

CASE STUDY

Deliver IT & Telecom Solutions to the Los Angeles County

As a competitive, reliable, and responsive IT solution provider

SBE#1109163 | GSA Schedule70# 47QTCA19D000A | CMAS# 3-18-70-3626A | E-Rate SPIN# 143051132

300+

Hardware and
Software Brands

2010

The year
Beginning
Service Offering

20

Service
Technicians

CHALLENGES

Los Angeles County, the biggest county in the US by population, 39.54 million in 2017, has a lot of IT requirements spanning IT hardware, software, services and facilities management in order to efficiently and effectively deliver civil services. There are several procurement challenges:

- To meet its SLB (Small, Local Business) and SBE (Small Business Enterprise) goals.
- To identify qualified IT companies with SLB and SBE certification for complex and varied scope of work, while keeping bids cost-effective.
- To identify trusted IT companies that could close knowledge gaps by providing pre-sale consultation and technical support.

SOLUTIONS

Since 2010, Kambrian has provided IT solutions and low-voltage services through formal, informal, and multi-year contracts to various County departments. We are short listed as a preferred reseller and service provider for the following reasons:

- Kambrian is knowledgeable and authorized to sell over 300 IT hardware and software brands.
- For complex bids involving multiple brands, we reach out to multiple distributors to acquire the products.
- For specialty items Kambrian proactively seeks collaboration with the OEMs and software publishers to establish distribution channels.
- For low-voltage projects, our team of 20 technicians deliver consistent quality work with positive feedback.
- Kambrian is licensed, insured, and bonded.

Kambrian

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