Kambrian

Kambrian Corporation is an IT solution provider delivering quality IT/Telecom solution to the federal government agencies as a Prime contractor or Sub Contractor.

Core Competencies:

- Federal government past performance: experience with Federal Procurement process and purchasing vehicles.
- Program management expertise: driving end-to-end process from pre-RFP phase (specification, IT solution designs, and proposal writing stage) to post-award bidding, delivery, and implementation.
- Supply chain excellence: delivering products/service efficiently meeting deadlines and requirements; sourcing a wide range of products at competitive pricing; being flexible to add new vendors and manufacturers to ensure the correct solution is sourced and implemented - see brands on line card link

Capability:

- Expertise in solution designs, procurement, financing, and implementation of IT solutions including storage, networking, virtualization, security, cloud, managed services, and data migrations.
- Vast knowledge of IT licensing and maintenance eliminating confusion and tracking of renewals for complex solutions.
- Agility and flexibility to work with OEM and prime contractors
- Breadth of IT product authorizations and expertise (e.g. networking: HPE/CISCO, Storage: HPE 3PAR/EMC, Virtualization: Citrix/VMWare and other niche brands)
- Licensed, insured and bonded contractor staffed with low-voltage Technicians capable of installing various IT and Telecom solutions including data center builds, telecom (wired, wireless, and VOIP), security, and DAS (distributed antenna system) solutions

Past Performance:

Direct to Agency: Department of Veterans Affairs; Department of Treasury Fiscal Services

- Treasury, Fiscal Services: provided load balancing hardware and software for Treasury's robust networks, assisted in the ongoing renewal of maintenance and licensing of the load balancing hardware and software.
- Veterans Affairs: provided API managing software for entire Veterans Affairs RTLS program and handling the ongoing renewals for each VISN related to the API managing software. Also provided load balancing hardware and software to VA directly and handle ongoing maintenance and renewals yearly.

Sample System Integrator customers: DXC Technology (formerly HP Enterprise Services); Accenture Federal; Northrup Grumman

- Veterans Affairs (RTLS program): Assisted HP Enterprise Services in pilot regional program with IT sourcing and price negotiation leading to award of $500 mil, 5 years contractor for prime; Kambrian's share is $4+ mil/year procuring both various categories of product lines (servers, storage, PC, monitors, software). Assist in validation of hardware configurations, scheduling installation of hardware, and procurement of ad-hoc 3rd party hardware and software to complete solution. Utilizing negotiation and contract knowledge able to provide savings in form of waived late fee and service fees for multiple brands and solutions.
- Army (ITES-3H contract): assisted prime contractor HP Enterprise in selecting 3rd-party IT hardware brands and products in various IT categories like networking, video-teleconferencing to meet Army's specifications; our contributions to prime contractors are technical expertise across OEM, sourcing expertise and price negotiation skills

- Navy (NGEN contract): selecting and procuring various hardware and software product lines for NAVY's $3.5 billion over duration of 5-year program for prime contractor HP Enterprise Services; the brands can be niche solutions
- HUD(Department of Housing and Urban Development): Worked through DXC Technology (formerly HP Enterprise Services) to provide API Management software to HUD agency, since the initial procurement have assisted yearly to ensure the proper renewal of licenses and maintenance for multiple years.
- CMS(Centers for Medicare and Medicaid Services): Worked as a sub to Northrop Grumman Systems Corp to provide enterprise server hardware and software for multiple years throughout the life of this project.
- Navy JCDX(Joint Cross Domain eXchange): with Accenture Federal Services as the prime we assisted in the procurement of various networking hardware and software to be utilized by Systems Engineers during this project.

Sample Low-Voltage Installations:

Company Information:

EIN: 27-0730446
Socio-economic certifications: 8a (through Mar 2023), WOSB, EDWOSB, SDB; WMBE with CPUC
NAICS: 541519, 541512, 541513,518210, 423420, 541330, 541511, 611420, 238210, 811212, 811213

CAGE Code: 5PEE6
DUNS: 831603241
Revenues: in 2016: $10 mil; 2015: $8.8 mil
Geographic coverage: US and Canada

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

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