

Core Competencies

- **Federal Contract Knowledge**
Previously performed as either a Prime or Sub on contracts.
- **Program Management Expertise**
We will source from various IT companies and follow your procurement process.
- **Supply Chain Excellence**
Delivering products/services efficiently meeting deadlines and requirements; sourcing a wide range of products at competitive pricing

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.

CAPABILITY

Solution designs, procurement, financing, and implementation of IT solutions including storage, networking, virtualization, security, and cloud. Kambrian has broad experience working with Federal Entities as a sub for System Integrators like HPE and Northrup Grumman, as well as working direct with agencies to determine they're IT needs and solutions, and helping finance and procure the technological solutions they require.

INFORMATION TECHNOLOGY SOLUTIONS

Virtualization



Networking



Security



Storage



Channel Authorization

ACER
Adobe
ADTRAN
APC
Avocent
Barracuda
Belkin
BeyondTrust
Blackberry
Bluecoat
Cables to Go
Check Point
CISCO
Citrix
Conduvis
Dell
Diskeeper
Double-Take
ELO Touch Systems
Entrust
Epson
EqualLogic
Ergotron
F5
Filemaker
Fujitsu
GlobalSCAPE
Heat Software
Hitachi
HP
IBM
Ipswitch
Imperva
Kingston
Lenovo
Lexmark
Liebert
Logitech
LiveAction
McAfee
Microsoft
Mulesoft
NEC
Netgear
Plantronics
Printer Logic
Quantum
Retina
RSA
Samsung
SAP
Scale Computing
Seagate
Solarwinds
SonicWALL
Supernova
Symantec
Toshiba
Trend Micro
Tripp Lite
Veeam
Viewsonic
VMWare
Websense
Western Digital
WYSE
XEROX

Kambrian

Past Performances:

- **ARMY (ITES-3H Contract):**

Assisted prime contractor HP Enterprise in selecting 3rd party IT hardware brands and products in various IT categories.

- **NAVY (NGEN Contract):**

Selecting and procuring various hardware and software product lines over 5-year program for prime contractor HP Enterprise Services.

- **Veteran's Affairs (RTLS Project):**

Assisted HP Enterprise Services in pilot regional program with IT Sourcing and price negotiation. Various IT Product Lines

- **Department of Treasury, Fiscal Services:**

Provided networking solution to Fiscal Services department to balance the data traffic going through their networks, solution provided was niche product line.

Company Info:

- **Socio Economic Certifications:**

8a (through Mar 2023), WOSB, EDWOSB, SDB; WMBE with CPUC

- **CAGE Code:** 5PEE6

- **DIR #** 1000003945

- **DUNS:** 831603241

- **EIN:** 27-0730446; S-Corp

- **NAICS:** 423430, 541512, 541519, 811212, 811213

- **CAGE Code:** 5PEE6



Differentiators:

- Agility and flexibility to work with OEM and prime contractors.
- Multiple Industry Set-Asides to Utilize Sole Sourcing and bypass the normal government procurement process.
- Breadth of IT product authorizations and expertise (e.g. networking: HPE/CISCO, Storage: HPE 3PAR/EMC, Virtualization: Citrix/VMware and other niche brands)
- Management's prior work experience with Microsoft in marketing IT solutions to public sectors customers.
- Thorough understanding and experience with Software as a Service as it applies to use, licensing, and migrations.

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 - 12mil;