

# CAPABILITY STATEMENT

## IT and Telecom Solutions for The Federal Government

Kambrian Corporation is an IT solution provider delivering quality IT/Telecom solutions to government agencies and systems integrator primes nationwide.

### CORE COMPETENCIES

#### Proven Past Performance

- Experienced with federal procurement process and purchasing vehicles including 8a sole source and GSA Schedule 70.
- Assisted Systems Integrator primes and federal agencies with procurement of more than 300 IT hardware and software brands.

#### Program Management Expertise

- Driving end-to-end process from pre-RFP phase (specification, IT solution design, and proposal writing stage) to post-award delivery and implementation.
- Engineering resources to deploy key IT solutions for data centers.

#### Supply Chain Excellence

- Delivering products/services, efficiently meeting deadlines and requirements; sourcing a wide range of products at competitive pricing.
- Committed to expand vendor and manufacturer networks to ensure the correct solution is sourced and implemented.



### PERFORMANCE HIGHLIGHTS

#### Department of Veterans Affairs

Delivered data center and office solutions like compute, networking, storage and virtualization for all VISNs nation-wide for 5-year program. Provided load balancing hardware and software to VA directly and handled ongoing maintenance and renewals yearly.

#### Department of 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.

### COMPANY INFORMATION

#### Certifications

8a, WOSB, SBE, WMBE  
DBE/SBE with CalTrans  
DBE in the following states  
CA, TX, NY/NJ, IL, GA, FL

#### Contracting Vehicles

GSA MAS Award  
47QTCA19D000A  
  
GSA STARS 3 Award  
47QTCB21D0105

CMAS  
3-18-70-3626A

E-Rate SPIN  
143051132

#### NAICS

541519  
541512  
541513  
518210  
423420  
541330  
541511  
611420  
238210  
811212  
811213  
561621  
561210  
423430  
811219  
519130  
511210

#### EIN

27-0730446

#### CAGE Code

5PEE6

#### UEI

MB2KUC9KA6C7

#### DUNS

831603241

#### Geographic Coverage

CONUS and OCONUS

#### Corporate Information

Cathy Hsieh, CEO  
346 N. Azusa Avenue  
La Puente, CA 91744  
fed@kambrian.com

# Kambrian

# CAPABILITY STATEMENT

# IT and Telecom Solutions for The Federal Government

Kambrian Corporation is an IT solution provider delivering quality IT/Telecom solutions to government agencies and systems integrator primes nationwide.

## CAPABILITIES

---

- Expertise in solution design, 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 program requirements.
- 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 experienced low-voltage technicians. IT and Telecom cabling and installation services include: data center builds, telecom (wired, wireless, and VOIP), security, and Distributed Antenna System (DAS) solutions.

## SYSTEM INTEGRATOR CUSTOMER HIGHLIGHTS

---

### **Department of Veterans Affairs RTLS Program**

Assisted Perspecta in pilot regional program with IT sourcing and price negotiation leading to a total of \$500 mil and 5 years prime contract; Kambrian's sub contract is \$4+mil/year. Procuring products including servers, storage, PCs, monitors, and software. Providing services including hardware configurations, installation scheduling, and ad-hoc 3rd party hardware and software procurement and installation. Leveraging product knowledge and identifying contract due dates to optimize program delivery schedule and savings.

### **U. S. Army ITES-3H Contract**

Assisted Hewlett-Packard Enterprise in selecting 3rd-party IT hardware brands and products in various IT categories including networking, video-teleconferencing to meet Army's specifications. Leveraging sourcing experience and technical expertise across OEM to identify best solutions.

### **Navy (NGEN Contract)**

Assisted Perspecta in selecting and procuring niche hardware and software solutions for NAVY's \$3.5 billion, 5-year program.

### **Department of Housing and Urban Development (HUD)**

Assisted Perspecta to procure initial year and secured multi-year renewal of licenses and maintenance of API Management software.

### **Centers for Medicare and Medicaid Services (CMS)**

Assisted Northrop Grumman Corporation to provide enterprise server hardware and software solutions including multi-year contracts to maintain the operating life of the products.

### **U. S. Navy Joint Cross Domain eXchange (JCDX)**

Assisted Accenture Federal Services with the procurement of various networking hardware and software for Systems Engineers.

**Kambrian**

626-964-4445 | WWW.KAMBRIAN.COM | fed@kambrian.com