

Statement of Qualification and Expression of Interest

Professional Services Application - County of Hawai'i

Fiscal Year 2025-2026

Section 1: Firm/Individual Information

Name: Active Immersive Inc. dba **Kealani Solutions**

Contact Information:

- Email: michelle@kealanisolutions.com
- Phone: 808-752-3799 ext 1
- Address: 43-432 Hale Hookipa Pl, Paauilo, HI 96776-0403

Principal Place of Business: 43-432 Hale Hookipa Pl, Paauilo, HI 96776-0403

Office Locations: Single location (principal place of business)

Section 2: Firm Profile

Age of Firm: Less than one year

Average Number of Employees (Past 5 Years): Zero employees (services provided by company officers)

Section 3: Qualifications and Education

Key Personnel

Michelle Dumais, CPIM, Principal Consultant

Michelle Dumais is a transformation leader with over 20 years of experience bridging business strategy and technology implementation. She has led complex optimization and digital

transformation initiatives for Fortune 500 companies, high-growth firms, and local organizations across North America and Asia-Pacific, consistently delivering measurable ROI through strategic automation, AI implementation, and process optimization that solves real operational challenges while ensuring sustainable adoption.

Education:

- Bachelor of Applied Science (BASc), Biology, General - Arizona State University

Professional Certifications/ Education:

- Deloitte Facilitator Excellence (In-person and Virtual) - Certified by Deloitte
- CPIM (Certified in Production and Inventory Management) - ASCM
- Lean Six Sigma Black Belt

Core Expertise & Value Proposition

Process Optimization & Automation:

- Business Process Improvement & Change Management
- Value Stream Mapping & Future-State Design to identify inefficiencies
- Initiative Prioritization & Implementation Planning for practical, phased execution
- Lean, Six Sigma, and Operational Excellence methodologies to reduce waste

AI & Technology Integration:

- Applies business-led, technology-enabled approach ensuring automation solves the right problems
- Designed and implemented intelligent workflows using low-code platforms (n8n)
- Leads AI opportunity assessments that evaluate workflows, identify optimization points, and recommend phased strategies
- Develops training curriculum (e.g., AI training for community and organizational upskilling)
- Technology-Enabled Optimization

Leadership & Implementation Capabilities

- Cross-Functional Facilitation across diverse stakeholder groups and complex environments
- Business Architecture & Scalability design for long-term operational effectiveness
- Workforce Enablement & Training to ensure successful technology adoption

Professional Experience:

Senior Manager, Deloitte Consulting (Aug 2021 - Dec 2024)

- Partnered with Fortune 500 companies to architect and execute complex business transformations
- Specialized in business model innovation and technology-enabled transformations
- Led high-stakes post-merger integrations and divestitures, standing up new operational entities
- Designed business-aligned SAP and technology strategies for global supply chains
- Founded and led sustainability initiatives focused on semiconductor industry ESG strategies

Director, Supply Chain & Production Planning, SeaSpine Inc (Aug 2018 - Aug 2021)

- Led end-to-end supply planning for a high-velocity medical device division, balancing regulatory requirements with operational agility
- Assessed department-wide processes, prioritized key improvement initiatives, and led successful implementation from strategy through execution
- Successfully implemented Oracle Advanced Supply Chain Planning (ASCP), transitioning planning from spreadsheets to an integrated system, improving accuracy and decision speed
- Introduced barcode scanning and visual Kanban systems to streamline warehouse operations

Director of Supply Chain, Peregrine Semiconductor (Apr 2014 - Aug 2018)

- Directed global supply chain operations across multiple countries, managing \$40M+ in inventory and \$7M in monthly spend to support high-growth semiconductor production
- Delivered 20%+ cost reductions while enabling 40% company growth through targeted process optimization and strategic technology enablement
- Implemented the Oracle Warehouse Management module, providing real-time global visibility into shipping operations, significantly improving inventory tracking and fulfillment
- Designed and implemented a supplier performance management program with real-time scorecards, enhancing visibility, mitigating risk, and strengthening partnerships across the global supply base

