

Date Received

**CHIEF ADMINISTRATIVE OFFICE**  
**Procurement and Contracts Division**

**NON-COMPETITIVE PURCHASE REQUEST JUSTIFICATION**

Required for all (non-emergency) sole source acquisitions in excess of \$5,000.00 and sole source service requests in excess of \$100,000.00.

This justification document consists of three (3) pages. All information must be provided and all questions must be answered. **Department Head approval is required.**

**Requesting Department Information**

Department:	Org Code:	
<input type="text" value="10-Information Technologies"/>	<input type="text" value="1040000"/>	
Contact Name:	Subobject:	User Code:
<input type="text" value="Kelley Lawrie / Audra Anderson"/>	<input type="text" value="4144"/>	<input type="text"/>
Telephone:	Fax:	
<input type="text" value="6729 / 5144"/>	<input type="text"/>	

**Required Supplier / Vendor Information**

Vendor / Supplier Name:	Vendor / Supplier Address:
<input type="text" value="Crowdstrike"/>	<input type="text"/>
Contact Name:	
<input type="text" value="Karen Annunziata"/>	<input type="text"/>
Estimated Purchase Price/Contract Amount:	Vendor / Supplier Email Address:
<input type="text" value="\$155,878.90"/>	<input type="text" value="karen.annunziata@crowdstrike.com"/>
Telephone:	Fax:
<input type="text" value="407-252-2859"/>	<input type="text"/>

Provide a brief description of the request, including all goods and/or services the vendor/supplier will provide and supporting exemption reference from Board Policy C-17 - Procurement Policy:

Crowdstrike Annual Renewal of Enterprise Virus Software 03/04/24 - 03/03/25  
 - 3.4 (3) Exemptions from Competitive Bidding. Competitive bidding would produce no economic benefit to the County.  
 - 3.4.2.f Sole Source. The procurement is for goods where the continuity of providers will provide efficiency or critical knowledge, and other providers of the goods cannot provide similar efficiencies or critical knowledge in a timely manner.

Department Head:  Digitally signed by Tonya Digiorno  
Date: 2024.01.18 16:08:20 -08'00'  
 Signature

Purchasing Agent:   
 Signature

Board of Supervisors:  
 Date:   
 Item:

P&C Assignment:  
 Assigned To:   
 Date:

**A. The good/service requested is restricted to one supplier for the reason stated below:**

1. Why is the acquisition restricted to this goods/services supplier? (Explain why the acquisition cannot be competitively sourced. Explain how the supplier is the only source for the acquisition.)

This request is a renewal for existing established and approved services and licenses. While CrowdStrike Falcon is available through resellers, we have been partnering directly with CrowdStrike to procure licenses and Falcon Complete security services since 2020. The direct procurement of licenses allows for better pricing than the State's competitively bid contract for CrowdStrike Falcon Complete through resellers; therefore competitive bidding would produce no economic benefit to the County.

2. Provide the background of events leading to this acquisition.

IT first contracted directly with CrowdStrike in 2020 for Enterprise Virus Protection. While there are resellers of CrowdStrike products, changing our licenses to a third-party provider causes disruptions to the security and network/server teams, along with providing no economic benefit to the County.

3. Describe the uniqueness of the acquisition. (Why was the goods/services supplier chosen?)

CrowdStrike offers El Dorado County IT has historically provided better pricing discounts to the County compared to the State's competitively bid contract for CrowdStrike Falcon Complete.

4. What are the consequences of not purchasing the goods/services or contracting with the proposed supplier?

Loss of efficiency, continuity, and loss of staff time to change vendors. Moving to a third-party reseller causes disruptions to the security and network/server teams, along with providing no economic benefit to the County. CrowdStrike continues to provide El Dorado County deep discounts over List and NASPO pricing.

Changing vendors would require the removal of 2300 end-point agents and their re-installation. It would not only be resource intensive to deploy, it would take months to implement with a new vendor.

5. What market research was conducted to substantiate no competition, including the evaluation of other items or service providers? (Provide a narrative of your efforts to identify other similar or appropriate goods/services, including a summary of how the department concluded that such alternatives are either inappropriate or unavailable. The name and addresses of suppliers contacted and the reasons for not considering them must be included OR an explanation of why the survey or effort to identify other goods/services was not performed.)

CrowdStrike is a vital component to the County's infrastructure. Purchasing services and coverage directly from CrowdStrike provides us with the best pricing and service.

