

- Product Selection
 We will consult with you on your IT needs
- Procurement
 We will source from various IT companie
 and follow your procurement process.
- Financing
 We will engage with you to customize a
 cost effective purchase or financing, plan
- Implementation
 We will assist with deployment, and installation, and post-sales services.

Kambrian Corporation is an IT VAR (value-added reseller) providing quality IT solutions (software, hardware, and services). We understand our customers' unique needs and procurement processes. We are differentiated by our industry specialization, our team's corporate experience, and our dedication to quality. We are a trusted IT supplier - responsible and responsive.

OUR CUSTOMERS SLEEP BETTER AT NIGHT!

Customer Benefits:

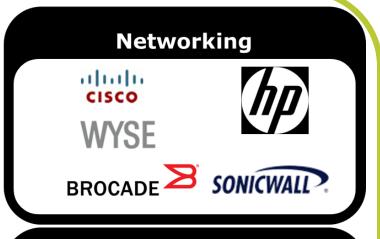
- Quality
- Innovation
- Productivity
- Cost Savings

Company Values:

- Integrity
- Quality Products & Services
- Customer Satisfaction
- Creativity and Innovation

INFORMATION TECHNOLOGY SOLUTIONS









Channel Authorization

ACER Adobe **ADTRAN APC** Avocent Barracuda

Belkin BeyondTrust

Blackberry

BlueQcoat

Cables to Go

Check Point

CISCO

Citrix

Condusiv

Dell

Diskeeper

Double-Take

ELO Touch Systems

Entrust

Epson

EqualLogic

Ergotron

Filemaker

Fuiitsu

GlobalSCAPE

Heat Software

Hitachi

HP

Ipswitch

Imperva

Kingston

Lenovo Lexmark

Liebert

Logitech

LiveAction McAfee

Microsoft

NEC

Netgear

Plantronics

Printer Logic

Quantum

Retina

RSA

Samsung

Scale Computing

Seagate

Solarwinds

SonicWALL

Supermicro

Symantec

Toshiba

Trend Micro

Tripp Lite

Veeam

Viewsonic

VMWare

Websense

Western Digital

WYSE

XEROX

Kambrian

Customers:

Federal: Air Force; Navy, Army

State of CA

- Local: Los Angeles County Metropolitan Transportation Authority; Orange County Transportation Authority; County of Los Angeles
- Utilities: LADWP, Metropolitan Water District, Inland Empire Utilities Agency
- Transportation: LA World Airports
- Technology: HP, Granite Telecommu-

Company Info:

- Small Business: 8a, SDB, EDWOSB (Economically-disadvantaged Womanowned), WOSB, SBE with State of CA #1109163, CA Corp #C3220737
- Certification: MBE (by NMSDC, #7876), WBE (by WBENC); WOSB (by WBENC #W100055); WMBE (by Supplier Clearinghouse #9KS00015) C7 License #997330
- **DIR #** 1000003945
- **DUNS:** 831603241
- EIN: 27-0730446; S-Corp



Company Recognitions:

- Nominated as WBE Supplier of the Year (Class II) by Disney in 2016
- Nominated as Supplier of the Year by LAWA (LA World Airports) in SCMBDC in 2014 (Class II), 2013 (Class II) and 2011 (Class I)
- USPAAC 2014 Fast 50 Asian American **Business Award**
- Nominated as Supplier of the Year in WBEC -West in 2012 (Class II)
- Sr. Vice Chair in LA Forum of WBEC-West in 2013; Vice Chair in 2012
- Director of ABA-LA (Asian Business Association Los Angeles), Board of Director in

NAICS Codes:

- 423430 Computer and Computer Peripheral Equipment and Software Merchant Wholesalers
- 518210 Data Processing, Hosting, and Related Services
- 541511 Custom Computer Programming Services
- 541512 Computer Systems Design Ser-
- 541519 Other Computer Related Services
- 811212 Computer and Office Machine Repair and Maintenance
- 811211 Consumer Electronic Repair and Maintenance
- 423420 Office Equipment Merchant Wholesalers

Distributor Relationship:

- Ingram Micro
- Synnex
- TechData
- D&H
- **ARROW**
- **AVNET** Westcon
- ScanSource

Geography Covered: US nationwide; Headquarters: Southern California

Founder and Point of Contact: Cathy Hsieh, CEO, Prior work experience: 10 years with Microsoft, 3 years with Honeywell, MBA from Cornell; BS in Electrical Engineering from UCLA; cathyh@kambrian.com, Cell: (626) 374-3933; Company founded in 2009; Annual Revenues: 2013 - \$3.3 mil; 2014 - \$8.9 mil; 2015 - \$9.8 mil; 2016 - \$14.5mil

Insurance Coverage: Commercial General Liability (\$1 mil each occurrence and \$2 aggregate); Auto Liability (\$1 mil); \$ Workers Comp & Employers Liability (\$1 mil)