Previous Leadership Roles (2000-2014):

- Manager, Inventory and Supply Chain Systems, Peregrine Semiconductor
- Senior Supply Chain Systems and Process Analyst, Peregrine Semiconductor
- Operations Director and Supply Chain Manager, Multina USA/Inc

Core Competencies:

- Process Optimization & Automation
- AI Strategy & Enablement
- Lean Six Sigma & Continuous Improvement
- Supply Chain & Operations Leadership
- Technology-Enabled Transformation

- Cross-Functional Facilitation
 - Business Architecture & Scalability
 - Workforce Enablement & Training
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Paul Dumais, AI Practice Leader

Paul Dumais is an accomplished technology executive and entrepreneur with over 25 years of leadership in AI, digital transformation, software development, and product innovation. He has served as Chief Technology Officer (CTO) and co-founder at multiple successful startups and enterprise technology firms, driving operational efficiency, business growth, and industry-leading solutions.

Professional Experience:

Chief Technology Officer, Wpromote (Oct 2019 - Oct 2024)

- Transformed a 3-person engineering team into an 80+ member technology organization including Engineering, Product Management, Data Engineering, Data Analysis, and Marketing Sciences
- Led vision, architecture, and development of Polaris, a proprietary marketing intelligence platform integrating thousands of data sources, real-time insights, and predictive analytics
- Implemented automation features including data collection, anomaly detection, forecasting, and generative AI-driven chatbots
- Reduced client reporting time from weeks to minutes and improved departmental productivity by up to 30% through AI automation

SVP Product Development/CTO, CAKE (Apr 2016 - Jun 2019)

- Led enterprise SaaS tracking and attribution platform supporting billions of customer interactions monthly across AWS regions in North America, Europe, and Asia
- Improved product delivery and quality through agile methodologies, shorter development cycles, and enhanced cross-team collaboration
- Increased headcount by 50% while achieving a 100% improvement in development velocity
- Managed a \$7M annual budget, successfully reducing hosting expenses by 20% despite expanding business and feature sets

VP Product Development, SCALABLE Network Technologies (Sep 2012 - Apr 2016)

- Led development of scientific simulation tools for network design, cyber training, and complex systems analysis
- Transformed engineering, support, documentation, and training teams to operate with a user-focused, product-driven mindset

- Introduced agile, iterative development practices that significantly improved planning, velocity, and quality
- Reduced support calls related to software defects by 80% in the first year and dramatically improved ease of use

Previous Technology Leadership Roles (1997-2012):

- CTO, MOM Inc. (ModernMom.com) - Lifestyle brand technology platform
- CTO/VP Engineering, uWink - Interactive restaurant and digital media entertainment
- Partner and CTO, Supernation LLC - Entertainment platform with 1M+ users, acquired by Fox Interactive

Core Competencies:

- Artificial Intelligence and Machine Learning Implementation
 - Digital Transformation and Technology Strategy
 - Software Development and Product Innovation
 - Startup Leadership and Scaling Operations
 - Cloud Computing and Infrastructure Architecture
 - User Experience Design and Optimization
 - Agile Development Methodologies
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Section 4: Recent Projects and Client References

Project Experience and Case Studies

Case Study 1: Large-Scale Technology Company Divestiture and Process Re-engineering

- **Client:** Fortune 100 Semiconductor Company (Name Withheld Due to Confidentiality)
- **Project Dates:** 2023-2024
- **Project Scope:** Led comprehensive business process re-engineering during \$9B divestiture involving 1,800 employees across 14 countries, including complete operational model redesign and technology integration
- **Challenges Addressed:** Complex multi-country operations, manual processes requiring digitization, staff training across diverse locations, technology system integration, massive scale coordination (900+ supplier contracts, 70,000+ assets)
- **Methodology Used:** Lean process optimization, global team coordination, phased implementation approach, comprehensive change management
- **Quantifiable Outcomes:** Successfully managed divestiture of 350,000 sq ft operations, coordinated 81 bank accounts across 15 currencies, streamlined operations across 19 countries
- **Reference Contact:** Name Withheld Due to Confidentiality Agreement

