

- **Product Selection**

We will consult with you on your IT needs to customize the solutions.

- **Procurement**

We will source from various IT companies 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

### Virtualization



### Networking



### Security



### Storage



## Channel Authorization

ACER  
Adobe  
ADTRAN  
APC  
Avocent  
Barracuda  
Belkin  
BeyondTrust  
Blackberry  
BlueQcoat  
Cables to Go  
Check Point  
CISCO  
Citrix  
Conduv  
Dell  
Diskeeper  
Double-Take  
ELO Touch Systems  
Entrust  
Epson  
EqualLogic  
Ergotron  
Filemaker  
Fujitsu  
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  
Supernova  
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 Woman-owned), 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 2013

## 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 Services
- 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)