

**EAST HAWAII REGION**  
**NOTICE & REQUEST FOR SOLE SOURCE**

1. TO: Regional Chief Executive Officer
2. FROM: Lance Henry

Pursuant to East Hawaii Region Policy, PUR 005, the Department requests sole source approval to purchase the following:

3. Description of goods, services, or construction: Serving the medically underserved community of Hilo and the East Hawaii Region under the Hawai'i Health Systems Corporation (HHSC), we are reaching out in need of key healthcare providers. Staff Interventional Gastroenterologist-- Roles like these are vital to enhancing access to high-quality specialty care for our diverse island population. As part of the HHSC East Hawaii Region, our facilities are focused on delivering compassionate, patient-centered care.

4. Vendor Name: Firman Solutions, LLC  Address: 2766 Duniven Cir Ste #1115 Amarillo, TX – 79109	5. Price: <b>20% of Base Salary per placement</b>
6. Term of Contract: From: <u>06/01/2025</u> To: <u>05/31/2027</u> (mm/dd/yyyy)	7. Prior Sole Source Ref No. <u>N/A</u>

8. Feature: The good, service, or construction has the following unique features, characteristics, or capabilities:

Any provider considering these opportunities must be willing to relocate and establish a full-time clinical presence in Hawai'i, becoming an integral part of the East Hawaii Region community. As a medically underserved area, our region faces unique healthcare challenges, and the specialties we are seeking—A Interventional Gastroenterology provider as these are among the most difficult to recruit and retain providers. We are looking for dedicated physicians who are not only clinically skilled but also committed to serving in a community where their expertise will have a significant and lasting impact.

9. Essential Features: How the unique features, characteristics, or capabilities are essential for the agency to accomplish its work: Firman Solutions, LLC is a healthcare recruitment firm, with a specialization in challenging physician specialty placement. With a global reach and extensive experience, Firman Solutions, LLC has outlined success in securing physicians for some of the most difficult-to-fill positions. The fee structure proposed by this firm is both reasonable and competitive, particularly given the level of service and expertise they provide.

10: Sole Source No. #25-0475

11. Alternate source. The following other possible sources for the good, service, or construction were investigated but do not meet our needs because: While HBMC currently maintain agreements with several recruitment firms, these engagements have not yielded measurable or satisfactory outcomes for highly specialized physician roles. As such, HBMC will place emphasis on partnering with a firm that possesses demonstrated expertise in recruiting for complex and hard-to-fill specialties, such as Staff Interventional Gastroenterologists-in the past..

12. **Direct any inquiries to:**

Department: Contracts Department

Contact Name/Title: Frank Schneider, Sr. Contracts Manager

13 Phone Number: 808-932-3112

Fax Number: \_\_\_\_\_

Expenditure may be processed with a purchase order: ☐ Yes ☒ No If no, a contract must be executed

Agency shall ensure adherence to applicable administrative and statutory requirements.

14. ***I certify that the information provided above is to the best of my knowledge, true, correct and that the goods, services, or construction are available through only one source.***

Lance Henry

**Lance Henry**

06/03/2025

Department Head (sign and print name)

Date

**Reserved for RCEO/Designee Use Only**

15 Date Notice Posted: \_\_\_\_\_

Submit written objections to this intent to issue a sole source contract within five (5) calendar days or as otherwise allowed from the above posted date to: Regional Chief Executive Officer

East Hawaii Region  
1190 Waiānū Avenue  
Hilo, Hawaii 96720

16. Regional Chief Executive Officer's comments:

17.

☐ APPROVED ☐ DISAPPROVED

☐ NO ACTION REQUIRED

\_\_\_\_\_  
Regional Chief Executive Officer

\_\_\_\_\_  
Date