

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

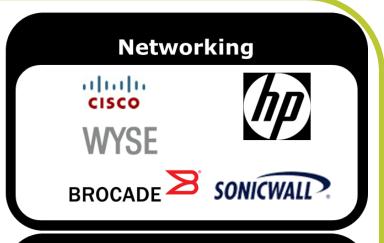
Kambrian Corporation is an IT VAR (value-added reseller) providing quality IT solutions (software, hardware, and services). We understand our customers' unique needs and procurement processes. We are differentiated by our industry specialization, our team's corporate experience, and our dedication to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

CAPABILITY

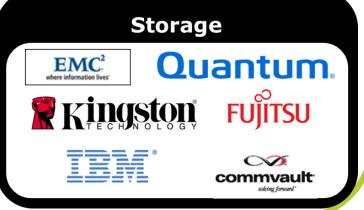
Solution designs, procurement, financing, and implementation of IT solutions including storage, networking, virtualization, security, and cloud. Kambrian has broad experience working with Federal Entities as a sub for System Integrators like HPE and Northrup Grumman, as well as working direct with agencies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

INFORMATION TECHNOLOGY SOLUTIONS

Virtualization VMWARE* CITRIX* Microsoft* Double-Take Software* VEEAII #1 for Virtualization** Management and Data Protection







Channel Authorization

ACER

Adobe **ADTRAN APC** Avocent Barracuda Belkin BeyondTrust Blackberry Bluecoat 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 **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 Supermicro Symantec Toshiba Trend Micro Tripp Lite Veeam Viewsonic **VMWare**

Websense

WYSE

XEROX

Western Digital

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 varous 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;