

# Kambrian

Quality IT Innovation

COMPANY NEWS

August 2021 Edition

## COMPANY NEWS:

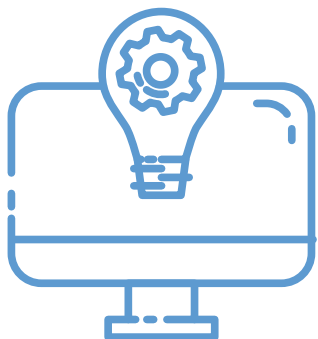
### **SLED**

**In the SLED area of Kambrian's business,** State, Local, and Education, we have been expanding into new areas! We have three new customers:

**Washington Metropolitan Area Transit Authority.** WMATA is the Washington DC area transit authority. Our easterly team received a new order for our offering of QuickStart. We are so excited to grow this business relationship!

**Massachusetts Port Authority.** Again, our easterly team hits it out of the ball park. We have cultivated our relationship with MASSPort by selling Dell EMC! We continue to provide our full list of brands to our new customer.

**NYC Office of Chief Medical Examiner.** Finally, our newest customer from the east team is the NYC OCME department with our offering of IT peripheral products. We have been working hard cultivating our easterly accounts in order to continue broadening our wingspan of Kambrian across the United States.



## CABLING:

**As for the cabling sector** of our business, Kambrian has a new, big customer: Powerhouse!

Powerhouse is a new Kambrian customer that seeks solutions for various construction, low voltage, and electrical projects. Recently, we covered an emergency electrical project that involved installing outlets at 6 Walmart locations across counties of LA and Kern to ensure their pet supply refrigerators had power. Kambrian can also bid on electrical drawings sent through their portal.

## KAMBRIAN ELECTRIC NEWS

**Cathy Hsieh, our CEO,** and a few of our colleagues are working hard on developing KEI - Kambrian Electric. KEI is working on building its customer base and its electrical services.

**Recently, KEI has been certified** as MBE, Minority Business Enterprise, by the National Minority Supplier Development Council.

**Another great certification** that KEI has received is the SBE certification with the state of California.

**Both of these certifications** will open the doors on opportunities where KEI will excel!

## New to IT:

### **QUMU**

## Q.U.M.U

**We would like to welcome** to our community Kambrian's newest brand addition:

**QUMU!** Kambrian has become channel authorized by this brand to resell their software to our customers. Qumu is the leading provider of a best-in-class platform to create, manage, secure, distribute and measure the success of live and on demand video for the intelligent enterprise. As a trusted advisor to clients and partners, Qumu is the innovation leader when scalability, reliability and security are critical. This partnership will open new doors to what we can offer our customers. Looking forward to our future with Qumu! [Click here to learn more about Qumu and what their offering.](#)

## GOVERNMENT

In the government area of our business, we have a new customer.

**Point Township Police Department!** After over 10 months of tracking this customer, we received and completed our first PO for the brand Durabook. Congrats team!