The CrowdStrike Cyber Security solution is based on its unmatched performance, advanced threat detection capabilities, and seamless integration within our existing infrastructure. CrowdStrike has consistently demonstrated superior efficiency in identifying and mitigating evolving cyber threats, ensuring the highest level of protection for our assets.

**B. Price Analysis:**

1. How was the price offered determined to be fair and reasonable? (Explain what basis was used for comparison and include cost analysis as applicable.)

CrowdStrike List Price for services totals \$470,074.96.  
NASPO Pricing for services under AR2472 totals \$411,261.66  
CrowdStrike is offering a 1-year renewal for \$155,878.90, which is a savings of over \$255,000.

2. Describe any cost savings or avoidance realized (one-time or ongoing) by acquiring the goods/services from this supplier.

In addition to price savings as noted in B.1., staying with CrowdStrike saves staff time and labor costs in not having to reestablish critical services through a reseller.

Transitioning to an alternative solution would entail significant costs, both in terms of financial investment, internal resources, and significant disruption to our operations.

Vendor	Description	Manufacturer Part Number	List Price	NASPO Price	Quantity	Ext List	Ext NASPO	Crowdstrike Direct Price
CrowdStrike	Discover - Bundled	CS.DISCB.SOLN	\$0.00	\$0.00	2,108	-	-	-
CrowdStrike	Essential Support	RR.HOS.ENT.ESTL	\$10,000.00	\$9,800.00	1	10,000.00	9,800.00	15,352.94
CrowdStrike	Falcon Complete Subscription - On Demand	CS.FALCOMPS.SVC.ONDEM	\$15.00	\$12.83	2,108	31,620.00	27,035.10	-
CrowdStrike	Falcon Complete w/Threat Graph Standard. +300 - Tier 7	CS.FCSD.SOLN.T7	\$135.36	\$115.73	2,108	285,338.88	243,964.74	97,178.80
CrowdStrike	Falcon Device Control - Tier 8	CS.DEVICE.SOLN.T8	\$5.88	\$5.03	2,300	13,524.00	11,563.02	5,221.00
CrowdStrike	Falcon Spotlight Application - Tier 8	CS.SPOTLT.SOLN.T8	\$17.43	\$14.90	2,300	40,089.00	34,275.98	15,663.00
CrowdStrike	Insight - Bundled	CS.INSIGHTB.SOLN	\$0.00	\$0.00	2,108	-	-	-
CrowdStrike	Overwatch - Bundled	CS.OWB.SVC	\$0.00	\$0.00	2,108	-	-	-
CrowdStrike	Prevent - Bundled	CS.PREVENTB.SOLN	\$0.00	\$0.00	2,108	-	-	-
CrowdStrike	Server Threat Graph Standard	CS.TG.STD.HPS	\$20.15	\$17.23	192	3,868.80	3,307.81	637.44
CrowdStrike	Server Threat Graph Standard - Bundled	CS.TGB.STD.HPS	\$0.00	\$0.00	2,108	-	-	-
CrowdStrike	University LMS Subscription Customer Access Pass - Training	RR.PSO.ENT.PASS	\$100.00	\$90.00	6	600.00	540.00	-
CrowdStrike	Falcon Cloud Security Reserved - Flex	CS.FCS.FLEX.RES	\$67.70	\$64.32	192	12,998.40	12,349.44	4,076.16
CrowdStrike	Overwatch Cloud Threat Hungting	CS.OWCSTH.SVC	\$10.04	\$9.54	192	1,927.68	1,831.68	483.84
CrowdStrike	Falcon Cloud Security Complete Upgrade GovCloud	CS.FCSCU.GOV.SOLN	\$89.46	\$84.99	192	17,176.32	16,318.08	4,680.96
CrowdStrike	CrowdStrike Falcon Intelligence	CS.INTEL.SOLN.T11	\$25.11	\$23.85	2,108	52,931.88	50,275.80	12,584.76
CrowdStrike	Falcon Complete Complimentary CID	CS.FALCOMPONBC.SOLN	N/A	N/A	1	-	-	-
CrowdStrike	Falcon Cloud Security Standalone	CS.FCSS.SOLN	N/A	N/A	1	-	-	-
CrowdStrike	Cloud Detection and Response	CS.CDR.SOLN	N/A	N/A	12	-	-	-

Direct Pricing versus:

NASPO Contract AR2472

CA PA 7-17-70-40-05

Carahsoft Technology Corp

10/15/16 - 09/16/26

470,074.96 411,261.66 155,878.90

(314,196.06) (255,382.76) Savings from List/NASPO