



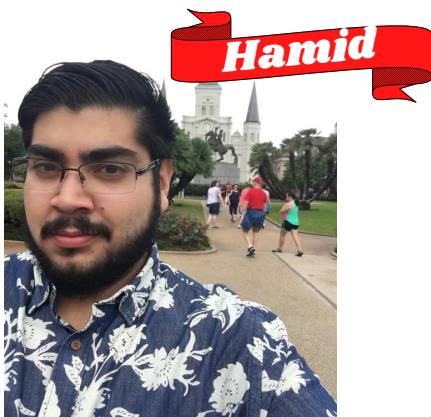
### COMPANY NEWS:

#### FEDERAL:

##### Thanks to Jonathan and Cathy!

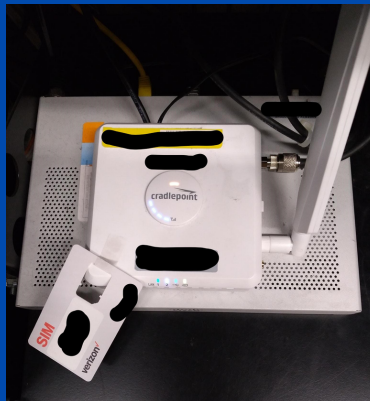
Kambrian is now prequalified for GSA – 8(a) STARS III multi-year contract, a small business set-aside GWAC or Government-Wide Acquisition Contract. This contract is designed to provide flexible access to customized IT solutions from a large, diverse pool of 8(a) industry partners such as Kambrian Corporation. This next-generation GWAC will build upon the framework of 8(a) STARS II, and expand capabilities for emerging technologies and OCONUS requirements. 8a is a federal certification for small, disadvantaged business. The GSA is a centralized procurement federal agency that streamlines the long procurement process by pre-qualifying IT service providers such as Kambrian Corporation. Great work, team!

**In other news, Kambrian has now received** channel authorization for several news brands. These bands include Nintex, Wacom, LogMeIn, and Cisco AppDynamics. This is great news as it gives us the opportunity to serve many customers with exactly what they need - way to go!



### LOW-VOLTAGE:

Recently, in the low-voltage sector of our business, Kambrian was awarded over 100 CrossCom AutoZone rollouts to be completed within 2 weeks. These opportunities span across Orange County and San Diego's counties of SoCal. Within this opportunity, we will be replacing the SIM card in existing CradelPoint devices and swapping in a new router. Way to go, team!



### Welcome to Kambrian!

Kambrian is proud to present our two newest employees: Hamid and Rhyann! Hamid will be joining our LA County team. He will be also be helping us with internal IT and potential IT projects. He enjoys video games, playing tennis, and is currently working on a Master of Science degree with a concentration in Information Security. Welcome to the team, Hamid!

Rhyann will be joining our team that covers LAWA and Federal Customers. Rhyann enjoys playing and watching soccer, building and repairing PCs, photography, and trading card games. He is currently in the Navy Reserves as an Information Systems Technician. He is recently moved into the area from Montana. Welcome to the team, Rhyann!



### COMPANY NEWS:

#### STATE & LOCAL:

##### Kambrian has had the pleasure of

doing business with all LA County departments for the last 11 years. LA County was one of Kambrian's first customers when our CEO, Cathy Hsieh, first opened our doors in 2009. Recently, Kambrian was again considered for the Master Agreement for Software Security for LA County – and we have now been accepted! What comes with this award is the opportunity to bid on 3 software brands – Quest, Entrust Security, and BeyondTrust – with only 2 other competitors. This will open our doors to many more opportunities to do business with LA County.

**Good news – we got qualified** as one of only 5 IT resellers for LACCD, Los Angeles Community College District, to supply PC, Laptop and some software.

LACCD and Kambrian have signed the master agreement. This also includes Kambrian's requalification as the sole reseller to provide Samsung monitors to LA County from May 2020 to Oct 2022. Thanks, Johnny and Kendall for helping on this RFP!