Case Study 2: Manufacturing Company Process Optimization and Backlog Elimination

- **Client:** Global Manufacturing Company (Name Withheld Due to Confidentiality)
- **Project Dates:** 2022-2023
- **Project Scope:** Led process assessment and re-engineering to address customer delays exceeding 50%, including planning and execution process optimization
- **Challenges Addressed:** Significant customer service backlogs, inefficient manual processes, poor integration between acquired operations, customer satisfaction issues
- **Methodology Used:** 2-week immersive workshop methodology, 4-square impact analysis, prioritized improvement opportunities, collaborative global team approach
- **Quantifiable Outcomes:** Eliminated 50%+ customer delays, established prioritized project list with measurable impact, led to successful follow-on implementations (CRM, forecasting, system upgrades)
- **Reference Contact:** Name Withheld Due to Confidentiality Agreement

Case Study 3: Enterprise Resource Planning Assessment and Process Redesign

- **Client:** Multi-Billion Dollar Technology Corporation (Name Withheld Due to Confidentiality)
- **Project Dates:** 2022-2024
- **Project Scope:** \$390M multi-year contract to design operating model supporting new ERP instances, involving complex process re-engineering across multiple business units
- **Challenges Addressed:** Manual processes requiring automation, complex organizational restructuring, technology system optimization, cost reduction targets (\$3B to \$8-12B savings goal)
- **Methodology Used:** Structured workstream approach, detailed design and build sprints, comprehensive testing protocols, phased deployment with hypercare support
- **Quantifiable Outcomes:** Projected savings of \$620-680M through process optimization (1% COGS savings: \$300M, 2% SG&A: \$115M, 1% Revenue: \$155M, 10% IT cost reduction: \$65-80M)
- **Reference Contact:** Name Withheld Due to Confidentiality Agreement

Client References

Recent Client References (Available for Direct Contact):

1. **Lee Mori, General Manager**
 - Creative Arts Hawaii
 - Email: lee@creativeartshawaii.com
 - Phone: 808-443-2878
 - Services Provided: Business consulting and process optimization
2. **Neil Anthony Simm, CEO**
 - Ocean Era LLC
 - Email: neil@ocean-era.com

- Phone: (808) 331-1188
- Services Provided: AI consulting

Additional References (Confidential Client Projects):

- Fortune 100 Semiconductor Company Executive (2024 Project) - Available upon request
- Global Manufacturing Company Operations Director (2023 Project) - Available upon request
- Multi-Billion Dollar Technology Corporation Program Manager (2022-2024 Project) - Available upon request

Note: While some client names are withheld due to confidentiality agreements with previous employer, detailed project documentation and anonymized case study materials are available upon request. Specific contact information for confidential references will be provided upon request in accordance with confidentiality agreements.

Section 5: Promotional Materials and Company Overview

About Kealani Solutions

Company Mission: Kealani Solutions empowers leaders and businesses to confidently use the power of Artificial Intelligence through automation and optimization strategies that deliver measurable business results.

Service Offerings

Assessment Services:

- Discover hidden AI opportunities
- Identify specific areas where AI will deliver fastest ROI
- Analyze unique business challenges and workflow optimization potential

Implementation Services:

- Seamless integration of proven AI tools
- Customized workflows that minimize disruption while maximizing results
- Enterprise-grade automation solutions

Training Programs:

- Team empowerment and confidence building
- Hands-on guidance for AI tool adoption
- Productivity maximization training

Ongoing Support:

- Future-proof AI investment strategies
- Continuous adaptation as business evolves
- Competitive advantage maintenance

Value Proposition

- Reduce operational costs by 15-30% within the first year
- Make data-driven decisions 3x faster with real-time insights
- Free up 20+ hours of team time every week
- Stay ahead of industry disruption with quarterly AI strategy updates

Company Website and Additional Materials

Website: <https://kealanisolutions.com> **Contact Information:** info@kealanisolutions.com | (808) 752-3799

Detailed service brochures, case study materials, and additional promotional literature are available upon request or can be accessed through our company website.
