Kong, Japan, United Arab Emirates, Saudi Arabia, Mexico, and Brazil, and others. Our principal place of business in Hawaii is our Honolulu office at 220 South King Street 9F, Honolulu, HI 96813, and the locations of our other offices can be found at our website (<https://www.nec.com/en/global/office/index.html>). NEC America's average number of employees in recent years has been 500.

NEC appreciates the opportunity to apply to the County in accordance with Section 101D-304, in relation to the services as noted in the attached FY25 Consultant Checklist.

This application describes NEC's capabilities and proposed contributions to County projects, including the background of key staff:

- Chris Jackson, President and CEO, with 29 years of relevant experience including 2 as a principal in this firm, and a BA in English & Sociology at the University of York, United Kingdom.
- Bart Beavers, Business Development Manager in the Honolulu Office, with 27 years of relevant experience including 3 as a principal in this firm, and a BS in Business Administration from Creighton University.
- Masahiko Mack Nakagawa, Vice President, Corporate Business Development, with 23 years of relevant experience including Wireless Network Solutions, Submarine Cables Technologies and Biometrics and Video Analytics, with this firm and an MS in Management Information Systems from the University of Houston.

This team coordinates closely with primary technical personnel:

- Bill Carleton, Technology Director, with 20 years of relevant experience including 9 years with this firm and a BA in Public Relations from Virginia Tech.
- Sam Mita, System Engineer, with 28 years of relevant experience including 9 years with this firm and a BS in Physics from Aoyama Gakuin University.
- Andrew Edmiston, System Engineer, with 12 years of relevant experience including 6 years with this firm and an AS, Specialized Business Computer Specialist, from YTI Carrier Institute.
- Victor A. McNeal II, Project Manager of Technology Integration, with 17 years of relevant experience, including 2 with this firm and an MS in Information Systems Management from Ashford University.

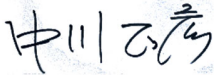
We have numerous clientele, including the following five clients who are serving as our references, including the first two who were served by us in the last year:

1. Institute of Human Services: Ms. Connie Michel, Director Phone: 808-447-2824  
Coordinated Homeless Care ID (2023-2024): NEC together with our local partner, DataHouse developed mobile application for the ID management platform for IHS and other homeless care service providers.
2. Central Pacific Bank: Mr. Paul Yonamine, Chairman Emeritus, Phone: 808-544-3773  
Data Analytics for Central Pacific Bank (2023-2024): NEC worked consultation for the Central Pacific Bank's data transformation and could digital data security.
3. Hawaii DOT: Mr. Ford Fuchigami, Airports Deputy Director, Phone: 808-721-5007  
Hawaii Airport Thermal Screening Project (2019-2021): NEC installed thermal screening for elevated body temperature detection. NEC's technology is deployed at the Daniel K. Inouye International Airport (HNL), Kahului Airport (OGG), Lihue Airport (LIH), Ellison Onizuka Kona International Airport at Keahole (KOA) and Hilo International Airport (ITO).
4. Hawaiian Telcom: Mr. Daniel Masutomi, Director of Network Planning & Engineering, Phone: 808-546-2534  
Submarine Cable SEA-US Project (Service since August 2017): The SEA-US cable system links the five areas and territories of Manado in Indonesia, Davao in Southern Philippines; Piti in the territory of Guam; as well as Honolulu (on the island of Oahu), Hawaii; and Los Angeles, California in the continental U.S.
5. Hawaiian Telcom: Mr. Marcus Yano, Vice President, Business Sales and Technical Consulting, Phone: 808-791-7040  
Unified Communication: NEC provides network and voice solutions to Hawaiian Telecom's hospitality and other enterprise customers. NEC solution provides and combines multiple enterprise communications channels, such as voice, video, personal and team messaging, voicemail, and content sharing.

We look forward to discussing our application with you and your team. Should you have any questions or comments, please contact Masahiko Mack Nakagawa via phone at (408) 234-0456 or via email at [mack.nakagawa@necam.com](mailto:mack.nakagawa@necam.com).

Thank you for the opportunity to present this application for your consideration.

Sincerely,

Handwritten signature of Masahiko Mack Nakagawa in black ink.

Masahiko Mack Nakagawa  
Vice President, Corporate Business Development  
NEC Corporation of America