



### COMPANY NEWS:

#### STATE & LOCAL:

**Good news – Aptio, a software brand** that Kambrian has sold to LA METRO and LA County in the past, has added Kambrian to their Software License Program (SLP) contract with the State of CA. This is a great honor as we hope to grow with them in the State of CA and look forward to expanding into other states.

**Kambrian has been very focused** on our growth, and we have acquired a new customer: Omnitrans! Omnitrans is a public transportation agency in the San Bernardino County of California. They are the largest transit operator within the SB County. We look forward to continuing the growth our relationship.

#### OUT of STATE:

**While Kambrian** has been working hard to expand and find new customers in the state of CA, we have also been expanding into other states. We have recently gained several new customers in Houston, Texas by working with the City of Houston's procurement department.

**Meanwhile, in the state of Illinois**, we now have a Sales & Use Tax Certificate of Registration for the state of IL. With this certificate, we will be able to develop and transact more business in IL!

**We have also received our DBE** certification for the state of Nevada. The Disadvantaged Business Enterprise certification will offer us better opportunity for business in this state.



### New Hire: Rae Fan

*We want to give a warm welcome to our newest Senior Operations Associate, Rae Fan. We're thrilled to have you join the Kambrian family, Rae!*



### LOW-VOLTAGE:

Kambrian was awarded a contract by Dorado Design & Construction to complete an electrical installation for Long Beach Transit. Long Beach Transit owns a fleet of battery-powered electric buses and are expanding the amount of charging stations they have in the city. Kambrian is installing (14) bus charging stations which includes underground electrical conduit and wiring to the charging stations, wall mounted area lighting and wiring for charging activities, conduit and wiring from data cabinets to Wifi locations at each charging station, and 120 volt-power to the wall mounted Wifi units.

**Another award Kambrian has** received is a 34-site Pepboy's rollout covering the entirety of Los Angeles and Orange Counties with Crosscom. The scope of work for the first trip included the Meraki switch equipment installation and we surveyed each register location for cat6 capabilities. The second trip included cat6 cable installation to each register (up to 10 cables per site). During the final trip, we installed VOIP phones at each register, swapped in new POS systems, and tested the network with customer IT. Tracked deliverables included signed customer paperwork, cable test results, and pictures of installed cable and equipment.

### CUSTOMER GRANITE:

**In other cabling news**, Kambrian has had the opportunity to begin offering our cabling services in Jacksonville, Florida. We are very excited to continue growing this side of our company.