



## Direct Award Process



### STEP 1

Decision is made to direct award to KHGS.



### STEP 2

8(a) offer letter is drafted by the Contracting Officer or Specialist IAW FAR 19.804-2 and sent to the cognizant SBA representative.



### STEP 3

SBA reviews offer letter and makes determination that KHGS can perform the work.



### STEP 4

SBA sends letter of acceptance to Contracting Officer.



### STEP 5

Contracting Officer informs KHGS they may now enter specific talks about the program and/or joint development of project plan.



### STEP 6

Once mutually acceptable terms are negotiated, contract is awarded.

## Contact Us

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Katmai-Highlight Government Services Joint Venture (JV) is our SBA certified 8(a), Alaska Native Corporation (ANC)-owned JV between Highlight and Katmai. We offer unparalleled maturity and comprehensive solutions for government programs of all scales with over two decades of combined service to the federal government. Katmai brings vast capabilities and expertise in professional, IT, and research and development services, expanded by Highlight's specialization in agile scaling and complex project management. We are dedicated to fostering equity and driving economic growth within our communities.

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## KATMAI

Alaska Native Corporation owned  
SBA-certified 8(a)  
Small Disadvantaged Business  
\$1B+ Prime Contracts since 2006  
Operational in 48 States  
Distributes Profits to its  
Native Shareholders

## HIGHLIGHT

100% Employee-Owned  
Large Business  
\$500M+ Prime Contracts  
since 2020  
20+ Federal Agency Customers  
Operational in 32 states  
Employee Stock Ownership  
Plan provides team member  
profit sharing

## Our Services

### Digital Services



- Application Development
- Cloud-Based Information Services
- Data Analytics
- DevSecOps
- Network Operations
- Simulation and Training

### Professional Services



- Financial Services
- Help Desk
- International Development
- Training & Outreach
- Administrative Support
- Staff Augmentation

### Health Services



- Healthcare IT Solutions
- Patient Experience
- Public Health Services
- Scientific Support Staffing
- Strategic Communication
- Records Management
- Research and Development

## Our Customers

### Federal Civilian



### Defense & Homeland Security

